

## Upbeat performance...

**About the stock:** Polycab is the largest manufacturer of wire & cable in India. The company also entered the fast moving electrical goods (FMEG) space in 2014 and recorded strong segment revenue CAGR of 32% in the last five years.

- Polycab is the market leader in the wire & cable business with organised market share of 22-24%. In the FMEG segment, it is growing through new product launches and dealer addition across India. The company has ~4600 dealers, serving ~2 lakh retail outlets
- Robust b/s with RoE, RoCE of 18%, 22%, respectively, (three-year average)

**Q3FY23 Results:** Cables & wires segment drove Q3FY23 performance.

- Revenues were up ~10% YoY to ~₹ 3715 crore led by ~13% growth in the wires & cable segment. FMEG segment revenue remained flat YoY at ₹ 342 crore due to subdued demand conditions
- Gross margin increased ~309 bps YoY supported by better product mix, judicial price revisions and lower RM costs. As a result, EBITDA margin increased by 284 bps YoY to 13.6%
- PAT grew ~14% YoY to ~₹ 361 crore YoY (up 33.4% QoQ) tracking strong topline growth and EBITDA margin expansion

**What should investors do?** Polycab's share price has grown by ~2.9x over the past three years (from ~₹ 971 in January 2020 to ~₹ 2800 levels in January 2023).

- We maintain our **BUY** rating on the stock

**Target Price and Valuation:** We introduce our FY25E estimates. We roll over our valuation on FY25E and value Polycab at 32x P/E FY25E EPS and revise our target price to ₹ 3380.

**Key triggers for future price performance:**

- Set a target to achieve ₹ 20,000 crore revenues by FY26 (13% CAGR)
- Beneficiary of the government's plans to invest ~ ₹ 111 lakh crore in FY20-25 under its National Infrastructure Pipeline
- Total ~1.7 crore new houses under PMAY, urbanisation and rising aspiration level will give a significant boost to demand for home appliances
- Model revenue, earnings CAGR of 14% & 19.3%, respectively, in FY22-25E

**Alternate Stock Idea:** We also like Havells in our coverage.

- Havells has a strong presence in the organised product category across its segments ranging from cables, switchgears, ACs, etc. Its market share ranges between 6% and 20% across these segments
- BUY with a target price of ₹ 1420



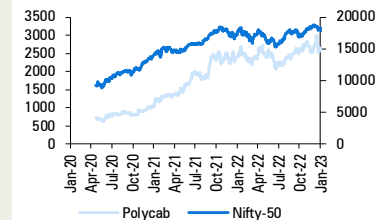
### Particulars

Particular	Amount
Market Cap (₹ Crore)	41,844.0
Total Debt (FY22) (₹ Crore)	83.1
Cash & Inv (FY22) (₹ Crore)	417.5
EV (₹ Crore)	41,509.6
52 week H/L	3025/ 2044
Equity capital (₹ Crore)	149.4
Face value (₹)	10.0

### Shareholding pattern

(in %)	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22
Promoter	68.2	68.1	68.0	68.0	66.6
FII	6.4	5.8	5.7	6.4	8.1
DII	8.7	9.2	9.0	10.4	10.1
Others	16.8	17.0	17.3	15.2	15.2

### Price Chart



### Recent event & key risks

- Key Risk:** (i) FMEG performance being laggard (ii) Significant inventory loss on account of falling commodity prices

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### Key Financial Summary

₹ Crore	FY19	FY20	FY21	FY22	5Year CAGR (FY17-22)	FY23E	FY24E	FY25E	3 Year CAGR (FY22-25E)
Net sales	7956.0	8830.0	8792.2	12203.8	17%	14253.4	16032.4	18179.8	14.2%
EBITDA	923.2	1135.0	1111.1	1265.2	21%	1833.0	2020.1	2336.1	22.7%
EBITDA Margin(%)	11.6	12.9	12.6	10.4		12.9	12.6	12.9	
Net Profit	500.5	765.6	885.9	917.3	30%	1206.6	1346.0	1559.0	19.3%
EPS (₹)	35.4	51.4	59.3	61.4		80.7	90.1	104.3	
P/E(x)	79.0	54.4	47.2	45.6		34.7	31.1	26.8	
RoE (%)	17.6	20.0	17.9	15.6		19.2	18.4	18.2	
RoCE (%)	28.3	26.4	20.6	20.2		25.8	24.3	23.7	

## Key takeaways of recent quarter & conference call highlights

### Q3FY23 Results: Strong performance driven by core business, margins improve

- Polycab reported revenue growth of ~10% YoY to ₹ 3715 crore led by wires & cables segment, which grew 11.4% YoY to ₹ 3342 crore. However, the FMEG segment performance remained tepid. The FMEG segment revenue remained flat YoY at ₹ 342 crore. On a three year CAGR basis, consolidated revenue increased ~14% mainly driven by the wires & cables segment
- Wire & cable revenues at ₹ 3342 crore were up ~11.4% YoY reporting three year CAGR of ~15.5%. For Q3FY23, segment volume growth was ~18% YoY driven by both B2C and B2B segments. Revenue growth was also driven by a boost in exports
- The FMEG revenue (10% of overall revenue) was flat YoY at ₹ 342 crore mainly due to subdued demand and realignment of distribution network. Transition to BEE norms impacted the take-off of fans in Q3FY23. However, it is expected to improve from Q4FY23. However, on a three year CAGR basis, revenues grew 16% supported by dealer additions and launch of new products
- The EPC business (~3% of overall revenue) grew ~27% YoY to ₹ 126 crore led by a pick-up in infrastructure activities
- EBITDA margin increased 284 bps YoY (73 bps QoQ) to 13.6% supported by higher gross margin (up 309 bps YoY). Segment wise EBIT margin of wire & cable came in at 13.8% in Q3 (up 210 bps YoY). FMEG segment reported an EBIT loss of ₹ 2.5 crore, mainly due to inferior product mix and realignment in distribution strategy
- PAT was up ~14% YoY to ₹ 361 crore tracking higher sales growth and EBITDA margin expansion in Q3

### Q3FY23 Earnings Conference Call highlights

#### Demand Outlook

- Polycab is seeing strong demand for cables and wires on both B2B and B2C fronts. Domestic volume growth of cables & wires was ~18% YoY
- Demand for wires has increased as a result of high demand from the real estate sector. Demand for cables is led by higher government capex
- Revenue contribution from cables and wires in past quarters was in the proportion of 70:30, which has now become 60:40
- The management expects revenue contribution from B2B and B2C to be in the proportion of 50:50 by FY26
- On the exports front, the company was undertaking project-based business and has gradually moved to distribution business. During 9MFY23, exports grew 32% YoY on the back of strong demand from sectors such as renewables, oil & gas and infrastructure
- In Q3FY23, exports contributed ~6% to overall revenue. The company has a strong order book for exports and the management expects exports to contribute ~8-10% to the overall revenue in FY23
- On the FMEG front, dealers have started stocking up fans as a result of transition to BEE norms from January 1, 2023
- The company's facility in Roorkee for fans is fully utilised. The capacity of switchgears will be expanded by ~1.5x in FY24

#### Margins

- The company has increased its advertising and promotion (A&P) expenses by 4x on a YoY basis due to increased TV advertisements
- Gross margin and EBITDA margin expansion in Q3FY23 was led by change in product mix and judicious price revisions
- According to the management, the sustainable EBITDA margin in the cables & wires segment will be in the range of 11-13%

### Polycab - ESG Disclosure Score\*

Score	FY20	FY21	FY22
Environmental	1.9	2.8	22.2
Social	16.4	30.0	33.2
Governance	78.6	78.6	78.6
<b>Overall ESG Score</b>	<b>32.4</b>	<b>37.2</b>	<b>44.7</b>

Source: Bloomberg, ICICI Direct Research, \*Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures

- Polycab's FMEG business' profitability is under pressure due to higher A&P spends. The management expects recovery in FMEG business margins from FY24 onwards and aims to achieve 10% margin by FY26
- Two-third of Polycab's FMEG portfolio comprises fans & lights and one-third of the portfolio comprises other products. The company intends to change this product mix and have higher proportion of switches and switchgear as it a more profitable business in the FMEG basket. For the improvement in product mix, the company has invested in facilities in Daman for switches and augmenting its facility in Nashik for switchgears
- The company will be taking price hikes in fans from Q4FY23 as a result of transition to BEE norms

### Capex

- The company will be incurring a capex of ~₹ 700 crore in CY23, which will be funded through internal accruals. Three-fourth of this amount will be spent towards wires and cables while one-fourth will be used for the FMEG business
- Polycab will be entering the extra high voltage (EHV) cables space to cater to the growing demand for power across Tier 1 and 2 cities. The asset turnover of EHV is similar to the company's current portfolio of cables & wires
- The company will be setting up a facility in Halol, Gujarat for EHV cables. Production at the facility is expected to begin from 2025
- Polycab has tied up with a Switzerland based company, Brugg Cables for technology procurement for EHV cables
- As per the management, the EHV space has a revenue potential of ~₹ 4000-5000 crore by FY26

Exhibit 1: Peer comparison

Company	Mcap ₹ cr	Revenue				EBITDA margin				PAT				RoCE				RoE				PE			
		FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E
Havells	74,467	10428	13889	16898	18735	15	13	10	13	1040	1195	1141	1637	25	24	24	30	20	20	20	25	71	62	65	45
Crompton Greaves	20,308	4804	5394	7269	8232	15	14	13	13	617	578	559	697	34	16	17	20	32	24	22	23	33	35	36	29
Bajaj Electrical	13,070	4585	4813	5259	6381	7	5	8	8	189	124	270	381	15	14	22	25	11	8	16	19	69	105	48	34
Polycab	41,844	8792	12204	14253	16032	13	10	13	13	886	917	1207	1346	21	20	26	24	18	16	19	18	47	46	35	31
Symphony	6,807	900	1039	1283	1559	15	15	18	20	107	121	183	243	15	16	24	29	15	14	24	27	64	56	37	28
V guard	10,836	2721	3498	4187	5009	11	10	9	11	202	228	232	339	24	21	24	25	17	16	18	23	54	47	47	32
Voltas	25,467	7556	7934	9527	11080	8	9	7	9	529	506	533	770	15	14	16	20	11	9	11	14	48	50	48	33

Source: BSE, ICICI Direct Research

We believe Polycab's Q3FY23 print was strong led by good volume growth of ~18% YoY in the wire & cable segment. On a three year CAGR basis, revenue grew at a CAGR of ~14% led by wire & cable segment with revenue CAGR of 15%. The company has guided to enter into extra high voltage (EHV) segment to cater growing demand for power across Tier 1 and 2 cities. The EHV industry is growing at a CAGR of 12-13% and will be ~₹ 5000 crore industry by the end of FY26E led by increased government and power capex on power infrastructure. Going forward, the company has maintained its FY26E revenue guidance of ₹ 20,000 crore (implied revenue CAGR of 13% FY22-26E) despite a sharp correction in copper prices from their peak. The company believes lower realisations in wires & cables due to fall in copper prices will be offset by strong volume growth.

On the margin front, the EBITDA margin at 13.6% in Q3FY23 was higher than the management's margin guidance range of 11-13%. We model ~248 bps EBITDA margin expansion over FY22-25E supported by launch of new products and focus on curtailing losses in the FMEG segment. The company aims to increase FMEG segment EBIT margin from ~2% to 12% over FY22-26E led by launch of premium products and improved operating leverage. The company has recruited senior personnel from the industry to drive its FMEG business. Polycab has a robust balance sheet with RoE and RoCE of 16% & 20%, respectively, and net cash balance of ~₹ 1873 crore (as on December 2022). We introduce our FY25E estimates with revenue, PAT CAGR of 14% and 19%, respectively, over FY22-25E. We like Polycab for its dominant position in the wire & cable industry (value market share of 15%-16%), strong retail brand and robust balance sheet condition. We roll over our valuation on FY25E valuing Polycab at 32x P/E FY25E EPS and maintain our BUY rating on the stock with a revised target price of ₹ 3380/share.

Exhibit 2: Variance Analysis

	Q3FY23	Q3FY22	YoY (%)	Q2FY23	QoQ (%)	Comments
Revenue	3715.2	3372.0	10.2	3332.4	11.5	Strong domestic demand for wires & cables helped drive overall revenue growth in Q3
Other Income	39.7	21.6	83.3	-2.2	-1891	Higher other income is attributable to monetisation of fixed assets and investment income
Raw Material Exp	2760.3	2609.5	5.8	2462.5	12.1	Change in product mix, softening raw material prices and judicious price revisions drove gross margin up by 309 bps YoY
Employee cost	113.2	102.5	10.4	114.8	-1.4	
Advertisement Exp	63.6	43.6	45.9	16.8	279.0	
Freight and forwarding Exp	81.9	85.9	-4.7	89.4	-8.4	
Other Expenditure	192.3	168.8	13.9	221.3	-13.1	
Total Expenditure	3211.3	3010.3	6.7	2904.7	10.6	
EBITDA	503.8	361.7	39.3	427.6	17.8	
EBITDA Margin (%)	13.6	10.7	284 bps	12.8	73 bps	EBITDA margin expansion led by improvement in gross margin and savings in freight & forwarding expenses
Depreciation	52.5	51.1	2.6	52.3	0.4	
Interest	9.3	7.8	18.5	13.9	-33.4	
PBT	481.8	324.4	48.5	359.3	34.1	
Total Tax	120.2	76.3	57.5	88.0	36.6	
(Profit)/loss from discon. Op	(0.8)	0.3		(0.8)		
PAT	360.8	316.2	14.1	270.5	33.4	Higher topline growth and expansion in EBITDA margins drove PAT up by 14.1% YoY
<b>Key Metrics*</b>						
Wires & Cables	3,341.8	2,998.8	11.4	2,951.7	13.2	Domestic wires & caables segment revenue growth driven by strong volume growth of ~18%. Volume growth led by strong domestic demand as well as revival in exports
FMEG	342.0	340.4	0.5	305.4	12.0	Subdued demand and re-alignment of distribution strategy hit segment revenue growth in Q3
Others	126.0	98.9	27.4	105.1	19.9	Pick-up in infra activities helped drive segment revenue

Source: Company, ICICI Direct Research \*including inter-segment revenue

Exhibit 3: Change in estimates

(₹ crore)	FY23E			FY24E			FY25E		Comments
	Old	New	% Chg	Old	New	% Chg	ntroduced		
Revenue	14,054.0	14,253.4	1.4	15,758.0	16,032.4	1.7	18,179.8	We revise our revenue estimates upward for FY23E-24E factoring in current quarter performance. We introduce FY25E with overall revenue CAGR of 14% over FY22-25E supported by strong demand for wire & cable segment supported on higher government/private capex	
EBITDA	1,742.0	1833.0	5.2	1,952.0	2,020.1	3.5	2,336.1		
EBITDA Margin (%)	12.4	12.9	46bps	12.4	12.6	20bps	12.9	We revise our EBITDA margin estimate upward considering softening raw material prices and turnaournd in FMEG business	
PAT	1141.0	1206.6	5.7	1,297.8	1,346.0	3.7	1,559.0		
EPS (₹)	76.4	80.7	5.7	86.8	90.1	3.8	104.3		

Source: ICICI Direct Research

Exhibit 4: Assumptions

	Current (%)					FY25E	Previous		Comments	
	FY19	FY20	FY21	FY22	FY23E	FY24 E	introduce d	FY23 E		FY24 E
Wire & Cable	14.0	8.6	0.0	42.2	18.0	12.1	12.6	16.6	12.1	We model segment revenue CAGR 14% led by volume growth over FY22-25E. We believe revival in government expenditure, dealer expansion in new geographies would help drive demand for wires & cable business
FMEG	34.6	30.7	23.8	21.3	5.0	18.0	22.0	4.0	14.0	Low base coupled with new product launches and addition of new dealers would help drive growth in the FMEG segment. We model revenue CAGR of 15% over FY22-25E
Others	92.5	29.8	(49.7)	23.5	25.0	8.0	10.0	14.0	8.0	Pick-up in infra activities would help recovery in EPC business

Source: ICICI Direct Research

## Financial Summary

Exhibit 5: Profit and loss statement				
	₹ crore			
(Year-end March)	FY22	FY23E	FY24E	FY25E
<b>Revenue</b>	<b>12,203.8</b>	<b>14,253.4</b>	<b>16,032.4</b>	<b>18,179.8</b>
Growth (%)	38.2	16.8	12.5	13.4
Raw material expense	8,711.5	9,806.3	10,821.9	12,180.5
Employee expenses	406.6	461.8	513.0	545.4
Advertisement & Promoc	82.3	176.7	192.4	209.1
Marketing expenses	274.0	332.1	352.7	400.0
Other expenses	710.0	873.7	994.0	1,163.5
Total Operating Exp	10,938.6	12,420.4	14,012.3	15,843.7
<b>EBITDA</b>	<b>1,265.2</b>	<b>1,833.0</b>	<b>2,020.1</b>	<b>2,336.1</b>
Growth (%)	11.5	44.9	10.2	15.6
Depreciation	201.5	212.4	245.3	300.0
Interest	35.2	53.1	34.5	25.2
Other Income	89.9	57.0	64.1	72.7
PBT	1,118.4	1,624.5	1,804.4	2,083.6
Total Tax	270.6	414.3	454.7	520.9
<b>PAT</b>	<b>917.3</b>	<b>1,206.6</b>	<b>1,346.0</b>	<b>1,559.0</b>

Source: Company, ICICI Direct Research

Exhibit 6: Cash flow statement				
	₹ crore			
(Year-end March)	FY22	FY23E	FY24E	FY25E
Profit after Tax	917.3	1206.6	1346.0	1559.0
Add: Depreciation	201.5	212.4	245.3	300.0
(Inc)/dec in Current Assets	-303.3	-1580.2	-922.3	-1276.1
Inc/(dec) in CL and Provisions	-207.1	836.5	315.0	380.3
Others	35.2	53.1	34.5	25.2
<b>CF from operating activities</b>	<b>643.5</b>	<b>728.4</b>	<b>1018.5</b>	<b>988.4</b>
(Inc)/dec in Investments	-140.9	-20.0	-20.0	-20.0
(Inc)/dec in Fixed Assets	-270.7	-350.0	-350.0	-500.0
Others	-17.5	5.0	5.0	5.0
<b>CF from investing activities</b>	<b>-429.1</b>	<b>-365.0</b>	<b>-365.0</b>	<b>-515.0</b>
Issue/(Buy back) of Equity	0.3	0.0	0.0	0.0
Inc/(dec) in loan funds	-165.6	50.0	10.0	50.0
Dividend paid & dividend tax	-209.2	-298.9	-298.9	-328.8
Others	46.2	-235.8	-34.5	-25.2
<b>CF from financing activities</b>	<b>-328.2</b>	<b>-484.7</b>	<b>-323.4</b>	<b>-304.0</b>
Net Cash flow	-113.8	-121.3	330.1	169.4
Opening Cash	531.3	417.5	296.2	626.3
Closing Cash	417.5	296.2	626.3	795.7

Source: Company, ICICI Direct Research

Exhibit 7: Balance Sheet				
	₹ crore			
(Year-end March)	FY22	FY23E	FY24E	FY25E
<b>Liabilities</b>				
Equity Capital	149.4	149.4	149.4	149.4
Reserve and Surplus	5,394.3	6,119.3	7,166.3	8,396.6
Total Shareholders funds	5,543.7	6,268.7	7,315.8	8,546.0
Total Debt	83.1	133.1	143.1	193.1
Other non current liabilities	97.4	102.4	107.4	112.4
<b>Total Liabilities</b>	<b>5,724.3</b>	<b>6,504.3</b>	<b>7,566.4</b>	<b>8,851.6</b>
<b>Assets</b>				
Gross Block	2,985.4	3,335.4	3,685.4	4,185.4
Less: Acc Depreciation	1,048.9	1,261.3	1,506.6	1,806.5
Total Fixed Assets	2,035.5	2,173.2	2,277.9	2,477.9
Investments	764.1	784.1	804.1	824.1
Inventory	2,199.6	2,928.8	3,294.3	3,885.0
Debtors	1,376.3	2,147.8	2,635.5	3,237.5
Loans and Advances	12.7	14.8	16.7	18.9
Other CA	461.2	538.7	606.0	687.1
Cash	417.5	296.2	626.3	795.7
Total Current Assets	4,467.4	5,926.3	7,178.7	8,624.2
Creditors	1,217.5	1,952.5	2,196.2	2,490.4
Provisions	51.8	83.1	93.5	106.0
Other CL	418.3	488.5	549.5	623.1
Total Current Liabilities	1,687.6	2,524.1	2,839.2	3,219.4
Net current assets	2,779.8	3,402.2	4,339.6	5,404.8
Other non current assets	144.9	144.9	144.9	144.9
<b>Total Assets</b>	<b>5,724.3</b>	<b>6,504.3</b>	<b>7,566.4</b>	<b>8,851.6</b>

Source: Company, ICICI Direct Research

Exhibit 8: Key ratios				
(Year-end March)	FY22	FY23E	FY24E	FY25E
<b>Per share data (₹)</b>				
EPS	61.4	80.7	90.1	104.3
Cash EPS	74.9	94.9	106.5	124.4
BV	371.0	419.5	489.5	571.9
DPS	14.0	20.0	20.0	22.0
<b>Operating Ratios (%)</b>				
EBITDA Margin	10.4	12.9	12.6	12.9
PAT Margin	7.1	8.5	8.4	8.6
Asset Turnover	4.1	4.3	4.4	4.3
Inventory Days	65.8	75.0	75.0	78.0
Debtor Days	41.2	55.0	60.0	65.0
Creditor Days	36.4	50.0	50.0	50.0
<b>Return Ratios (%)</b>				
RoE	15.6	19.2	18.4	18.2
RoCE	20.2	25.8	24.3	23.8
RoIC	22.5	28.5	27.5	26.7
<b>Valuation Ratios (x)</b>				
P/E	45.0	34.2	30.7	26.5
EV / EBITDA	31.7	22.0	19.8	17.1
EV / Net Sales	3.3	2.8	2.5	2.2
Market Cap / Sales	3.4	2.9	2.6	2.3
Price to Book Value	7.4	6.6	5.6	4.8
<b>Solvency Ratios</b>				
Debt / Equity	0.0	0.0	0.0	0.0
Current Ratio	3.2	2.8	2.9	3.0
Quick Ratio	1.5	1.3	1.4	1.5

Source: Company, ICICI Direct Research

Exhibit 9: ICICI Direct Consumer Discretionary universe

Sector / Company	CMP (₹)	TP(₹)	Rating	M Cap		EPS (₹)				P/E (x)				EV/EBITDA (x)				RoCE (%)				RoE (%)			
				(₹ Cr)	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	FY21	FY22	FY23E	FY24E	
Asian Paints (ASIPAI)	2,789	3,180	Hold	2,67,465	33.4	32.2	41.3	49.5	83.4	86.7	67.5	56.3	54.2	55.1	45.1	37.6	29.6	27.1	32.6	33.7	25.0	23.0	27.5	27.7	
Berger Paints (BERPAI)	561	670	Hold	54,490	7.4	8.6	10.2	12.1	75.7	65.4	54.9	46.4	45.6	41.1	34.6	29.8	24.9	23.3	28.7	30.8	21.3	21.2	25.8	27.2	
Kansai Nerolac (KANNER)	415	515	Hold	22,365	9.8	6.9	10.4	13.1	42.2	59.7	40.0	31.8	26.5	34.4	24.5	19.6	17.2	12.1	17.3	20.0	13.2	9.2	13.4	15.2	
Pidilite Industries (PIDIND)	2,400	2,965	Hold	1,21,872	22.2	23.8	30.9	43.2	108.2	101.0	77.7	55.5	72.2	65.8	51.9	38.0	23.3	21.7	25.6	31.0	19.6	18.4	21.4	25.5	
Sheela Foam (SHEFOA)	1,248	1,659	Buy	12,175	24.4	22.3	25.4	32.9	51.2	56.0	49.1	37.9	33.7	39.3	33.9	25.9	24.3	18.0	19.8	23.5	20.1	15.6	16.2	18.8	
Bajaj Electricals (BAJELE)	1,138	1,275	Hold	13,070	16.5	10.8	23.5	33.1	69.0	105.1	48.4	34.3	43.9	51.9	31.7	23.8	15.1	13.5	22.4	25.3	10.7	7.8	15.8	18.7	
Crompton Greaves(CROGR)	324	415	Hold	20,308	9.8	9.2	8.9	11.1	32.9	35.1	36.3	29.2	26.7	26.5	23.5	19.5	34.4	16.2	16.6	20.5	31.9	24.0	21.7	23.4	
Havells India (HAVIND)	1,189	1,420	Buy	74,467	16.7	19.1	18.2	26.1	71.4	62.3	65.3	45.5	46.8	41.2	43.4	30.9	24.9	23.7	23.6	30.2	20.1	20.0	19.9	25.3	
Polycab India (POLI)	2,800	3,380	Buy	41,844	59.3	61.4	80.7	90.1	47.2	45.6	34.7	31.1	36.8	32.2	22.3	20.1	20.6	20.2	25.8	24.3	17.9	15.6	19.2	18.4	
Symphony (SYMLIM)	973	1,215	Hold	6,807	15.3	17.3	26.1	34.8	63.6	56.3	37.2	28.0	47.7	41.2	28.7	21.6	15.2	15.9	24.5	29.0	14.9	14.4	23.6	27.4	
V-Guard Ind (VGUARD)	253	310	Buy	10,836	4.7	5.3	5.4	7.9	53.7	47.4	47.2	32.2	33.9	31.9	30.4	19.7	23.9	21.2	23.7	25.4	16.7	16.2	17.8	22.9	
Voltas Ltd (VOLTAS)	770	1,005	Hold	25,467	16.0	15.3	16.1	23.3	48.2	50.3	47.8	33.1	39.0	36.4	35.4	25.2	15.0	14.0	16.5	20.3	10.6	9.2	10.9	14.2	
Amber Enterprises (AMBEN)	1,958	2,395	Hold	6,597	24.7	33.0	45.7	73.7	79.2	59.3	42.8	26.6	29.7	25.2	19.9	14.7	7.7	6.8	10.2	13.2	5.2	6.4	8.7	12.3	
Dixon Technologies (DIXTEC)	3,488	4,730	Buy	20,701	27.3	32.1	57.9	85.4	127.9	108.8	60.2	40.9	72.2	55.0	33.9	24.8	23.5	17.7	27.8	31.5	21.7	19.1	31.8	34.2	
Supreme Indus (SUPIND)	2,347	2,600	Buy	29,813	77.0	76.2	61.7	77.6	30.5	30.8	38.0	30.2	22.6	23.6	26.1	20.6	33.1	25.9	22.4	26.6	30.9	25.2	20.1	23.1	
Astral Ltd (ASTPOL)	2,008	2,275	Buy	40,337	20.3	24.4	22.1	32.7	98.8	82.3	90.8	61.4	61.9	52.7	52.0	39.6	27.5	26.6	23.3	27.7	21.5	21.0	17.3	22.0	
EPL (ESSPRO)	161	175	Hold	5,088	7.7	7.0	8.6	10.6	20.8	23.0	18.7	15.2	8.7	9.6	8.0	6.8	16.2	12.6	15.9	18.5	14.8	12.1	14.7	17.1	
Time Techno (TIMTEC)	87	125	BUY	1,967	4.8	8.5	9.8	13.2	18.2	10.2	8.8	6.6	6.6	5.3	4.7	3.9	8.7	11.3	12.5	14.7	5.7	9.3	10.4	12.6	
Moldtek Packaging (MOLPLA)	1,000	1,045	Hold	3,326	17.2	20.4	26.7	34.4	58.2	49.1	37.5	29.1	36.2	27.9	22.3	17.6	20.1	18.6	27.6	27.9	18.7	13.9	24.3	24.3	

Source: Bloomberg, ICICI Direct Research



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Reduce: -15% to -5%;

Sell: <-15%



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