

National Conference on Capital Markets - ICAI

General Disclaimer

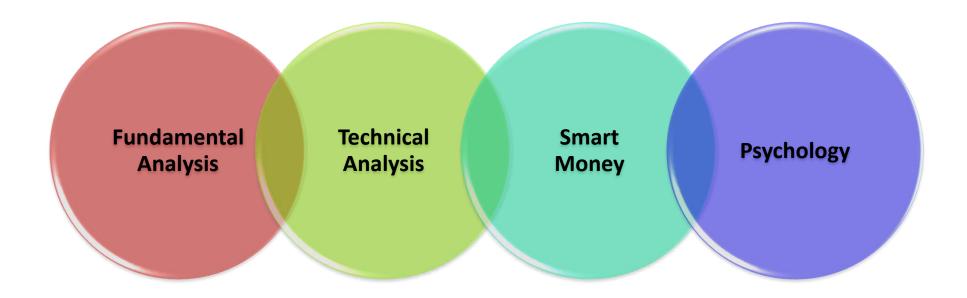
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- The presentation is given in summary form and does not purport to be complete investment strategy. The presentation does not have regard to specific investment objectives, financial situation and the particular needs of any specific person.
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Techno + Funda

September 1, 2022

Our Investment process



Investment Strategy

Identifying stocks with strong technical setup and sound fundamentals that are likely to benefit from sector rotation or structural tailwinds.



Idea Generation

- **❖** If based on Technical Momentum must be backed by Fundamentals
- If based on Fundamental factors must be backed by technical analysis

Fundamental Analysis Technical Analysis Sector tailwinds – (CASE Theme) **Risk Management** Sector rotation - Metal to Auto Price trends and patterns Business moat – **SPL Chemicals Technical Indicators** Actively managed High Corporate governance Volumes Quick to cut losses Low Debt levels Institutional activity Hedging for risk management **Efficiency ratios** Bulk and block deals Turn around stories Promoter buying/selling Market sentiments

Technical Analysis – Finding Winning Trades

Top Down Analysis

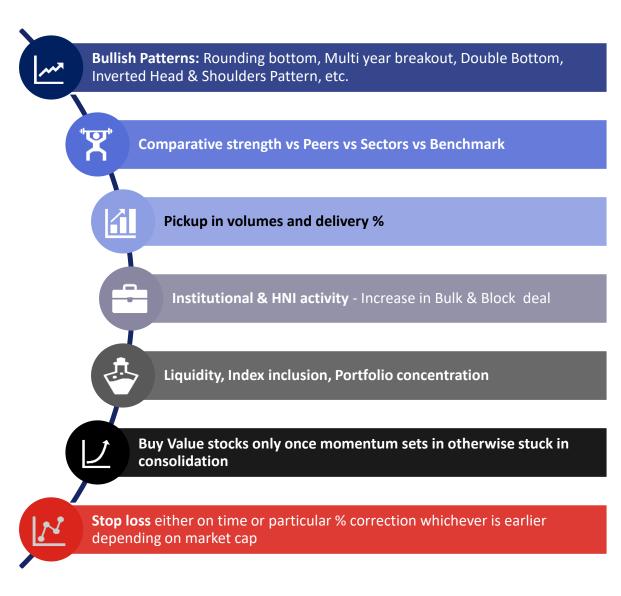
- Monthly Charts
- Weekly Charts
- Daily Charts

Identifying

- Patterns
- Support & Resistance
- Long term trend-line
- Volume and Delivery activity

Other Technical Indicators

- Pattern within pattern
- Fibonacci Retracements
- Averages
- Indicators



Fundamentals

- Good Business Pricing power & Competition, Sectoral Tailwind, Entry Barrier, Brand, Reputation Government Dependency,
 Industry Size, Innovation, Strategic Assets
- Good Management High Corporate Governance, Strong Parentage, Promoter Holding, Focus of Management (Z,E), Pledge
- Political Connection
- Capital Intensity and Capital Efficiency of Industry
- Debt Levels Avoid highly leveraged B/S, Low interest coverage ratio
- Increasing working capital cycle is concern, Cash conversion cycle
- Operating profit to convert into Cash Flow from Operations (50%)
- Consistency in Revenue and PAT growth
- Good reasonable ROC and ROCE
- ROCE (10 year G-Sec Yield + Long term Equity Premium) > 15%
- Ten year cycle Upcycle Downcycle
- Revenue Growth, EBITDA and PAT growth
- Sector tailwind
- Revenue growth 10% for a decade, nominal GDP growth 14.5%.
- ROCE EBIT/Capital Employed (ROCE > WACC)
- CAGR in Auditor renumeration vs CAGR in consolidated Revenue



Fundamental Parameters Considered – Quality is Paramount

Robust Business

- Pricing Power
- Sectoral Tailwind with Barriers to Entry
- Good Brand Reputation
- Large Industry Size
- Innovation
- Strategic Assets

Good Management

- Good Corporate Governance Policies
- Strong Parentage
- Significant Promoter Holding (with low pledge)

Strong Operating Parameters

- Low Leverage
- Good Cash Conversion Cycle
- High Cash Flow from Operations
- Reasonable ROC and ROE
- Good Revenue, EBITDA and PAT growth

Good Business Good Cycle

Buy on dips, Buy on Rallies

E.g. ICICI Bank, Retail sector, IT, FMCG

Good Business Bad Cycle – Be Opportunistic

E.g. Insurance companies, Infra

Bad Business Good Cycle -

Buy on every breakout, Sell on first significant reversal

E.g. Graphite, HEG, Rain Industries,

Bad Business Bad Cycle-

Don't touch

E.g. JP Associates, HCC, PSU Banks, BHEL

*Please note the above mentioned stocks are just for illustration purpose and are in no way recommendations to buy or not buy / sell.



Automobiles

We remain positive on the Automobile sector and expect sustained demand recovery moving forward. The passenger segment, both for 2W and four-wheelers, is expected to remain strong amid COVID-19, as preference for personal transport increases.

- 1. Underperformace vs Nifty: Post underperforming benchmark Nifty 50 by nearly 24-25% in CY20-CY21, India auto index is finally outperforming, beating the benchmark index by nearly 12% in CY22 till date and by nearly 6% in the past one month.
- 2. Stabilizing Input prices: Key input commodities like steel/ aluminium/copper/palladium are down 15%/25%/12%/35% from their April highs, respectively, giving visibility of improving gross margin Q2FY23 onwards amidst benign discounting trends. The chips shortage situation eased during Q4FY22 that led improved production and sales of PV, premium bikes and light commercial vehicles (LCV).
- **3. Pick up of CV sales:** Expected to gain momentum, backed by replacement demand because of improved utilisation and profitability of fleet operators, and government spending's on infrastructure, and would further benefit from the correction in commodity costs and fuel prices.
- **4. Solid PV Sales:** PVs are witnessing sustained demand momentum, led by improving sentiments along with improving availability of semiconductors and new model launches. Positive rural sentiments would also augur well for passenger vehicles (PVs) and tractors.
- **5. Rural demand:** Expected to drive sales of tractors, farm equipment, and benefiting companies having a strong rural and semi-urban presence.
- **6. 2W penetration:** Current 2W penetration in India is 55%, which we expect should move up. The 2W OEMs expect a double–digit growth in FY23E, while buses and three-wheeler (3W) is witnessing a strong recovery, as the economy normalizes. The rise in commodity prices has been a major challenge for auto companies, although the recent fall in the prices of aluminium, steel, and precious metals is a positive for 2W manufacturers.

In terms of electrification, e2W traction is likely to continue this year. Current penetration is 4-5% and this should increase in FY23.



Nifty Auto vs Nifty - Relative Strength Comparison

- In the relative strength comparison chart of Nifty Auto vs Nifty it can be seen that Auto index had been major underperformer since late 2016 till Covid low in Mar'20 compared to Nifty
- However over the last 3-years it has seen consolidation at lower levels as it trended sideways between 141-108 to form a base
- Since March Auto index has shown strong outperformance (highlighted in yellow) against the Nifty and given breakout level
- Thus, sustaining above 141 levels will see continuation of uptrend



Nifty Auto Index

- In the adjacent Nifty Auto daily chart it can be seen that index is forming higher top and higher bottom since this March
- During period of March to June market was in downtrend while Nifty Auto had been in uptrend and still continues to trend higher







Nifty Auto Index

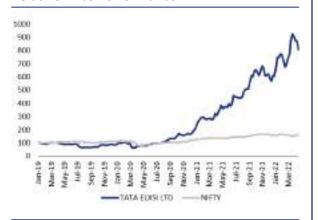
- From 2018 Auto index was in downtrend which culminated with the Mar'22 Covid low
- Since Mar'22 it has seen V shaped recovery
- It witnessed consolidation
 between 12100-9400 levels over
 18 months period
- Index has given breakout from consolidation and crossed its previous all-time high



September 1, 2022

Key Data	
Recommendation	BUY
Entry price (Rs.)	7757
Sequential targets (Rs.)	9500, 10000
Time Horizon	1-2 Quarters
Market Cap (bn)	Rs.483.9 / US\$ 6.3
Share in issue (mn)	62.23
Diluted share (mn)	62.23
3-mon avg. daily val (mn)	Rs.5267.8 / US\$ 68.9
52 week range	Rs.9420 / 3328.567
Sensex/Nifty	55669 / 16678
Rs./US\$	76.42
Bloomberg	TELX IN

Relative Price Performance



Source: Bloomberg, JMFS Research

Tata Elxsi Ltd

Tata Elxsi (TELX) is amongst the fastest growing premium engineering service provider with domain expertise across industries, including Automotive, Broadcast, Communications, Healthcare, and Transportation.

Total global ERD spends stood at \$1.5 trillion in 2021 and are expected to touch around \$1.9 trillion by 2023. The global outsourced ERD addressable market stood at \$90 billion, of which India outsources \$36 billion.

Q4FY22 was yet another quarter of strong revenue growth led by ramp-up of deals, quarter saw healthy net hiring, strong deal intake across verticals, expansion into new geographies and good client mining.

TELX continue to report stellar growth across all verticals. Management expects the growth momentum to continue on the back of strong deal pipeline. TELX's business outlook continue to be solid considering company's robust order book, strong execution capabilities along with top notch operational efficiency. As per the management commentary, the deal pipeline continues to be strong and current Russian-Ukraine conflict haven't impacted the business and deal momentum.

TELX is well placed to deliver another year of strong growth in FY2023E, given strong order intake, traction for large deal conversation and increasing spends in digital engineering.

We continue to like TELX, given its market share gains, long-standing client relationships, superior margin profile, consistent large deal wins, differentiated capabilities in digital engineering and presence in the fastgrowing ERD space. Tata Elxsi is handing an ambitious driver-less car project and it is providing its services and expertise in EV segment as well.

Consolidated

Key Ratios							
Year Ending	FY 2020	FY 2021	FY 2022				
ROC (%)	24.88	28.94	35.18				
ROE (%)	25.20	30.15	37.23				
ROA (%)	20.23	23.71	28.29				
Debt / Equity ratio (x)	5.35	5.41	8.65				
Current ratio (x)	5.53	5.26	4.13				
EV/EBIDTA (x)	9.67	30.61	70.82				
Interest Coverage Ratio	53.86	80.59	75.37				

Key Ratios			
Year Ending	FY 2020	FY 2021	FY 2022
Margins			
EBITDA margin (%)	21.31	28.61	30.99
EBIT margin (%)	18.61	26.18	28.75
Net income margin (%)	15.91	20.16	22.25
P/E	15.30	45.56	100.16
P/BV	3.59	12.40	34.39
BV (Rs. per share)	175.03	217.12	257.06
			Consolidated

Consolidated



KPIT Technologies

KPIT Technologies offers niche new-age technology solutions for which it charges premium prices The growth is expected to be broad based across practices and across strategic clients. Management mentioned they have not seen any project deferrals given macro uncertainties and geopolitical risks. Overall demand environment remains strong.

As demand environment is pretty strong, management has retained its revenue guidance of 18-21% YoY CC growth given the strong Q1FY23 and deal bookings.

In the event of a macro slowdown, KPIT indicated that its large Automotive OEM customers (most playing catch up with Tesla on EV and driverless car technologies) are unlikely to rationalize R&D on futuristic CASE (Connected Autonomous Shared Electric) technologies where it is disproportionately exposed.

Over the past 5 quarters, KPIT's headcount has increased by 45% as it prepares to deliver on its strong order book.

Even if there were to be a slowdown in the overall macro environment, KPIT indicated that auto OEMs are likely to curtail R&D in other areas.

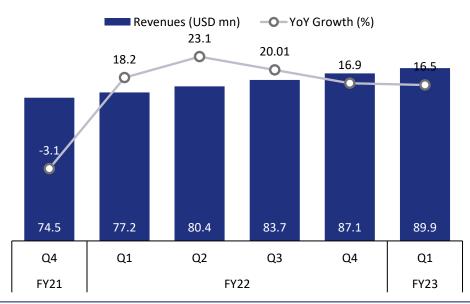
We are positive give exposure to the global Electric and driverless vehicle R&D spending offered by KPIT available at a 30x FY24E P/E.

Financial Summary (Rs mn)

	•				
Year Ending	FY 2020	FY 2021	FY 2022	FY 2023E	FY 2024E
Revenue	21,562	20,357	24,324	29,495	34,737
Revenue Growth (%)	0	-5.6%	19.5%	21.3%	17.8%
Operating Profits	1,788	1,740	3,189	4,241	5,222
Operating Margin (%)	8.3%	8.5%	13.1%	14.4%	15.0%
Net Income	1,478	1,471	2,762	3,447	4,265
NI Margin (%)	6.9%	7.2%	11.4%	11.7%	12.3%
Diluted EPS	5.47	5.4	10.05	13.36	16.33
Diluted EPS Growth (%)	0	-1.3%	86.1%	32.9%	22.3%
ROE	14.69	12.96	21.80	23.64	24.51
ROA	8.91	8.11	12.74	14.13	15.12
Book Value per share	39.02	44.86	48.50	57.56	72.10
P/E(x)	6.4	32.7	59.1	40.84	33.40
P/B(x)	0.9	4.0	12.4	9.5	7.6
EV/EBITDA(x)	2.5	13.6	35.3	25.92	21.70
EBITDA	2,868	3,071	4,385	5,477	6,542
EBITDA Margin (%)	13.3%	15.1%	18.0%	18.6%	18.8%
Dividend per share	1	1.5	1.85	3.81	4.58
Dividend Growth (%)	0.00	50%	23%	107%	20%

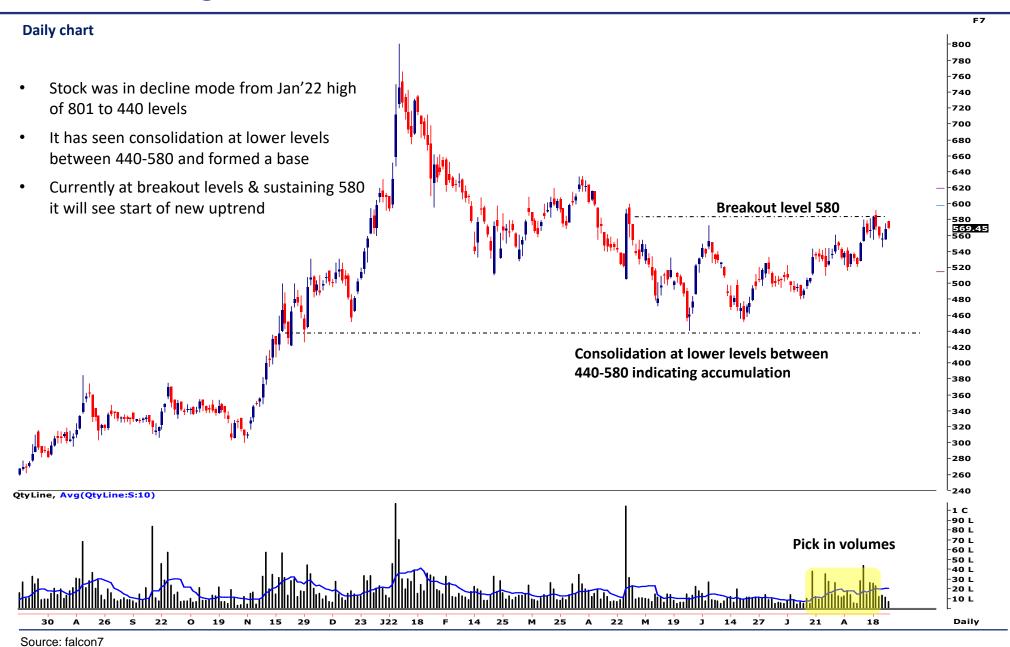
Source: Bloomberg, JMFS Research

Healthy demand environment, TCV deal wins for this quarter stood at USD155mn



Source: Company, JMFS Research

KPIT Technologies



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Polycab India Ltd

Company Description

Polycab India Limited is a leader in Wire & Cables in India. Polycab manufactures and sells wires and cables as well as fast moving electrical goods 'FMEG' like electric fans, LED lighting and luminaires, switches and switchgear, solar products and conduits & accessories.

Rationale

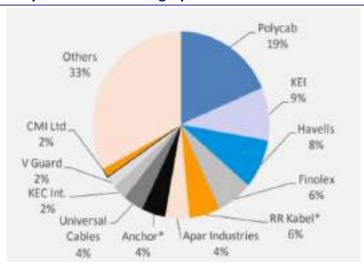
- Increased Formalization –Demonetization and GST have led to accelerated shift in market share from the unorganized to the organized players of the industry.
 - Share of the unorganized players has fallen from ~39% in FY14 to ~34% in FY18 and is expected to correct further to ~26% by 2023*.
- Robust Business Model Robust network of dealers and distributors creates greater efficiency to capture rise in formalization
- Efficient Capital Allocation Sustained investments in FMEG over FY14-21E (a third of overall capex) will help the company ramp up revenue market share from ~1% currently to ~3% (~4x growth in revenues) over the next 3-4 years with significant potential for operating margin ramp up.
- Increased Institutional activity
 - Increase in Bulk and Block deal activity
 - Institutional Investors/Analyst Meet

Polycab - Largest C&W player, revenue 2x second largest player



Source: Company

C&W industry market share is highly concentrated



Source: Company

Polycab India Ltd

Smart Money

Latest analyst meet highlights increased focus of institutions on Polycab

1	Abakkus Asset Manager LLP
14.543	
2	ASK Investment Managers Private Limited
3	Baring PE Partners (India)
4	Bay Capital
5	Birla AMC
6	BNP Paribas Asset Mgmt
7	Canara Robeco
8	Chanakya Wealth
9	Edelweiss Asset Management Limited
10	ENAM
11	Flowering Tree
12	Helios Capital Management
13	Hornbill Capital
14	HSBC Mutual Fund
15	ICICI Prudential Life Insurance
16	IDBC MF
17	IIFL AMC
18	Kotak
19	Kotak PE
20	L&T MF
21	Max Life Insurance
22	Mirae Asset Capital Markets
23	Motilal Oswal Asset Management Company
24	Motilal Oswal Asset Management Company
25	Motilal PMS
26	SBI Life Insurance
27	Sundaram Mutual Fund

Source: Investor Presentation/Press Release PolyCab Analyst meet Press Release of 6th Nov 2019





Specialty Chemicals

The specialty chemicals industry in India has grown at a rapid pace of 11.7 % CAGR over CY15-22 and is valued at around \$32 billion. The industry is expected to continue growing at a lightning speed, delivering a 12.4 percent CAGR over the next five years and India's share in the global specialty chemical market is expected to double to \$64 billion by CY25.

The sector has the following tailwinds -

- 1) China +1 Strategy It presents a growing domestic market for the specialty chemicals sector. Recently announced production-linked incentive (PLI) schemes for key starting materials (KSMs), drug intermediates (DIs), and active pharmaceutical ingredients (APIs) are likely to attract investment in these sectors, in turn, increasing demand for specialty chemicals.
- **2) Governments' Push to make India an Integral part in the Global Supply Chain** Recently announced production-linked incentive (PLI) schemes for key starting materials (KSMs), drug intermediates (DIs), and active pharmaceutical ingredients (APIs) are likely to attract investment in these sectors, in turn, increasing demand for specialty chemicals.
- 3) All round CAPEX Capital spending will jump 50% to Rs 14,500 15,500 crore over the two fiscals through 2023, compared with fiscals 2020 and 2021. A sizeable portion of this spend will be for backward integration, import substitution, and to meet increased demand for exports. All the same, healthy cash generation will keep reliance on incremental debt to fund capex and working capital low, helping improve credit profiles.
- 4) Import Substitution India is not only expected to grow in terms of exports, but is also expected to grow domestically. As many companies are working on substituting imported chemicals, in order to reduce global dependence, domestic opportunities are equally in existence as are in exports.
- 5) Long Term Contracts India has been acquiring market share in the specialty chemicals segment where contracts are customer specific and are long term in nature. Owing to the low volume and high value nature of the business, it makes it difficult for the customer to switch suppliers.

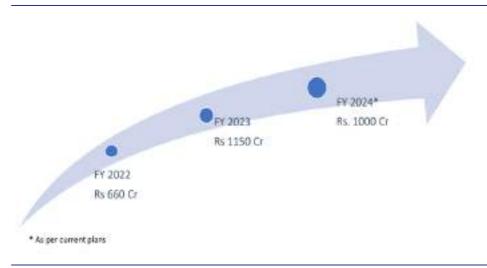


Gujarat Fluorochemicals Limited

Gujarat Fluorochemicals is among the leading players in fluorine chemistry. It has successfully leveraged its capabilities to foray into high growth potential markets of fluoropolymers, which are increasingly seeing application in new age products like EVs, solar panels etc. Fluoropolymers, because of its unique quality, green chemistry and strength is a fast growing \$8bn industry. It has also strengthened its position in fluorospecialty chemicals and likely to witness strong growth in these businesses with solid entry barriers.

Gujarat Fluorochemicals backward integration with captive power, caustic – chlorine chain and fluorspar (leading to ~65% gross margins) and structural shift towards fluoropolymer chain, new age products and fluoro-specialty chemicals will drive its profit margin and return ratios.

CAPEX Plans



Source: Company

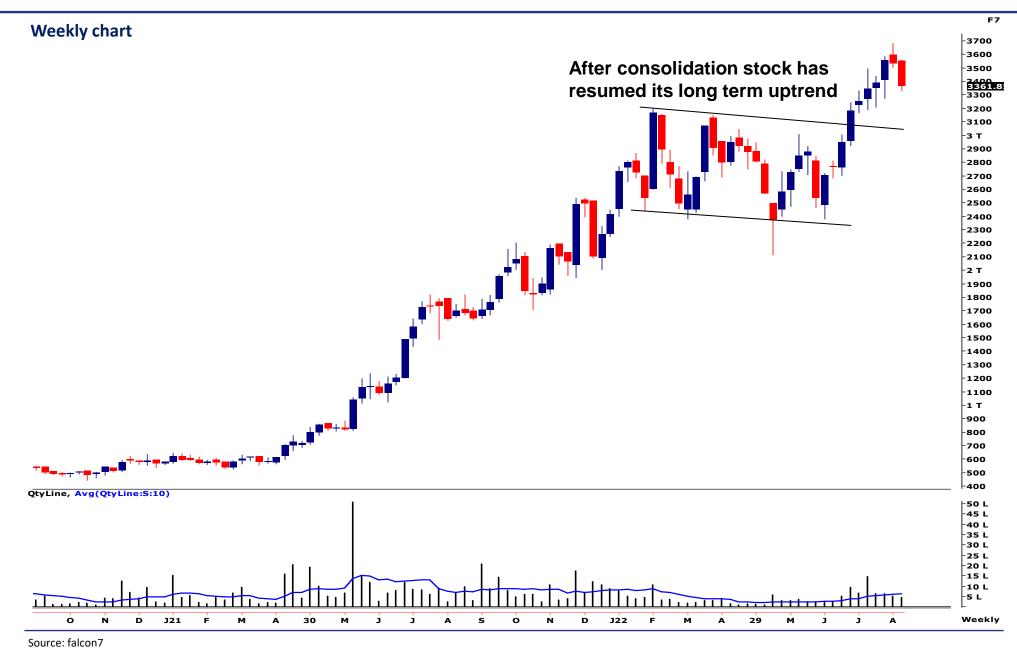




Source: Company



Gujarat Fluorochemicals Limited



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September 1, 2022

SRF LTD

SRF is a diversified company covering business like Fluorochemicals, Specialty Chemicals, Packaging Films, Technical Textiles and Coated and Laminated Fabrics. In the past 5 years, the company has grown its revenue by a CAGR of 21% and profit by a CAGR of 33%.

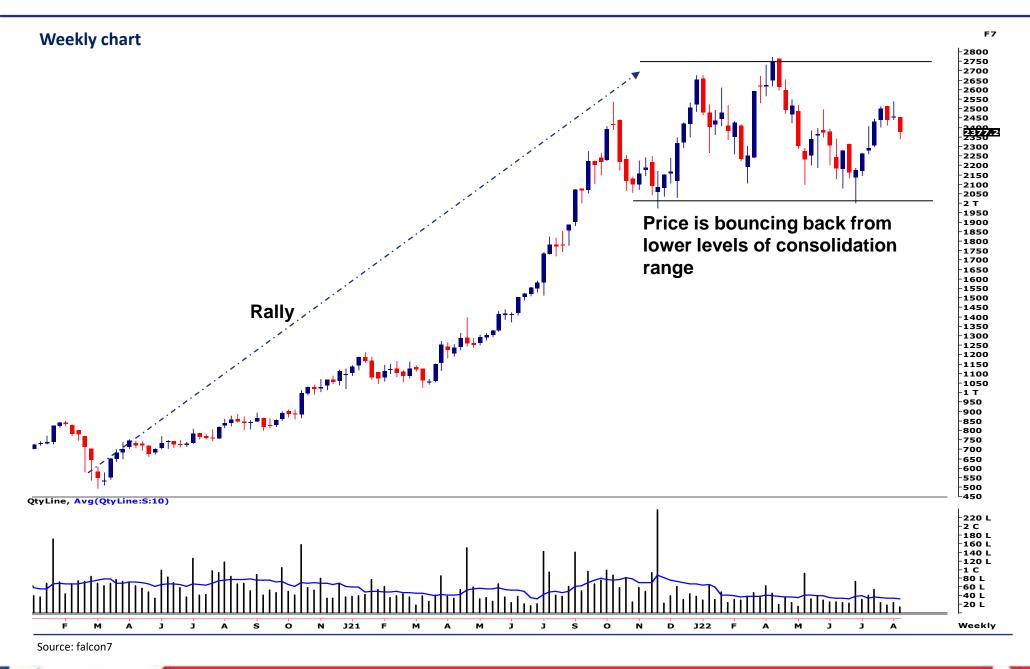
SRF is currently witnessing high tailwinds from its chemicals business which is now 44% to sales and 55% to profitability. SRF's Chemicals Business is likely to remain the key growth driver on the back of new capacity additions and product launches in the fluorospecialty business and higher realisations and improved volumes in the flurochemicals business.

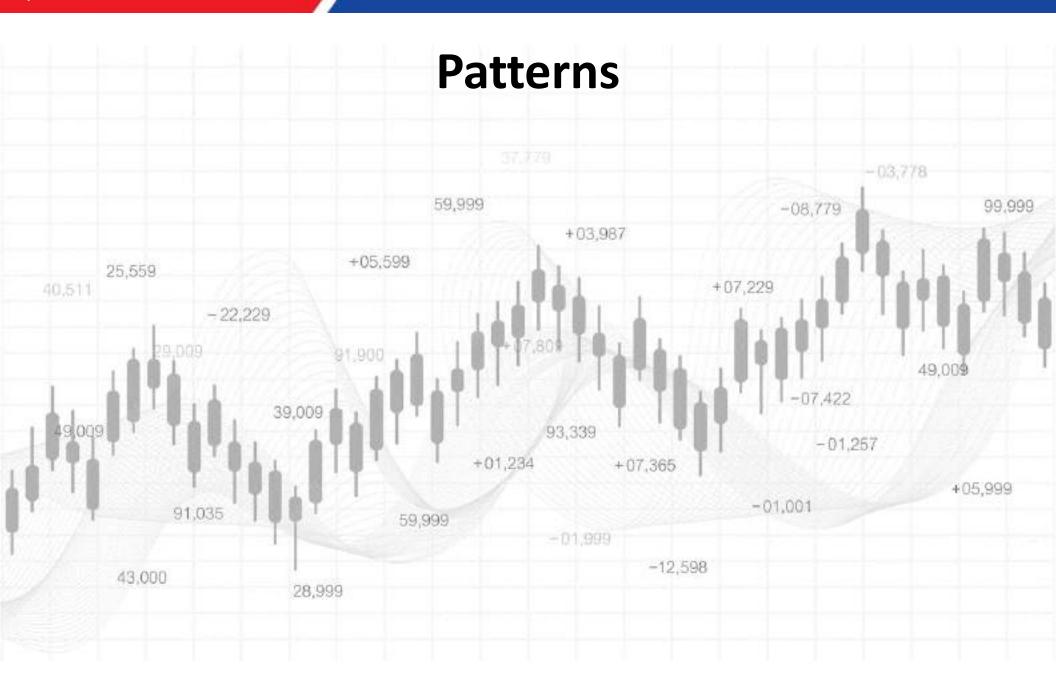
Post Q1FY23 numbers, announced recently the Management has raised its total capex guidance from INR 2,500-2,700 crores to INR 3100 – 3300 crores for FY23 out of which INR 2300-2500 crores will be towards the Chemicals business. On the packaging films business (38% of sales) the company continues to benefit from healthy BOPP demand. Addition of new 60,000 TPA BOPP capacity in Indore in Q2FY23 will further aid in the overall top-line growth. Specialty chemicals to deliver a growth of 25/20% in FY23/FY24E respectively on the back of strong order book, new product launches (launched 1 new agro product in Q1FY23) and ramp up of new capacities (commissioning MPP4 plant in Q1FY23.

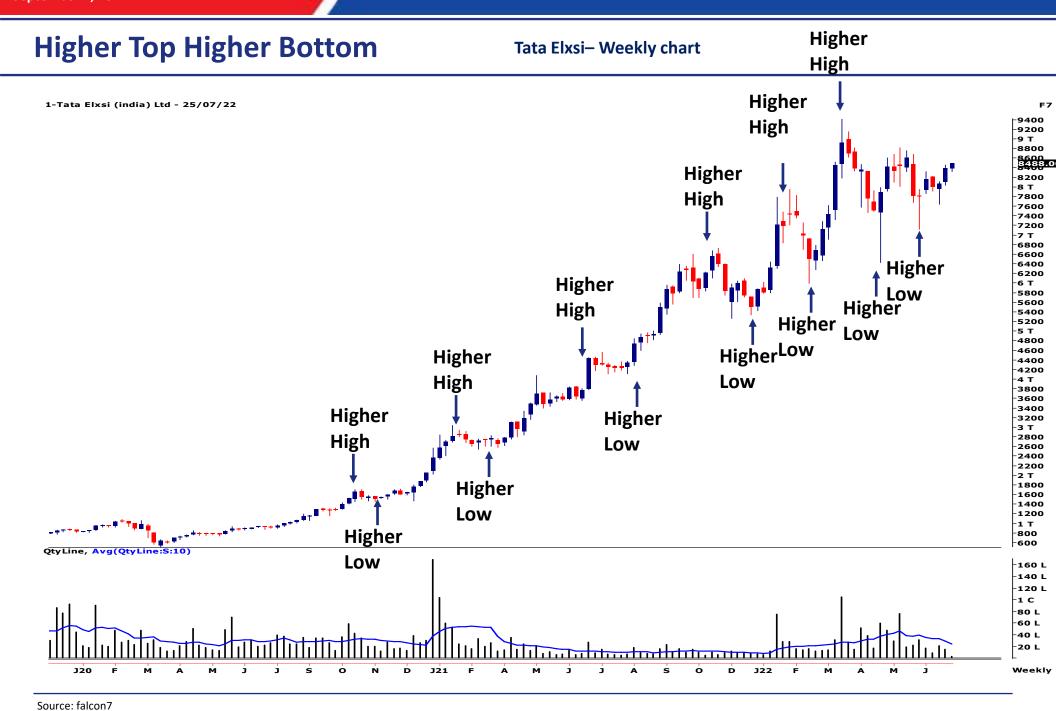
Key Financial Ratios

PARTICULARS	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
EBITDA Margin	17.59%	13.59%	20.43%	22.13%	21.42%	17.69%	19.00%	20.90%	26.05%	25.30%
PAT Margin	6.69%	4.04%	8.78%	9.51%	10.87%	8.38%	8.33%	12.70%	14.26%	15.19%
Net Debt to Equity	0.70	1.00	0.98	0.71	0.67	0.82	0.83	0.76	0.39	0.32
Net Debt to EBIDTA	2.08	3.80	2.83	1.97	2.11	3.01	2.42	2.48	1.24	0.88
Asset Turnover	0.82	0.73	0.77	0.7	0.68	0.66	0.72	0.66	0.65	0.79
Debtors Turnover	7.44	5.81	7.43	8.79	7.21	8.1	6.90	8.09	6.64	6.94

SRF LTD



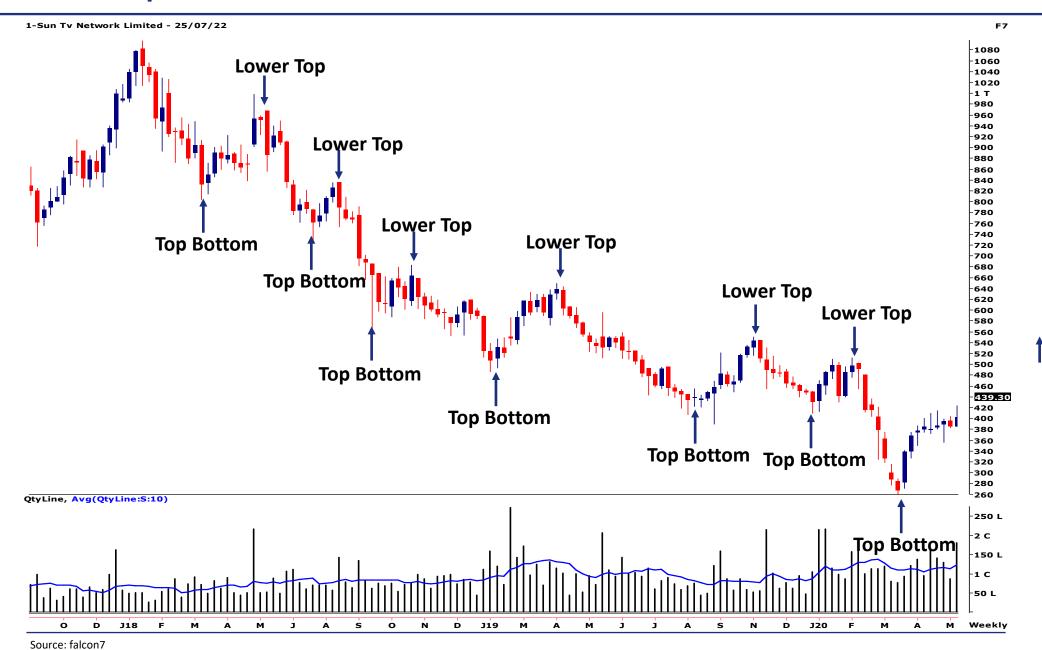




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Lower Top Lower Bottom

Sun TV – Weekly chart



Rounding Bottom

Dabur India – Weekly chart





Cup and Handle





Double Bottom





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Bullish/Inverted Head and Shoulders





Ascending Triangle

Asian Paints - Weekly chart



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Rectangle

Info Edge – Weekly chart



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Bullish Falling Wedge

HDFC Bank – Weekly chart



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Pole & Flag Pattern

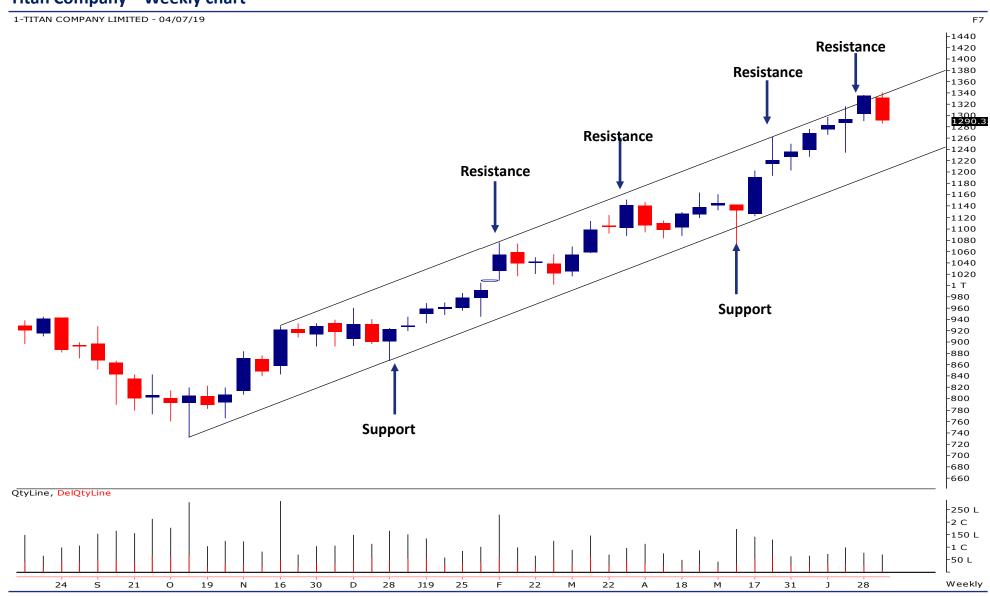
Kalpataru Power – Weekly chart



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Rising Channel

Titan Company – Weekly chart

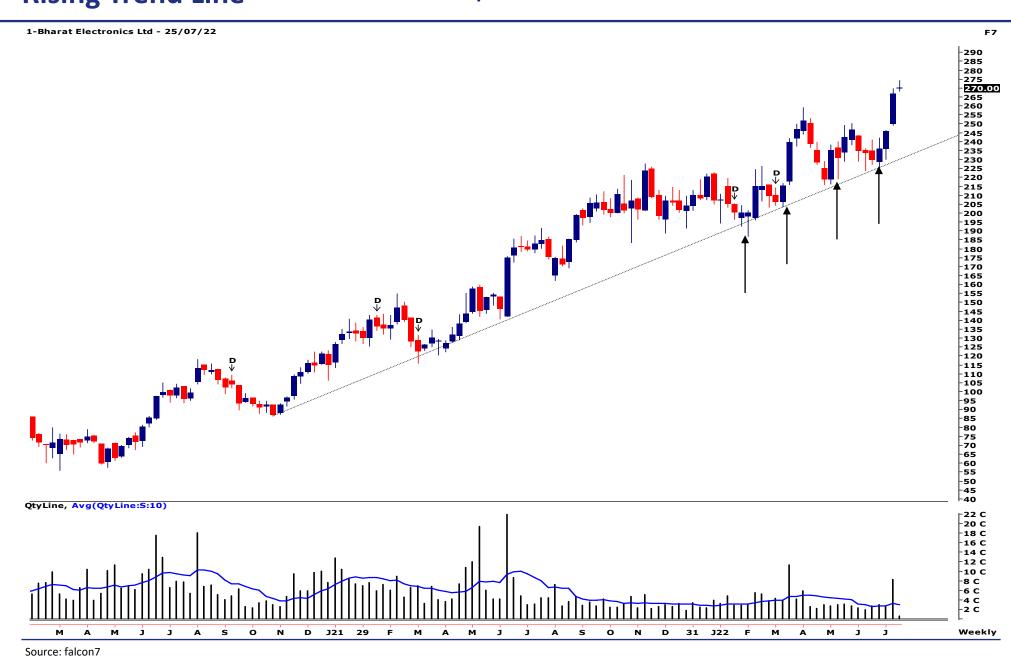


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Trend Lines



BEL- Weekly chart



Falling Trend Line

Hindalco- Weekly chart



Source: falcon7

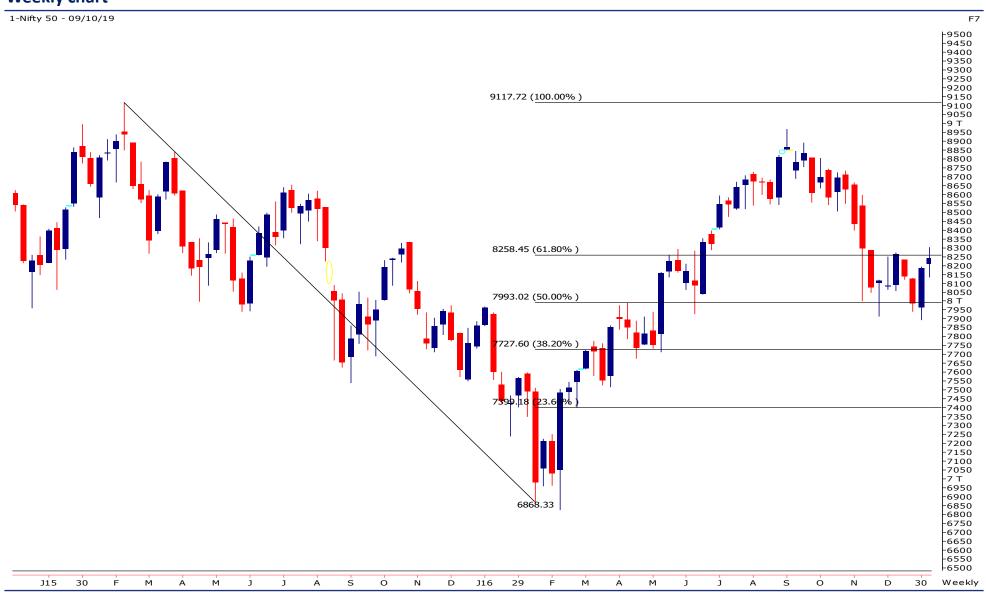
Fibonacci Retracement & Extension

100%

Fibonacci Retracement Levels	Fibonacci Extension Levels	
23.6%	100%	
38.2%	138.2%	
50%	161.8%	
61.8%	261.8%	

Fibonacci Retracement

Weekly chart



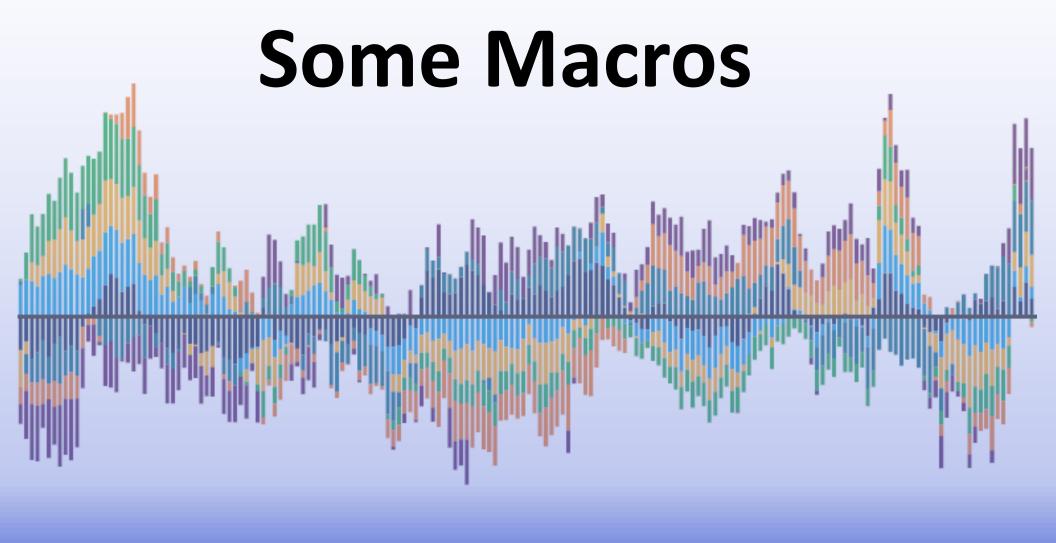
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Source: falcon7

Fibonacci Extension

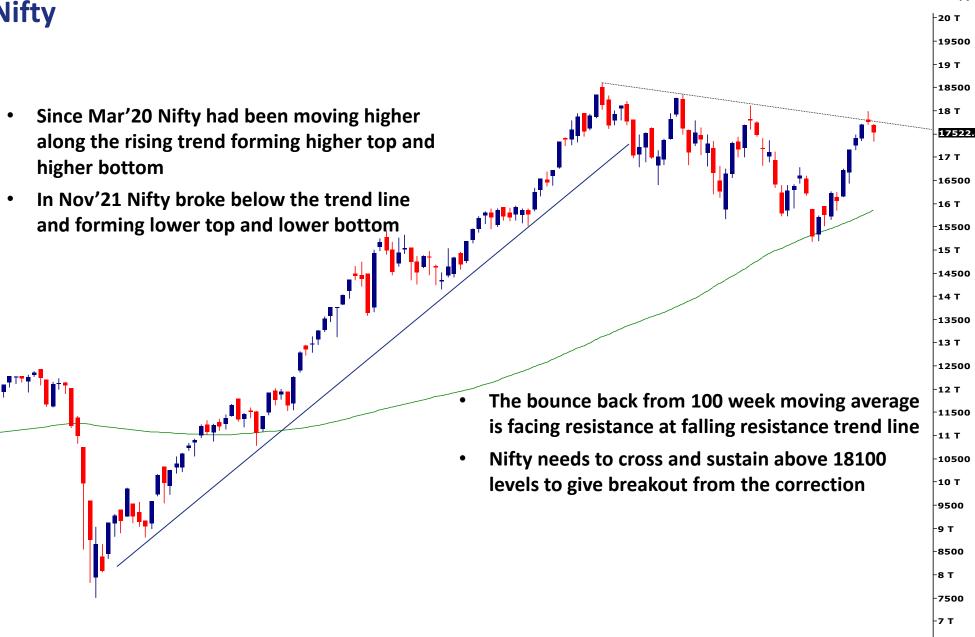








Nifty



6500

Weekly

F7

India VIX

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US Treasury 10-year Yield



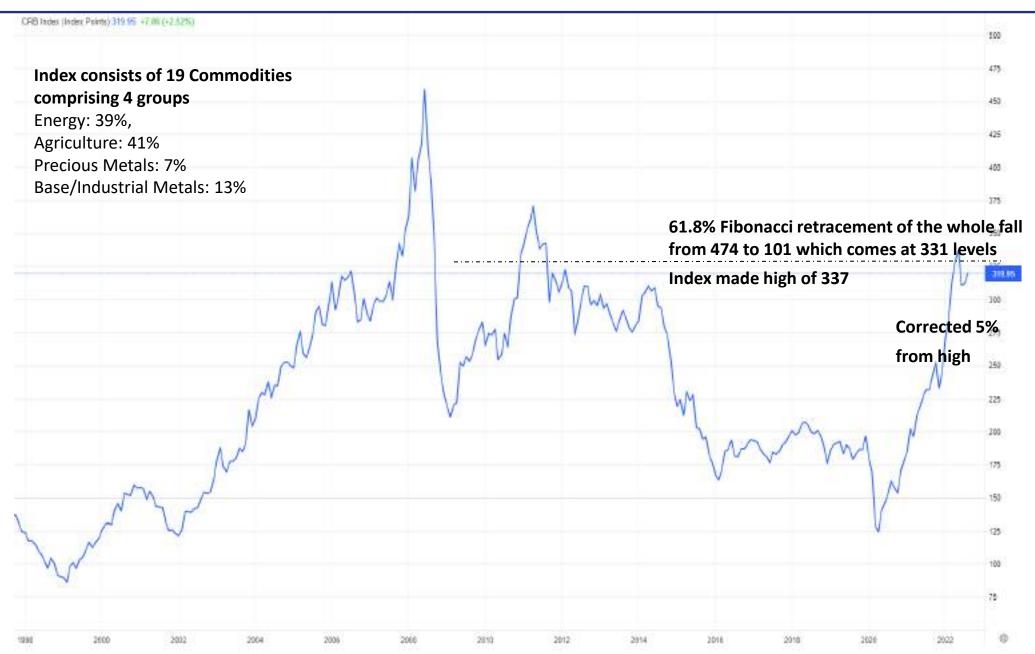
US Dollar Index



Brent Crude Oil



Commodity CRY Index



Copper

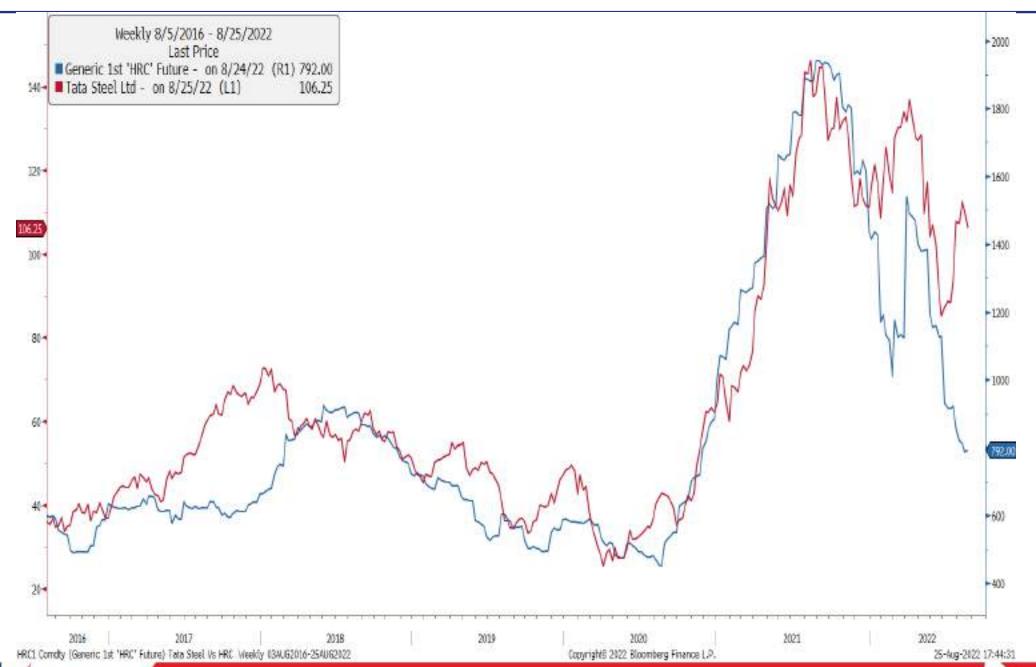


Gold

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Hot-Rolled Coil Steel vs Tata Steel



Dow Jones



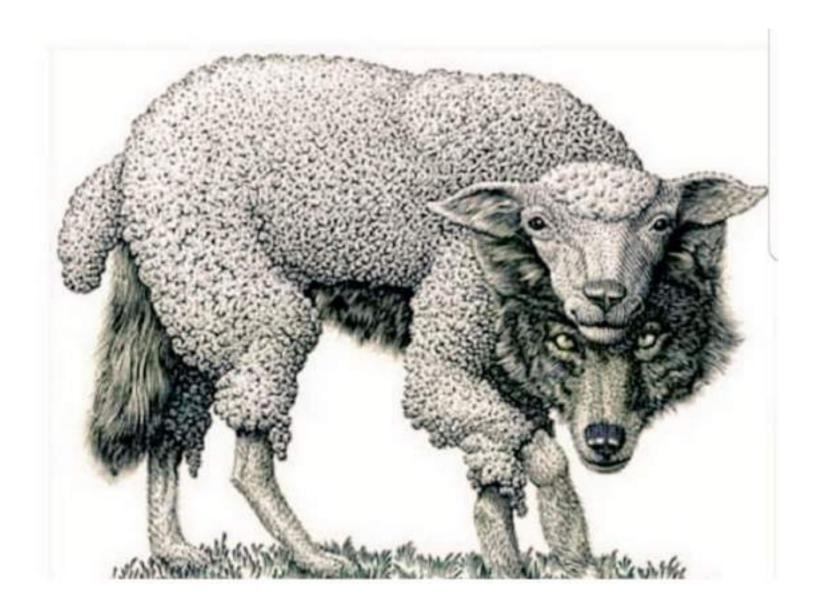




Edelweiss Financial Services



Who am I?

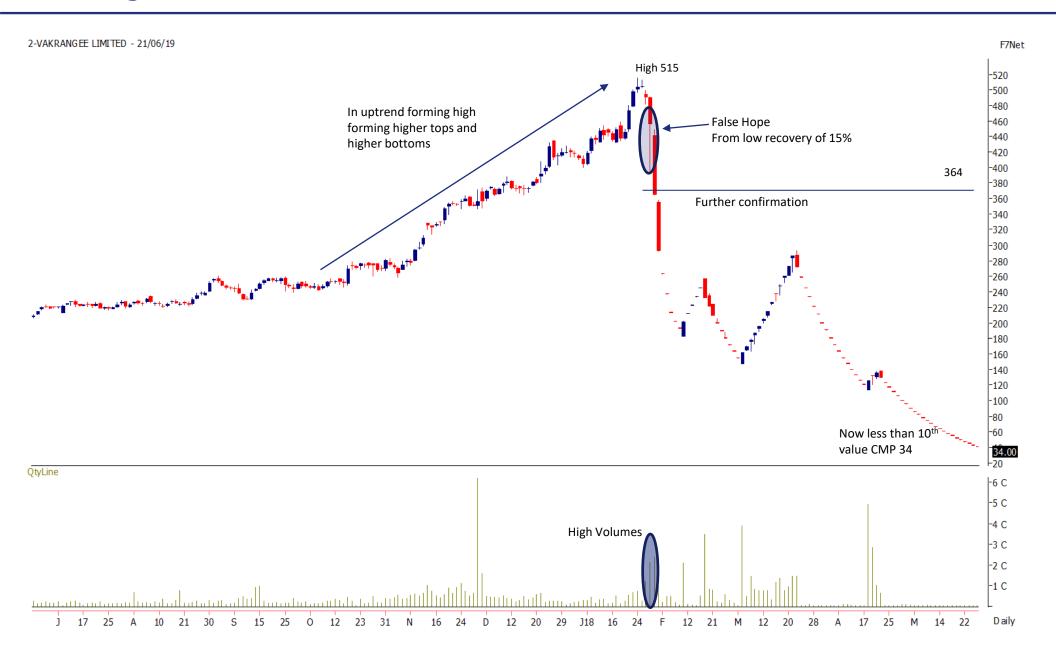


Technical Analysis = Brahmastra

Art of exiting:
Arjun vs Abhimanyu

In Smallcap/high beta/fancy names/new flavours/
top newsmakers you have to be Arjun not Abhimanyu

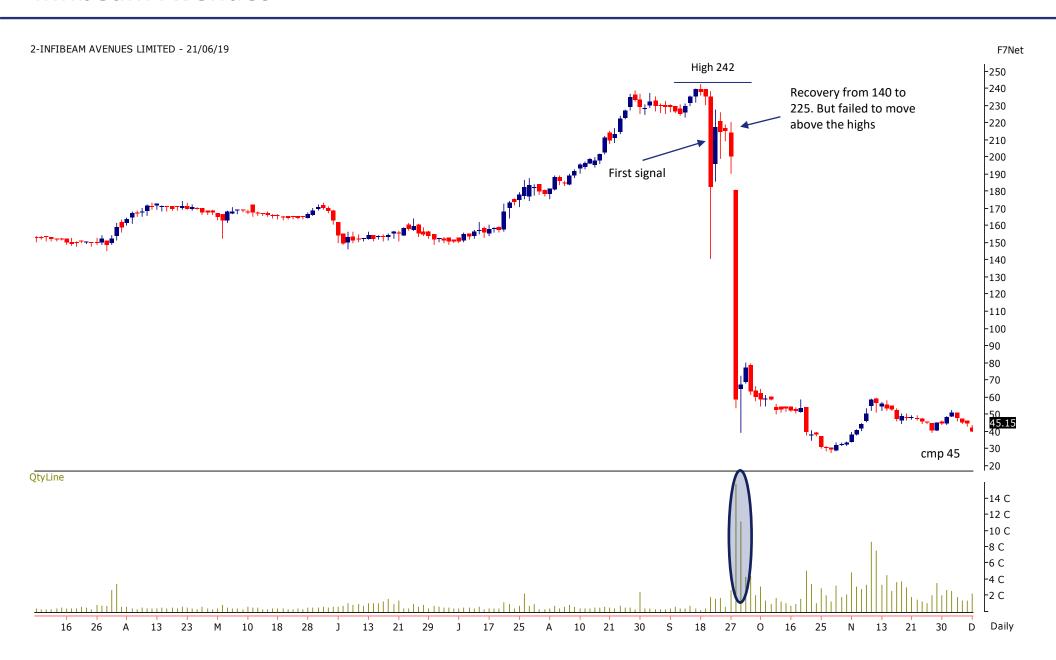
Vakrangee



PC Jeweller



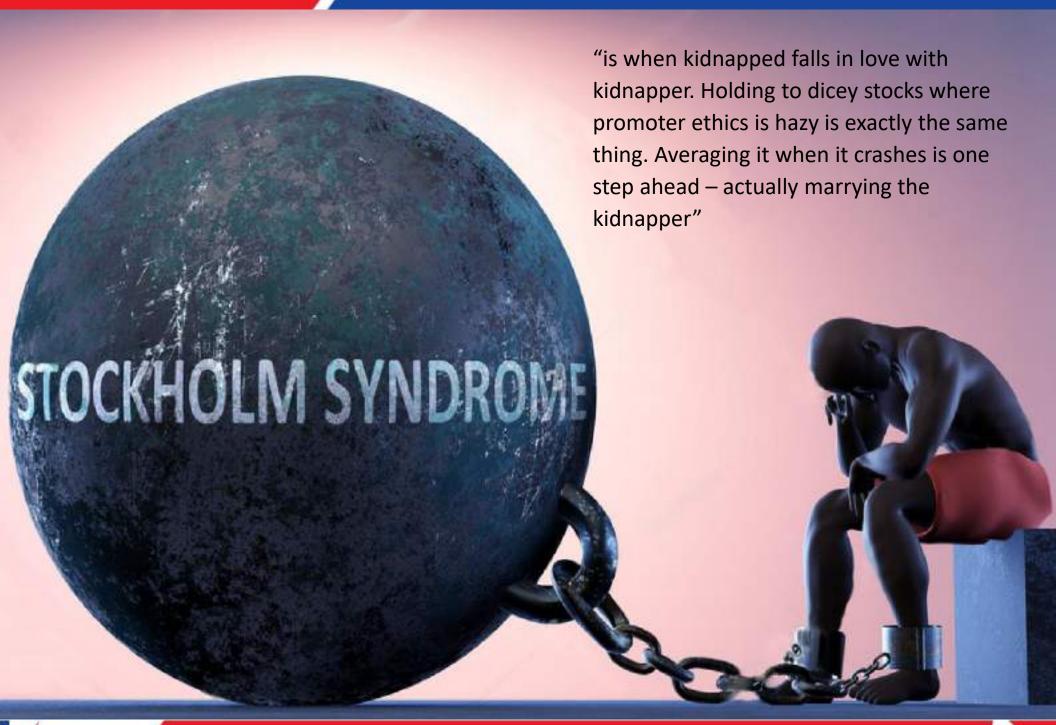
Infibeam Avenues





Indiabulls Housing Finance





DHFL



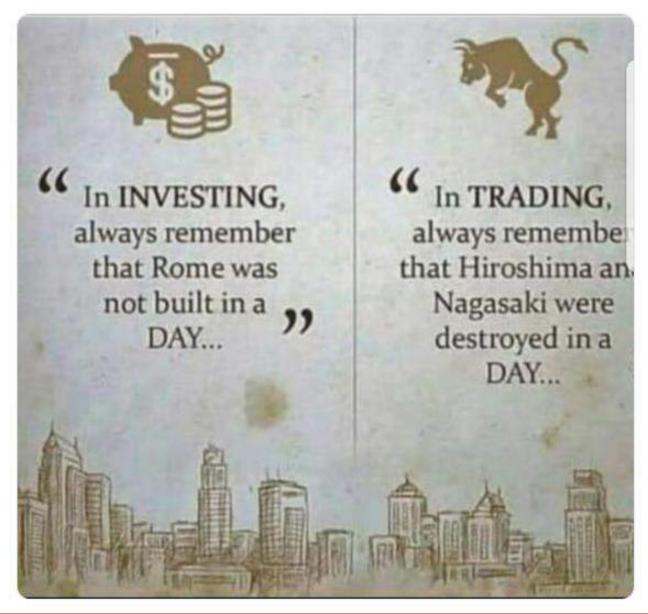


Yes Bank









66



- Advisor
- Herd Mentality
- Understanding risk
- Cryto
- Small cap
- Options



Contact Details

Ashish Chaturmohta
Director and Head of Advisory Research at JM Financial Services Ltd
Qualified Chartered Accountant

Email: <u>Ashish.Chaturmohta@JMFL.com</u>



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Corp. Office: 5th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025. Tel.: (022) 6704 0404. Fax: (022) 6704 3139. Regd. Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025. Tel.: (022) 6630 3030. Fax: (022) 6630 3223.

Definition of ratings

Rating	Meaning
Buy	Total expected returns of more than 15%. Total expected return includes dividend yields.
Hold	Price expected to move in the range of 10% downside to 15% upside from the current market price.
Sell	Price expected to move downwards by more than 10%

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