



# **Sterlite Tech**

Resilience continues



Refer to important disclosures at the end of this report

CMP Rs 166 Target Price
Rs 250 (▼)

Rating BUY (■) Upside 50.5 %

29 79 827

7.8



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- Sterlite Tech's (SOTL) Q1FY20 net profit of Rs1.4bn (up 18% yoy) surpassed our expectations on better-than-expected EBITDA margins, thanks to the resilience shown by the product business. It seems that investments in the services business are paying off.
- The services business is helping the company with integrated offerings for clients, which is resulting in client stickiness and retention. This is the main reason why SOTL is able to maintain 25%+ EBITDA margins in products despite the steep fall in optic fiber (OF) prices.
- SOTL should soon receive more fully integrated contracts from private telcos and international clients. This will be a key trigger point to note the underlying strengths of the services business. Further, debt will peak out by Mar'20 as capex spends will be over.
- Retain Buy and OW stance in SMID EAP with a new TP of Rs250. We now value SOTL in line with global peers on 7.4x FY21E EV/EBITDA vs. 21x PER FY21E earlier. SOTL's earnings growth and return profile are superior vs. peers, and we see the recent price decline due to the mid-cap sell-off as a buying opportunity.

Service offerings driving beat in product business: SOTL's Chinese peers that are only OF manufacturers suffered in the last two quarters after the fall in spot OF prices. However, SOTL's performance was exceptional (even better than US and European peers) due to an increase in integrated offerings to clients. The product business' revenue increased 22% yoy, with EBITDA margin coming in above 25%. This was possible only because of new client additions in difficult markets in Europe and the US where the preference is given to data network solution providers like SOTL.

**Debt to peak out by Mar'20:** We believe that investor concerns over rising working capital requirement for the services business are unwarranted. The net working capital cycle in this business is stable at 100-110 days. In fact, net working capital for the product business increased slightly in Q1FY20 on rising exports and preparations for starting commercial operations of a new plant. With large capex spends over by Mar'20, we expect net debt to peak out at Rs22.3bn with a D/E ratio of 1x and ROCE of 28.5%. After this, net debt should decline, backed by solid FCF of Rs5bn in FY21E.

**Outlook and valuation; maintain Buy and OW stance in SMID EAP**: In our view, SOTL's services business should not be seen as a normal project management business. The reasons are: 1) service offerings are complementing the product business, enabling the company to secure high-end product contracts in the US and Europe and 2) stable working capital commitments with an ROCE of 25%. We remain bullish on SOTL with expected EPS growth of 20%/19% in FY20/FY21E. We value SOTL in line with global peers on 7.4x FY21E EV/EBITDA vs. 21x PER FY21E earlier. The stock should command a premium vs. its peers given superior earnings growth and return profile. Key downside risks include any delay in 5G rollout globally that could put pressure on optic fiber prices due to low demand.

# Please see our sector EAP (page 9): <u>Emkay Alpha Portfolio – SMID EAP</u> Financial Snapshot (Consolidated)

(Rs mn)	FY17	FY18	FY19	FY20E	FY21E
Net Sales	24,489	31,771	50,873	71,841	83,122
EBITDA	5,189	7,494	11,272	14,396	16,706
EBITDA Margin (%)	21.2	23.6	22.2	20.0	20.1
APAT	2,014	3,324	5,712	6,872	8,166
EPS (Rs)	5.1	8.3	14.2	17.1	20.4
EPS (% chg)	29.2	63.9	71.8	20.3	18.8
ROE (%)	24.6	32.3	39.5	34.7	32.1
P/E (x)	32.9	20.0	11.7	9.7	8.2
EV/EBITDA (x)	14.5	10.1	7.4	6.2	5.0
P/BV (x)	7.5	5.7	3.9	3.0	2.3

Change in Estimates	
EPS Chg FY20E/FY21E (%)	(2)/-
Target Price change (%)	(40.0)
Target Period (Months)	12
Previous Reco	BUY
Emkay vs Consensus	

EDS Estimates

EPS Estillates								
	FY20E	FY21E						
Emkay	17.1	20.4						
Consensus	15.3	18.1						
Mean Consensus TP (1	2M)	Rs 277						
Stock Details								
Bloomberg Code		SOTL IN						
Face Value (Rs)		2						
Shares outstanding (mr	1)	403						
52 Week H/L		400 / 144						
M Cap (Rs bn/USD bn)		67 / 0.97						

Shareholding Pattern War 19	
Promoters	53.8%
FIIs	6.0%
DIIs	10.8%
Public and Others	29.4%

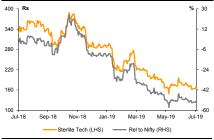
Price Performance										
(%)	1M	3M	6M	12M						
Absolute	(5)	(16)	(43)	(45)						
Rel. to Nifty	(3)	(13)	(46)	(47)						

## Relative price chart

Daily Avg Volume (nos.)

Daily Avg Turnover (US\$ mn)

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Source: Bloomberg

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Exhibit 1: Actual vs. Estimates (Q1FY20)

(Rs mn)	Actual	Estin	nates	% var	iation	Comment
(KS IIIII)	Actual	(Emkay)	(Consensus)	(Emkay)	(Consensus)	Comment
Sales	14,320	14,469	14,653	-1%	-2%	Revenue came in line with our estimates
EBITDA	3,234	2,767	2,850	17%	13%	Better mix, adoption in lease accounting
EBITDA Margin	22.6%	19.1%	19.4%	346 bps	313 bps	Led to improved EBITDA but no impact on net profit
PAT	1,442	1,365	1,377	6%	5%	

Source: Company, Emkay Research

**Exhibit 2: Quarterly results summary** 

	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	QoQ%	YoY%
Sales	8,769	10,843	13,349	17,912	14,320	-20.1	63.3
Cost of revenue	3,339	4,337	6,300	10,897	7,070	-35.1	111.8
as % of sales	38.1	40.0	47.2	60.8	49.4		
Employee Cost	925	1,343	1,493	1,350	1,463	8.3	58.0
as % of sales	10.6	12.4	11.2	7.5	10.2		0.0
Other expenses	2,056	2,430	2,617	2,514	2,553	1.6	24.2
as % of sales	23.4	22.4	19.6	14.0	17.8		0.0
Total Expenditure	6,320	8,111	10,410	14,761	11,086	-24.9	75.4
EBITDA	2,449	2,733	2,939	3,151	3,234	2.6	32.1
Depreciation	448	492	512	498	683	37.3	52.6
EBIT	2,001	2,241	2,427	2,653	2,550	-3.9	27.5
Other Income	73	60	104	132	87	-33.8	20.6
Interest	231	244	274	307	463	50.9	100.8
PBT	1,843	2,057	2,257	2,478	2,175	-12.2	18.0
Tax	548	652	760	822	733	-10.7	33.7
PAT before minority interest	1,295	1,406	1,497	1,656	1,442	-13.0	11.4
(Profit)/loss from JV's/Ass/MI	73	92	(17)	(5)	-		
PAT before extra	1,222	1,314	1,514	1,661	1,442	-13.2	18.0
Extra ordinary items	(10)	(20)	(21)	(25)	(13)	-47.0	33.7
Reported PAT	1,212	1,294	1,493	1,637	1,429	-12.7	17.9
Margins (%)						bps	hne
EBIDTA	27.9	25.2	22.0	17.6	22.6	499	(534)
EBIT	27.9	20.7	18.2	14.8	17.8	300	
							(501)
PBT	21.0	19.0	16.9	13.8	15.2	135	(583)
PAT	14.8	13.0	11.2	9.2	10.1	82	(470)
Effective Tax rate	29.8	31.7	33.7	33.2	33.7	56	395

Source: Company, Company, Emkay Research

Exhibit 3: Changes in earnings estimates

All figures in Rs mn		FY20E			FY21E	1E	
(except % and EPS)	Old	New	% change	Old	New	% change	
Revenues	69,818	71,841	2.9%	80,796	83,122	2.9%	
EBITDA	13,807	14,396	4.3%	15,872	16,706	5.3%	
EBITDA margins, %	19.8%	20.0%	26 bps	19.6%	20.1%	45 bps	
Net profits	7,023	6,872	-2.1%	8,206	8,166	-0.5%	
EPS	17.5	17.1	-2.1%	20.5	20.4	-0.5%	

Source: Company, Emkay Research

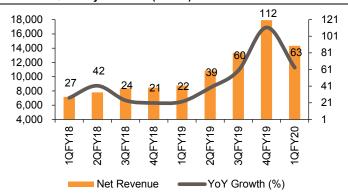
Exhibit 4: Key assumptions

Exhibit 4. Itoy assumptions						
	FY16	FY17	FY18	FY19	FY20E	FY21E
Optic fibre volume (mKM)	14	19	20	19	23	23
Optic fibre cable volume (mKM)	7	6	10	14	20	23
FTTH/Data Cables revenue	3,379	2,821	2,821	2,962	3,110	3,266
Solution revenue	4,000	3,400	5,210	15,983	22,300	28,098
Elitecore revenue	919	2,114	2,000	2,300	4,000	4,600

Source: Company, Emkay Research

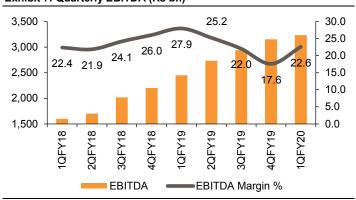
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# Exhibit 5: Quarterly revenues (Rs mn)



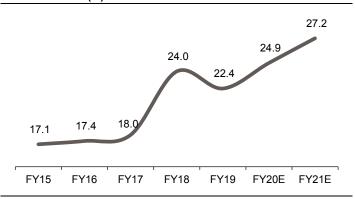
Source: Company, Emkay Research

# Exhibit 7: Quarterly EBITDA (Rs bn)



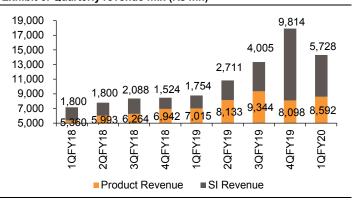
Source: Company, Emkay Research

#### Exhibit 9: ROCE (%)



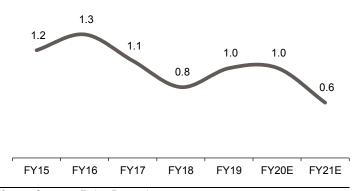
Source: Company, Emkay Research

# Exhibit 6: Quarterly revenue mix (Rs mn)



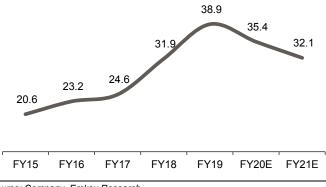
Source: Company, Emkay Research

# Exhibit 8: Net Debt/Equity (x)



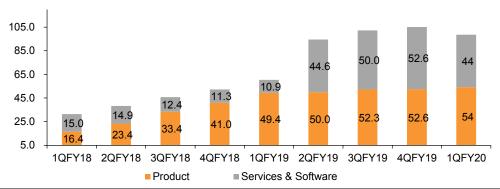
Source: Company, Emkay Research

# Exhibit 10: ROE (%)



Source: Company, Emkay Research

Exhibit 11: Quarterly order book mix (Rs bn)



Source: Company, Emkay Research

# Q1FY20 results highlights

#### Revenues

- Q1FY20 revenues increased 63% yoy/down 20% qoq to Rs14.3bn.
- The products business contributed 60% to Q1 revenues, while the network solutions business contributed 40%.
- Order book to sales increased to 1.7x TTM, providing long-term visibility.
- Order book jumped to Rs100bn (up 66% yoy, down 5% gog).
- Of the total order book, 55% is from the products business, while 45% comes from the services business.

#### **Margins**

- EBITDA margins fell 534bps yoy/grew 500bps qoq to 22.6%.
- Margins were lower yoy due to 1) changes in revenue mix, 2) lower realization and 3) cost of new capacity additions. However, margins improved sequentially due to higher contribution from the products business.
- Management believes that sustainable EBITDA margins are in the range of 18-20%.
- Management has guided for EBITDA margins of 25-26% in products and 11% in the network solutions business.

## Profitability and balance sheet

- Interest costs rose 100% yoy to Rs463mn due to an increase in debt for acquisition and capital expenditures.
- Depreciation increased 53% yoy to Rs683mn on account of the early commissioning of the newly added capacity.
- Net profit grew 18% yoy/down 13% gog to Rs1.4bn on the strong revenue beat.
- SOTL has maintained its USD100mn profit guidance for FY20, despite softening optic fibre
- Net debt grew to Rs19.8bn in Q1FY20 from Rs16.7bn in Q4FY19, while the company has guided to maintain its net debt to equity of ~1x.
- Management is confident of sustainable ROCE of 25% in the long term.

## Capex update

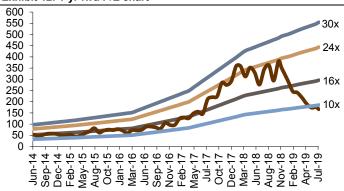
- New capacities should meaningfully contribute to revenues from H2FY20 onward.
- The current cable capacity is 18mn fibre km, operating at a 100% capacity utilization during Q1FY20. Fibre capacity would be around 40-45mn fkm by the end of FY20 and 50mn fkm by FY21 from the current 30mn fkm.

# **Industry outlook**

- SOTL's realization is currently in the range of USD7-8 due to its higher exposure to Europe. The company has guided for higher realization on account of long-term contracts and also because of the blend of standard and specialized products.
- It expects China optic fibre demand to remain flat in CY19 but to return by CY20.
- Optic fibre prices in China have bottomed out and have started seeing some upside. Overall demand continues to move up with the early adoption of 5G in China, South Korea and the US.

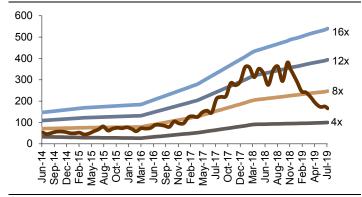
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# Exhibit 12: 1-yr fwd P/E chart



Source: Company, Emkay Research

Exhibit 13: 1-yr fwd EV/EBITDA chart



Source: Company, Emkay Research

**Exhibit 14: Peer comparison** 

0	Мсар	Reco	TP		PER (x)		E۱	//EBITDA	(x)		<b>ROE</b> (%)	
Companies	(USD m)	USD m)   Reco   (R	(Rs)	FY19	FY20E	FY21E	FY19	FY20E	FY21E	FY19	FY20E	FY21E
Optic fibre manufacturers												
Fujikura Ltd	1,074	NA	NA	9.4	9.9	7.6	6.0	5.7	5.4	0.7	4.9	6.5
Prysmian SpA	5,801	NA	NA	31.8	11.9	10.3	14.2	8.3	7.6	7.1	16.8	17.4
Corning Inc	25,858	NA	NA	18.4	16.7	14.8	10.4	9.2	8.6	7.8	13.5	15.0
Yangtze Optical Fibre	2,736	NA	NA	9.0	12.1	10.3	7.5	20.1	15.7	22.2	11.0	10.9
Hengtong Optic-electric Co Ltd	4,410	NA	NA	12.8	11.8	10.2	11.5	10.9	8.1	22.1	18.4	20.6
Average				16.3	12.5	10.7	10.5	8.5	7.4	12.0	12.9	14.1
Network Solution providers												
Amdocs Ltd	8,668	NA	NA	21.3	14.7	13.8	13.7	10.1	9.7	10.1	17.0	17.0
Ciena Corp	6,841	NA	NA		22.1	18.0	14.1	12.7	10.5		15.6	16.8
Infinera Corp	569	NA	NA									
Dycom Industries Inc	1,702	NA	NA	30.9	21.5	16.5	8.8	7.9	7.1		8.7	11.4
Average				26.1	19.4	16.1	12.2	10.3	9.1	10.1	13.8	15.0
Sterlite Tech	960	BUY	250	11.5	9.5	8.0	7.3	6.0	5.0	39.5	34.7	32.1

Source: Company, Emkay Research, Bloomberg; Average of EV/EBITDA for optic fibre manufacturers is excluding Yangtze Optic Fibre as it's very expensive and skewed

# Key Financials (Consolidated)

# **Income Statement**

Y/E Mar (Rs mn)	FY17	FY18	FY19	FY20E	FY21E
Net Sales	24,489	31,771	50,873	71,841	83,122
Expenditure	19,299	24,278	39,601	57,444	66,416
EBITDA	5,189	7,494	11,272	14,396	16,706
Depreciation	1,592	1,822	1,950	2,790	3,135
EBIT	3,597	5,671	9,322	11,606	13,571
Other Income	235	393	369	442	464
Interest expenses	1,229	1,038	1,055	1,799	1,734
PBT	2,602	5,026	8,635	10,249	12,302
Tax	397	1,332	2,782	3,177	3,937
Extraordinary Items	(11)	(135)	720	0	0
Minority Int./Income from Assoc.	0	0	0	0	0
Reported Net Income	2,003	3,190	6,432	6,872	8,166
Adjusted PAT	2,014	3,324	5,712	6,872	8,166

# **Balance Sheet**

Y/E Mar (Rs mn)	FY17	FY18	FY19	FY20E	FY21E
Equity share capital	797	802	805	805	805
Reserves & surplus	8,004	10,951	16,388	21,571	27,669
Net worth	8,801	11,753	17,193	22,376	28,474
Minority Interest	452	820	954	1,154	1,354
Loan Funds	10,925	11,775	19,175	22,175	17,675
Net deferred tax liability	(34)	222	744	850	1,053
Total Liabilities	20,143	24,570	38,066	46,555	48,556
Net block	13,037	12,252	24,679	26,948	26,314
Investment	232	285	353	353	353
Current Assets	15,148	21,010	40,897	50,685	58,914
Cash & bank balance	1,648	2,746	2,435	(177)	172
Other Current Assets	3,182	5,823	7,637	8,544	9,781
<b>Current liabilities &amp; Provision</b>	8,932	12,548	32,057	35,625	41,219
Net current assets	6,216	8,463	8,840	15,059	17,695
Misc. exp	0	0	0	0	0
Total Assets	20,143	24,570	38,066	46,555	48,556

# **Cash Flow**

Y/E Mar (Rs mn)	FY17	FY18	FY19	FY20E	FY21E
PBT (Ex-Other income) (NI+Dep)	2,368	4,633	8,267	9,807	11,838
Other Non-Cash items	0	0	0	0	0
Chg in working cap	110	(894)	(5,166)	(3,725)	(2,084)
Operating Cashflow	4,902	5,268	3,324	7,494	10,685
Capital expenditure	(2,194)	(3,949)	(10,001)	(10,060)	(2,500)
Free Cash Flow	2,708	1,320	(6,677)	(2,566)	8,185
Investments	(67)	(53)	(68)	0	0
Other Investing Cash Flow	0	0	0	0	0
Investing Cashflow	(2,027)	(3,609)	(9,700)	(9,618)	(2,036)
Equity Capital Raised	6	5	3	0	0
Loans Taken / (Repaid)	36	851	7,400	3,000	(4,500)
Dividend paid (incl tax)	(599)	(599)	(965)	(1,689)	(2,068)
Other Financing Cash Flow	(218)	220	683	0	0
Financing Cashflow	(2,005)	(562)	6,066	(488)	(8,301)
Net chg in cash	871	1,097	(311)	(2,611)	349
Opening cash position	777	1,648	2,746	2,435	(177)
Closing cash position	1,648	2,746	2,435	(177)	172

Source: Company, Emkay Research

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# **Key Ratios**

Profitability (%)	FY17	FY18	FY19	FY20E	FY21E
EBITDA Margin	21.2	23.6	22.2	20.0	20.1
EBIT Margin	14.7	17.9	18.3	16.2	16.3
Effective Tax Rate	15.2	26.5	32.2	31.0	32.0
Net Margin	9.0	11.6	11.5	9.8	10.1
ROCE	19.6	27.1	30.9	28.5	29.5
ROE	24.6	32.3	39.5	34.7	32.1
RoIC	21.2	31.9	38.0	31.7	31.6

Per Share Data (Rs)	FY17	FY18	FY19	FY20E	FY21E
EPS	5.1	8.3	14.2	17.1	20.4
CEPS	9.1	12.8	19.1	24.1	28.2
BVPS	22.1	29.3	42.9	55.8	71.0
DPS	1.3	2.0	3.5	4.3	5.1

Valuations (x)	FY17	FY18	FY19	FY20E	FY21E
PER	32.9	20.0	11.7	9.7	8.2
P/CEPS	18.4	12.9	8.7	6.9	5.9
P/BV	7.5	5.7	3.9	3.0	2.3
EV / Sales	3.1	2.4	1.6	1.2	1.0
EV / EBITDA	14.5	10.1	7.4	6.2	5.0
Dividend Yield (%)	0.8	1.2	2.1	2.6	3.1

Gearing Ratio (x)	FY17	FY18	FY19	FY20E	FY21E
Net Debt/ Equity	1.1	0.8	1.0	1.0	0.6
Net Debt/EBIDTA	1.8	1.2	1.5	1.6	1.0
Working Cap Cycle (days)	68.1	65.7	46.0	77.4	76.9

Growth (%)	FY17	FY18	FY19	FY20E	FY21E
Revenue	14.2	29.7	60.1	41.2	15.7
EBITDA	13.0	44.4	50.4	27.7	16.0
EBIT	7.8	57.7	64.4	24.5	16.9
PAT	30.2	59.2	101.6	6.8	18.8

Quarterly (Rs mn)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20
Revenue	8,769	10,843	13,349	17,912	14,320
EBITDA	2,449	2,733	2,938	3,151	3,234
EBITDA Margin (%)	27.9	25.2	22.0	17.6	22.6
PAT	1,421	1,061	1,969	1,979	1,075
EPS (Rs)	3.5	2.6	4.9	4.9	2.7

Source: Company, Emkay Research

Shareholding Pattern (%)	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19
Promoters	54.0	54.0	53.9	53.8	53.8
FIIs	8.5	6.5	6.6	6.2	6.0
DIIs	11.2	12.0	12.9	12.0	10.8
Public and Others	26.3	27.5	26.7	28.0	29.4

Source: Capitaline

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Date	Closing Price	TP	Period (months)	Rating	Analyst
23-Apr-19	207	417	12m	Buy	Anubhav Gupta
24-Jan-19	291	520	12m	Buy	Anubhav Gupta
10-Jan-19	290	520	12m	Buy	Anubhav Gupta
14-Dec-18	289	520	12m	Buy	Anubhav Gupta
24-Oct-18	324	520	12m	Buy	Anubhav Gupta
21-Sep-18	325	520	12m	Buy	Anubhav Gupta
19-Jul-18	302	500	12m	Buy	Anubhav Gupta
06-Jul-18	290	500	12m	Buy	Anubhav Gupta
18-May-18	317	500	12m	Buy	Anubhav Gupta
25-Apr-18	336	500	12m	Buy	Anubhav Gupta
26-Feb-18	364	500	12m	Buy	Anubhav Gupta
01-Jan-18	294	500	12m	Buy	Anubhav Gupta
16-Oct-17	262	318	12m	Buy	Anubhav Gupta
19-Jul-17	173	272	12m	Buy	Anubhav Gupta
22-May-17	161	214	12m	Buy	Anubhav Gupta
26-Apr-17	151	214	12m	Buy	Anubhav Gupta
18-Apr-17	140	208	12m	Buy	Anubhav Gupta
18-Jan-17	109	126	12m	Buy	Anubhav Gupta
28-Nov-16	95	126	12m	Buy	Anubhav Gupta
04-Nov-16	92	126	12m	Buy	Anubhav Gupta
27-Oct-16	106	126	12m	Buy	Anubhav Gupta
30-Sep-16	80	129	12m	Buy	Anubhav Gupta

Source: Company, Emkay Research

RECOMMEND	RECOMMENDATION HISTORY CHART							
Date	Closing Price	TP	Period (months)	Rating	Analyst			
23-Apr-19	207	417	12m	Buy	Anubhav Gupta			
24-Jan-19	291	520	12m	Buy	Anubhav Gupta			
10-Jan-19	290	520	12m	Buy	Anubhav Gupta			
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28-Nov-16	95	126	12m	Buy	Anubhav Gupta			
04-Nov-16	92	126	12m	Buy	Anubhav Gupta			
27-Oct-16	106	126	12m	Buy	Anubhav Gupta			
30-Sep-16	80	129	12m	Buy	Anubhav Gupta			

Source: Bloomberg, Company, Emkay Research

## Note:

We have updated our Rating Distribution with effect from March 20, 2019 – <u>Kindly refer the Disclaimer page</u>, however for our erstwhile recommendations till March 19, 2019, the rating distribution of the expected total return stands as (**Buy** – Over 25%, **Accumulate** – Over 10%, **Hold** – Upto 10%, **Reduce** – Below 10%, **Sell** – Underperforms the broad market indices or its related universe).

# Emkay Alpha Portfolio – SMID



# **Analyst: Anubhav Gupta**

#### **Contact Details**

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# Sector

Midcaps

# Analyst bio

Anubhav Gupta holds an MBA and brings in total 12 years of research experience. His team currently covers 10 midcap stocks across sectors.

# EAP sector portfolio

Company Name	EAP Weight (Normalised)
India SMID	100.00
APL Apollo Tubes	9.00
Bajaj Electricals	8.00
Cholamandalam Investment	3.00
City Union Bank	5.00
Cummins India	3.00
Delta Corp	4.00
Exide Industries	3.00
Granules India	5.00
Gujarat Gas	0.00
Jubilant FoodWorks	3.00
L&T Infotech	0.00
Max Financial	4.00
Mphasis	5.00
Orient Refractories	3.00
Persistent Systems	3.00
Radico Khaitan	9.00
SRF	5.00
Sterlite Tech	9.00
Sunteck Realty	8.00
V2 Retail	4.00
Varun Beverages	7.00
Cash	0.00

Since SMID is a discretionary portfolio it is benchmarked to the performance of BSE400 SMID Index Source: Emkay Research

# Sector portfolio NAV

	Base				Latest
	1-Apr-19	30-Apr-19	31-May-19	28-Jun-19	18-Jul-19
EAP - India SMID	100.0	96.5	97.0	92.4	88.2
BSEMS400	100.0	96.3	97.8	95.3	91.3

\*Performance measurement base date 1st April 2019

Source: Emkay Research

Please see our India EAP: Emkay Alpha Portfolio - Nifty

<sup>\*</sup> Not under coverage: Equal Weight

# **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: 19 Jul 2019 22:06:59 (SGT) Dissemination Date: 19 Jul 2019 22:07:59 (SGT)

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