

24th ANNUAL WEALTH CREATION STUDY (2014-2019)

Management Integrity

Understanding Sharp Practices

HIGHLIGHTS

- In equity investing, management is 90%, industry 9% and 1% everything else. Hence, getting Management Integrity right is the critical first step.
- There's only one way of writing honest accounts, and infinite ways of manipulating them.
- Most Sharp Practices are to inflate profits and stuff the "financial trash" in the Balance Sheet (Credit P&L, Debit Balance Sheet).
- Profit & Loss statement is easier to manipulate; hence, managements must be statutorily asked to present a simplified Free Cash Flow statement.
- Auditors must be made more accountable to minority shareholders to avoid Sharp Practices by the management.
- As an investor, have a forensic mindset to get management's explanation for all the perceived Sharp Practices.
- Finally, interact with various stakeholders – customers, employees, suppliers, competitors, etc – till you arrive at a moment of Management Integrity.

"The best defence against fraudsters is to run away from them as fast as possible at the first hint of sharp practice. With more than 50,000 different stocks available to investors in this country, it is not only unnecessary but downright stupid to buy into a company run by men of doubtful integrity." (Thomas Phelps, in his book, *100 to 1 in the stock market*)

TOP 10 WEALTH CREATORS (2014-2019)

Rank	THE BIGGEST		THE FASTEST		THE MOST CONSISTENT		
	Company	Wealth Created (INR bn)	Company	5-year Price CAGR (%)	Company	Appeared in WC Study (x)	10-Year Price CAGR (%)
1	Reliance Industries	5,636	Indiabulls Ventures	78	IndusInd Bank	10	49
2	HDFC Bank	4,085	Bajaj Finance	76	Pidilite Industries	10	40
3	TCS	3,655	Bombay Burmah	68	Titan Company	10	40
4	Hindustan Unilever	2,391	Aarti Industries	67	Shree Cement	10	39
5	HDFC	1,800	Sundram Fasteners	55	Asian Paints	10	34
6	Kotak Mahindra Bank	1,795	Bajaj Finserv	55	Kotak Mahindra Bank	10	34
7	Bajaj Finance	1,594	Atul	52	Godrej Consumer	10	32
8	Infosys	1,497	Rajesh Exports	49	TCS	10	31
9	Maruti Suzuki	1,420	Honeywell Auto	49	HDFC Bank	10	28
10	Axis Bank	1,209	Britannia Industries	49	LIC Housing Finance	10	28

Raamdeo Agrawal (Raamdeo@MotilalOswal.com) / Shrinath Mithanthaya (ShrinathM@MotilalOswal.com)

We thank Mr Dhruv Mehta (Dhruv.Mehta@dhruvmehta.in), Investment Consultant, for his invaluable contribution to this report.

Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Motilal Oswal 24th Annual Wealth Creation Study

	Page
➤ Wealth Creation Study: Objective, Concept & Methodology	1
➤ Wealth Creation 2014-19: Highlights	2-3
➤ Theme 2020: Management Integrity: Understanding sharp practices ...	4-27
➤ Wealth Creation 2014-19: Detailed Findings	28-45
➤ Appendix 1: MOSL 100 – Biggest Wealth Creators	46-47
➤ Appendix 2: MOSL 100 – Fastest Wealth Creators	48-49
➤ Appendix 3: MOSL 100 – Wealth Creators (alphabetical)	50

Abbreviations and Terms used in this report

Abbreviation / Term	Description
2009, 2014, 2019, etc	Reference to years for India are financial year ending March, unless otherwise stated
Avg	Average
CAGR	Compound Annual Growth Rate
L to P / P to L	Loss to Profit / Profit to Loss. In such cases, calculation of PAT CAGR is not possible
INR b	Indian Rupees in billion
Price CAGR	In the case of aggregates, Price CAGR refers to Market Cap CAGR
WC	Wealth Created
Wealth Created	Increase in Market Capitalization over the last 5 years, duly adjusted for corporate actions such as fresh equity issuance, mergers, demergers, share buybacks, etc.

Note: Capitaline database has been used for this study. Source of all exhibits is MOSL analysis, unless otherwise stated

Wealth Creation Study

Objective, Concept & Methodology

Objective

The foundation of Wealth Creation is to buy businesses at a price substantially lower than their “intrinsic value” or “expected value”. The lower the market value compared to the intrinsic value, the higher is the margin of safety. Every year, as in the past 23 years, we endeavor to cull out the characteristics of businesses that create value for their shareholders.

As Phil Fisher says, *“It seems logical that even before thinking of buying any common stock, the first step is to see how money has been most successfully made in the past.”* Our Wealth Creation Studies are attempts to study the past as a guide to the future, and gain insights into the various dynamics of stock market investing.

Concept & Methodology

Wealth Creation is the process by which a company enhances the market value of the capital entrusted to it by its shareholders. It is a basic measure of success for any commercial venture. For listed companies, we define Wealth Created as the difference in market capitalization over a period of last five years, duly adjusted for corporate events such as fresh equity issuance, mergers, demergers, share buybacks, etc.

We rank the top 100 companies in descending order of absolute Wealth Created, **subject to the company’s stock price at least outperforming the benchmark index (BSE Sensex in our case)**. These top 100 Wealth Creators are also ranked according to speed (i.e. price CAGR during the period under study).

Report structure

We present the 2014-2019 Wealth Creation Study highlights in pages 2-3. The detailed findings are presented in pages 28-45. Appendix 1 (pages 46-47) ranks the top 100 Wealth Creators by size, and Appendix 2 (pages 48-49) ranks the same 100 Wealth Creators by speed.

This year’s theme study titled **“Management Integrity – Understanding Sharp Practices”** is featured in pages 4-27.

Wealth Creation 2014-2019

Highlights

Reliance Industries smashes all records as the Biggest Wealth Creator

- After a gap of 7 years, **Reliance Industries** has once again emerged as the biggest Wealth Creator over 2014-19. As Exhibit 4 on page 30 suggests, the INR 5.6 trillion wealth created by Reliance is the highest ever so far by a huge margin.

Exhibit 1 **Top 10 Biggest Wealth Creators (2014-19)**

Rank	Company	Wealth Created		CAGR (%)		P/E (x)		RoE (%)	
		INR bn	% share	Price	PAT	2019	2014	2019	2014
1	Reliance Inds	5,636	11.5	24	14	22	15	10	10
2	HDFC Bank	4,085	8.3	25	21	28	21	15	20
3	TCS	3,655	7.5	13	11	24	22	35	39
4	Hind. Unilever	2,391	4.9	23	12	60	36	79	102
5	HDFC	1,800	3.7	17	15	21	17	15	21
6	Kotak Mahindra	1,795	3.7	28	24	35	24	12	13
7	Bajaj Finance	1,594	3.3	76	41	44	12	20	18
8	Infosys	1,497	3.1	13	7	21	18	23	24
9	Maruti Suzuki	1,420	2.9	28	19	34	24	13	12
10	Axis Bank	1,209	2.5	22	-4	40	11	7	16
Total of Top 10		25,081	51	22	13	27	19	15	18
Total of Top 100		49,048	100	23	15	25	18	15	16

Indiabulls Ventures is the Fastest Wealth Creator for the second consecutive year

- For the second study in a row, **Indiabulls Ventures** has emerged as the Fastest Wealth Creator, with 2014-19 stock price multiplier of 18x (78% CAGR).
- **Bajaj Finance** has the unique distinction of being present in the top 10 list of both – the biggest and the fastest.
- INR 1 million invested equally among the top 10 fastest Wealth Creators in 2014 would have grown to INR 11 million in 2019; return CAGR of 61% v/s barely 12% for the Sensex.

Exhibit 2 **Top 10 Fastest Wealth Creators (2014-19)**

Rank	Company	Price Appn. (x)	CAGR (%)		Mkt Cap (INR bn)		P/E (x)	
			Price	PAT	2019	2014	2019	2014
1	Indiabulls Ventures	18	78	35	197	4	43	4
2	Bajaj Finance	17	76	41	1,748	90	44	12
3	Bombay Burmah	13	68	36	91	7	10	4
4	Aarti Industries	13	67	26	136	11	28	7
5	Sundram Fasteners	9	55	31	119	13	26	11
6	Bajaj Finserv	9	55	16	1,120	126	35	8
7	Atul	8	52	14	106	13	25	6
8	Rajesh Exports	7	49	29	197	26	15	7
9	Honeywell Auto	7	49	33	197	27	55	31
10	Britannia Industries	7	49	25	741	101	64	26

IndusInd Bank is the Most Consistent Wealth Creator

- **IndusInd Bank** has emerged the Most Consistent Wealth Creator by virtue of –
 1. Appearing among the top 100 Wealth Creators in each of the last 10 studies; and
 2. Recording the highest Price CAGR of 49% over the 10-year period 2009 to 2019.

Exhibit 3 **Top 10 Most Consistent Wealth Creators (2009-19)**

Rank	Company	Appeared in WC Study (x)	10-yr Price CAGR (%)	10-yr PAT CAGR (%)	P/E (x)		RoE (%)	
					2019	2009	2019	2009
1	IndusInd Bank	10	49	35	33	7	13	12
2	Pidilite Industries	10	40	24	67	19	23	16
3	Titan Company	10	40	23	72	20	23	31
4	Shree Cement	10	39	7	57	4	12	49
5	Asian Paints	10	34	18	67	19	23	33
6	Kotak Mahindra	10	34	27	35	15	12	10
7	Godrej Consumer	10	32	29	33	20	29	30
8	TCS	10	31	20	24	10	35	33
9	HDFC Bank	10	28	26	28	18	15	15
10	LIC Housing	10	28	16	11	4	15	24

Financials is the biggest Wealth Creating sector for the third consecutive year

- **Financials** has emerged as India's biggest Wealth Creating sector over 2014-19 for the third consecutive year. The surge in Wealth Creation in the sector has been led by private banks and NBFCs.

Exhibit 4 **Financials is the top Wealth Creating sector**

Sector (No of companies)	WC (INR bn)	Share of WC %		CAGR 14-19 (%)		P/E (x)		RoE (%)	
		2019	2014	Price	PAT	2019	2014	2019	2014
Financials (23)	15,899	32	19	27	12	28	15	12	17
Consumer/Retail (21)	8,813	18	20	25	15	53	36	29	33
Oil & Gas (6)	7,800	16	1	23	18	16	13	13	11
Technology (5)	5,715	12	24	12	10	22	20	29	30
Auto (12)	3,216	7	11	26	23	28	25	15	13
Healthcare (6)	1,607	3	9	29	22	31	23	12	12
Metals / Mining (2)	1,083	2	2	19	19	12	12	22	11
Cement (3)	1,074	2	4	18	6	48	29	9	12
Capital Goods (4)	850	2	4	31	16	31	17	18	15
Utilities (1)	487	1	-	14	22	8	12	21	13
Telecom (1)	88	0	2	15	P to L	-	112	-	10
Others (16)	2,417	5	2	28	20	30	22	15	14
Total	49,048	100	100	23	15	25	18	15	16

Payback Ratio < 1x and PEG < 1x remain solid formulas for superior returns

- Every Wealth Creation Study invariably suggests that **Payback Ratio < 1x** is the most reliable valuation metric for supernormal returns. (Payback is a proprietary ratio of Motilal Oswal, defined as current market cap divided by estimated profits over the next five years. For 2014, we calculate this ratio based on market cap as on 31-Mar-2014 divided by the actual profits reported over the next five years).
- **PEG (P/E to Growth ratio)** is obtained by dividing trailing 12-month P/E by future 5-year earnings CAGR. We have used perfect foresight of 5 years' earnings to calculate PEG. Thus, if a stock's P/E in 2014 was 20x, and its 2014-19 PAT CAGR is 25%, its 2014 PEG works out to 0.8x (20 ÷ 25).

For detailed findings of 2014-19 Wealth Creation Study, please see pages 28-45.



Theme 2020

Management Integrity

Understanding sharp practices

“In evaluating a common stock, the management is 90 per cent, the industry is 9 per cent, and all other factors are 1 per cent.”

— Philip Fisher in his book *Paths to Wealth Through Common Stocks*

1. Backdrop

Why study Management Integrity

Consider the following simple exercise. We checked the status of all the companies listed on the Bombay Stock Exchange 5 years ago vis-à-vis today. A relevant snapshot of the results is tabled below. In just a short span of 5 years, almost one-third of stocks lost market value of 70% or more.

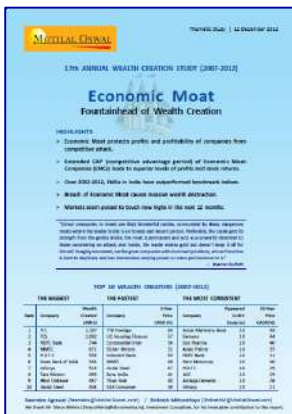
Exhibit 1 **Massive market value erosion in one-third of listed companies**

Total companies listed in Dec-2014	3,440
No longer listed in Dec-2019	594
Stock price down 90-100%	209
Stock price down 80-90%	169
Stock price down 70-80%	132
Total of above	1,104
% of total stocks listed in Dec-2014	32%

True, in many cases, the sharp erosion in stock prices is due to business downturn. But there are quite a few names in the list where the reason was primarily related to corporate governance issues.

At Motilal Oswal, our investment process is captured by the acronym **QGLP** – **Q**uality of business and of management), **G**rowth in earnings, **L**ongevity of both quality and growth, and at reasonable **P**rice. In the past 23 Wealth Creation Studies, we have covered most aspects related to QGLP.

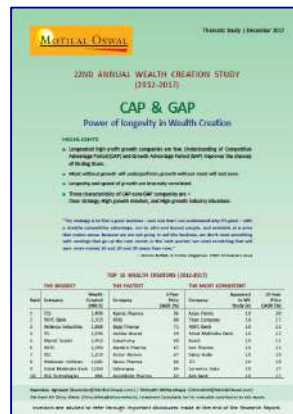
Exhibit 2 **Some of our recent Wealth Creation Studies covering Quality of Business, Growth, Longevity and Price**



Economic Moat



100x



CAP & GAP



Valuation Insights

Exhibit 3 Motilal Oswal's QGLP investment philosophy – At a glance



We dedicate the current study to **Quality of Management**. Even here, we have 3 metrics to assess Quality of Management –

1. **Unquestionable Integrity**
2. **Demonstrable competence and**
3. **Growth mindset.**

By now, we have sufficient experience to know that when investors get stuck with companies where Management Integrity comes under question, it's literally a race to zero! Hence, this study looks into a few key aspects related to management integrity e.g. –

- The motivations behind compromised integrity,
- The quantitative signals of suspect Management Integrity with relevant examples, and
- Finally, a few Indian case studies where Management Integrity was seemingly compromised.

2. What is Management Integrity

Honesty and a sense of trusteeship towards all stakeholders

Wikipedia offers the best definition of Integrity, and is worth reproducing here –

“Integrity is the practice of being honest and showing a consistent and uncompromising adherence to strong moral and ethical principles and values. In ethics, integrity is regarded as the honesty and truthfulness or accuracy of one's actions ... The word integrity evolves from the Latin adjective integer, meaning whole or complete. In this context, integrity is the inner sense of ‘wholeness’ deriving from qualities such as honesty and consistency of character. As such, one may judge that others ‘have integrity’ to the extent that they act according to the values, beliefs and principles they claim to hold.”

When a company abides by this definition, it can be said to have Management Integrity.

The two key words in the above definition are “Practice” and “Wholeness” –

- **Practice** – Clearly, Management Integrity should be seen in practice (i.e. behavior) and not simply be a part of the statement of its corporate value system.
- **Wholeness** – This defines the scope of Management Integrity i.e. the company needs to be honest, fair and consistent towards **all** its stakeholders, namely, employees, customers, suppliers, shareholders, government, and the community at large.

In light of the above, for the purpose of equity investing, Management Integrity can be defined as dealing with all company stakeholders honestly and with a sense of trusteeship. This may be reflected as shown in Exhibit 4.

Exhibit 4 **Management Integrity in a nutshell**

Stakeholder	Company behavior
Corporate Parent / Founders	<ul style="list-style-type: none"> • No or minimal conflict of interest (e.g. royalty for brand, technology) • No or minimal related party transactions
Senior Management	<ul style="list-style-type: none"> • Reasonable compensation relative to company median • Calibrated stock options
Employees	<ul style="list-style-type: none"> • Courtesy and respect for all employees • Adequate opportunity for personal and professional development • Fostering sense of ownership through calibrated stock options
Customers	<ul style="list-style-type: none"> • Offering products and/or services matching customer expectations • Retaining customers through appropriate loyalty programs • Fair dealing on post-sale commitments e.g. warranties, repairs, etc
Suppliers	<ul style="list-style-type: none"> • Maintaining fair terms of trade • Collaborating for innovations, where relevant
Shareholders	<ul style="list-style-type: none"> • Presenting a true and fair view of the company's affairs through annual and interim reports • Maintaining a rational policy of payouts (dividends and/or buybacks)
Government	<ul style="list-style-type: none"> • Timely paying due taxes, both direct and indirect • Abiding by the law of the land in all matters
Community & Environment	<ul style="list-style-type: none"> • Pursuing an active Corporate Social Responsibility program • Ensuring compliance with all community norms e.g. effluent-treatment, waste management, etc

3. Why Management Integrity is critical

Else, it's an eventual race to zero

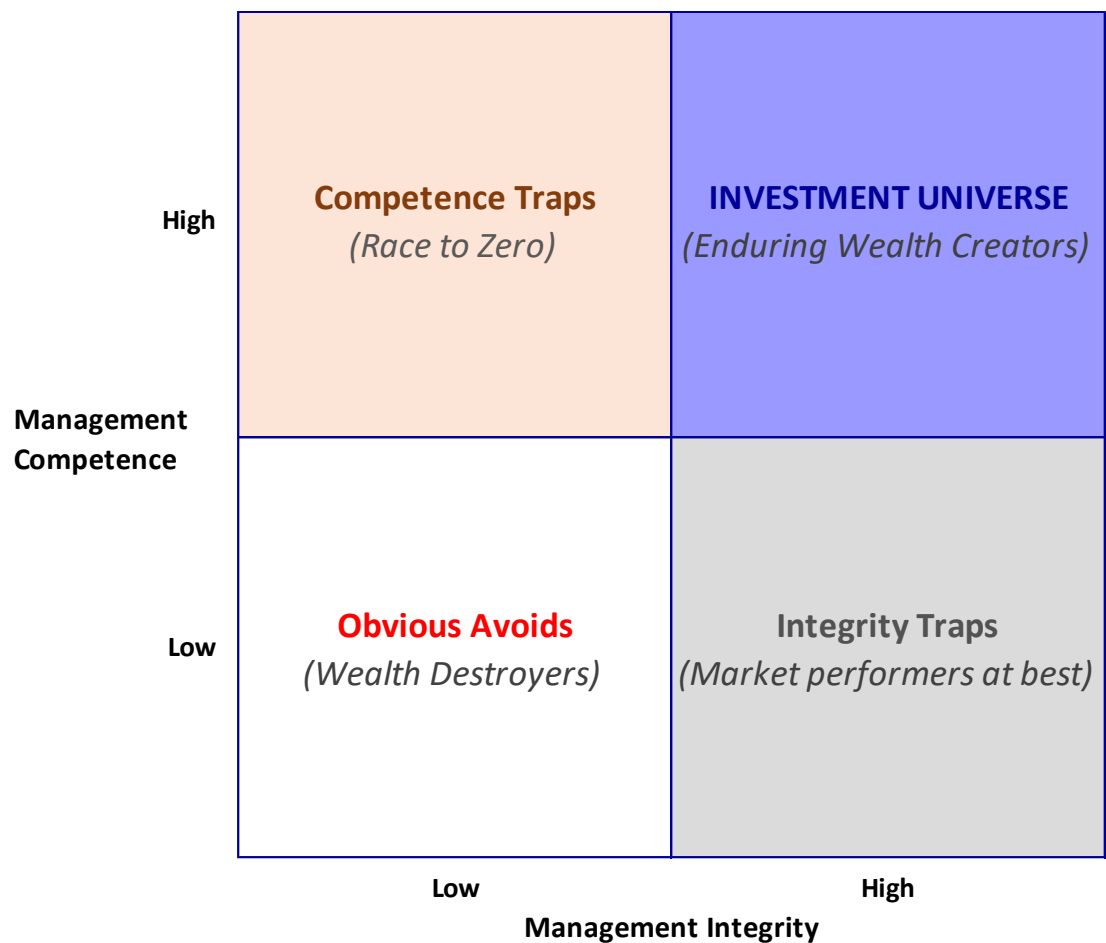
In our QGLP investment process, all the elements are multiplicative rather than additive i.e. even if one of them is zero the product is zero. Thus, Q or Quality is Quality of Business x Quality of Management.

As stated earlier, we evaluate Quality of Management by 3 metrics –

1. Unquestionable Integrity
2. Demonstrable competence and
3. Growth mindset.

For the sake of simplicity, we may combine Growth mindset as a sub-element of Demonstrable Competence itself. In which case, we can draw up a Management Integrity-Management Competence grid as shown in Exhibit 5. Only those companies which rank high on both Integrity and Competence need to comprise the investment universe of equity investors.

Exhibit 5 **Management Integrity-Competence grid**



Note that it's very important to distinguish between integrity and competence. All business failures are not due to low integrity. There may be adverse business externalities, cases of lack of competence, and even genuine business mistakes such as an ill-timed capacity expansion or acquisition.

Maintaining high level of integrity is highly beneficial for all stakeholders including the owners and senior management, as the market rewards them by way of premium valuations. And yet, managements are motivated to compromise on integrity. The next section examines why.

4. Why Management Integrity gets compromised

The lure of the lucre

Empirical evidence suggests that Management Integrity is mainly compromised to present a favorable view of the company to the equity markets. Such attempts to “manage stock prices”, in turn, is motivated by several reasons such as –

- **Growth mania:** A widespread reason for Sharp Practices is to demonstrate – even manufacture – growth. Such is the mania for growth not only with entrepreneurs but also with investors. In fact, the latter many times rubs off on the former.
- **Raising equity capital:** Many businesses (especially the Financials sector) need regular infusion of equity for growth. In such cases, higher the stock price, the better it is for incumbent shareholders.
- **Compensation linked to stock performance:** Many senior managers’ compensation is linked to the stock price performance. Hence, it is in their interest to maintain elevated stock prices.
- **ESOPs:** Many senior managers hold ESOPs in their respective companies. High stock prices are in their interests too.
- **Using market cap as currency:** Companies with a high-growth mindset use their market cap currency to acquire businesses via equity swap rather than cash purchases.
- **Personal wealth enhancement / Halo of market cap:** High market cap significantly enhances the worth of entrepreneurs in any social setting. Further, some entrepreneurs would also be in contention for the global pecking order of the wealthiest individuals.

Apart from stock price management, occasionally there may be other motivators like meeting debt covenants, maintaining credit ratings, meeting stock market expectations of previously given guidance, and a penchant for tax evasion, to name a few.

5. When does Management Integrity typically get compromised

No checks and balances

Management Integrity typically gets compromised when the following conditions prevail –

- **Weak Board of Directors**, which fails to challenge the senior management on issues like accounting policy, related party transactions, senior management compensation, etc.
- **Management teams devoid of checks and balances**, invariably led by an alpha leader who takes all major corporate decisions.
- **Auditors lacking objectivity, independence and due diligence.**

Where does compromised Management Integrity reflect? Enter ... Sharp Practices!

When Management Integrity is compromised it uses all tricks in the trade to present a rosy picture of its affairs when in fact it isn't. It does this by resorting to what are called Sharp Practices.

6. What are Sharp Practices?

Only one right way to present accounts, infinite ways to manipulate them

Sharp Practices may be defined as “ways of behaving, especially in business, that are dishonest but not illegal.” However, once the management starts resorting to Sharp Practices, it’s what Satyam Computer founder B Ramalinga Raju wrote in his fraud confession letter, “like riding a tiger, not knowing how to get off without being eaten” (letter reproduced in full as a Case Study #1 Annexure, page 21. It’s tough to say when a Sharp Practice degenerates into an intentional fraud (see box below).

Conservative Accounting, Neutral Accounting, Aggressive Accounting & Fraud

Steve Albrecht, professor at Brigham Young University, talks of four approaches in accounting, basis their proximity to presenting a true and fair view of a company’s affairs –

1. Conservative Accounting – erring on the side of caution
2. Neutral Accounting – presenting as close to reality as possible
3. Aggressive Accounting – taking liberties with accounting norms and management policies
4. Intentional Fraud – deliberate misuse of accounting to present a false picture.

Example: Say, a company sells a hair-dryer for INR 5,000 and offers a one-year warranty on it. Past records suggest that the warranty costs incurred works out to INR 100 to INR 300 per dryer sold. The following’s how the company would provide for warranty costs per dryer sold, depending on the accounting style it chooses to adopt –

- Conservative Accounting : INR 300 (the maximum possible)
- Neutral Accounting : INR 200 (average of 100 and 300)
- Aggressive Accounting : INR 100 (minimum possible)
- Fraud : Perhaps zero (to be incurred only on actuals)

As Warren Buffett has said, “Weak companies do weak accounting.” It’s very important for investors to know the accounting approach of the companies that they have invested in.

We see two major kinds of Sharp Practices by companies with compromised integrity –

- (1) Accounting related and
- (2) Non-accounting related.

We cover some of them in this study. It’s important to know that **there’s only one right way of presenting a true and fair view of a company’s affairs and infinite ways of not doing so**. Hence, our examples covered here will be more illustrative than comprehensive.

Note that all the initial Sharp Practices covered here pertain to non-Financial sectors i.e. where money changes form – cash to raw material to finished goods to sales and back to cash. Further, there’s also capital expenditure. Unlike this, in the Financials sector, money retains its form all through the business. This makes it that much more difficult to identify Sharp Practices. Thus, establishing Management Integrity in the Financials Sector is that much more qualitative in nature. We cover some of the Financials sector’s Sharp Practices in section 7.

6.1 Accounting Sharp Practices – the backdrop

“I can’t afford the operation, but would you accept a small payment to touch up the x-ray?”
 — Warren Buffett

Authors Howard Schilit, Jeremy Perler and Yoni Engelhart use the above quote in their book *“Financial Shenanigans”*. A company’s financial statements are the x-ray of its financial health. Through his quote, Buffett warns investors about companies that try to hide their true and fair financial view by merely “touching up” the financial statements. Buffett goes on to add, “In the long run, however, trouble awaits managements that paper over operating problems with accounting maneuvers. Eventually, managements of this kind achieve the same result as the seriously ill patient.”

Schilit *et al* identify two broad categories of accounting shenanigans or Sharp Practices –

1. Earnings manipulation
2. Cash Flow shenanigans.

The authors also present an interesting backdrop to the whole issue of Sharp Practices. In 1988, there was a Hollywood comedy hit, *Twins*. The twins were born in a genetics lab as the result of a secret experiment to create the perfect child. Thus, one of the twins gets all the desirable traits while the other gets the “genetic trash”.

The relationship between Earnings and Cash Flow is somewhat similar. Companies try their utmost to present the best Earnings position, only to dump all the “financial trash” into the Balance Sheet, reflecting in Cash Flow. The double-entry accounting term for this is –

Credit P&L A/c, Debit Balance Sheet

We will touch upon this through the course of our discussion on the various Sharp Practices.

Even here, there are two components of the Balance Sheet debit side (i.e. asset side) –

1. Working Capital and
2. Fixed Capital.

Items credited in P&L but charged to Working Capital side (e.g. Debtors) gets captured in Operating Cash Flow. Smart investors know this, and hence, closely monitor Operating Cash Flow in addition to profits. This has caused companies to get smarter. They now charge operating outflows to the Fixed Capital side so that even Operating Cash Flow stays robust. And to complete the cycle, resort to a lower depreciation policy so that the loading up of the Fixed Capital side too doesn’t hurt P&L. The example which follows will make the above point clear.

EXAMPLE:

This hypothetical example presents P&L, Balance Sheet and Cash Flow Statement in 3 cases –

1. **True Case** i.e. how the books should actually have been in Year 1 compared to Year 0
2. **Case A of Sharp Practice 1 in Year 1**, inflating Sales by 200 in the P&L and Debtors by 200 in the Balance Sheet
3. **Case B of Sharp Practice 2 in Year 1**, capitalizing R&D costs of 200.

The P&L, Balance Sheet and Cash Flow Statement of all these 3 cases will appear as follows –

Exhibit 6 **P&L Statement**

	Year 0	Year 1			Notes
		True Case	Case A: SP 1*	Case B: SP 2**	
Sales	900	1,000	1,200	1,000	Sales inflated by 200 in Case A
Less:					
Raw material costs	450	500	500	500	
Other costs	180	200	200	200	
R&D cost	100	200	200	0	R&D capitalized by 200 in Case B
Total costs	730	900	900	700	
EBITDA	170	100	300	300	
Depreciation	25	30	30	30	
EBIT	145	70	270	270	
Interest	15	20	20	20	
Profit before tax	130	50	250	250	PBT higher by 200 in both cases
Tax @ 25%	33	13	63	63	
Profit after tax	98	38	188	188	Profits same in both cases but significantly inflated
Change over True Case			400%	400%	

* SP 1 – Sharp Practice 1 i.e. inflating Sales and Debtors by 200

** SP 2 – Sharp Practice 2 i.e. capitalizing R&D costs of 200

Exhibit 7 **Balance Sheet**

	Year 0	Year 1			Notes
		True Case	Case A: SP 1	Case B: SP 2	
Equity capital	300	300	300	300	
Opening Reserves	403	500	500	500	
Add: Current year's profit	98	38	188	188	
Closing Reserves	500	538	688	688	
Net Worth	800	838	988	988	
Debt	60	123	173	173	
Total Capital Employed	860	960	1,160	1,160	
Opening Fixed Assets	700	800	800	800	
Add: This year's Capex	100	100	100	100	
R&D capitalized	0	0	0	200	Capex higher by 200 in Case B
Closing Fixed Assets	800	900	900	1,100	
Accumulated depreciation	200	230	230	230	
Net Fixed Assets	600	670	670	870	
Debtors	300	350	550	350	Debtors higher by 200 in Case A
Inventory	200	150	150	150	
Cash	30	40	40	40	
Total Current Assets	530	540	740	540	
Creditors	270	250	250	250	
Net Current Assets	260	290	490	290	
Total Assets	860	960	1,160	1,160	

Exhibit 8 **Cash Flow Statement**

	Year 1			Notes
	True Case	Case A: SP 1	Case B: SP 2	
Opening Cash	30	30	30	
Profit after Tax	38	188	188	
Depreciation	30	30	30	
Cash Profit	68	218	218	
Change in Working Capital	-20	-220	-20	
Change in debtors	-50	-250	-50	
Change in inventory	50	50	50	
Change in creditors	-20	-20	-20	
Operating Cash Flow	48	-3	198	Operating Cash Flow weak in Case A unlike in Case B ...
Capex	100	100	300	... but higher capex in Case B ...
Free Cash Flow	-53	-103	-103	... leading to Free Cash Flow weak in both cases
Change in debt	63	113	113	
Closing Cash	40	40	40	

6.2 Common accounting Sharp Practices

We list below some of the more common Sharp Practices.

6.2.1 Recording bogus revenue

This clearly is an outright fraud on all stakeholders of a company. It is invariably masterminded by the top management of the company. The accounting entry here is –

Credit Sales A/c, Debit Debtors A/c

The impact of this is that Sales gets boosted but Operating Cash Flow (OCF) gets deflated. Given such practices, OCF-to-PAT is becoming a key metric monitored by smart investors i.e. how much of PAT is getting converted to Operating Cash Flow.

The classic Indian example here is that of Satyam Computer Systems (see Case Study #1 on page 20, followed by the confession letter of founder Ramalinga Raju himself.) A more recent example is that of Manpasand Beverages (Case Study #2, page 23).

6.2.2 Shifting current expenses to a future date

We discuss below a couple of ways how this gets one.

- **Deflating Depreciation by changing accounting policy:** Depreciation is a non-cash charge in the Profit & Loss Statement. The spirit of this accounting head is to provide for the renewal and/or replacement of the Fixed Assets currently being utilized by the company. In most cases, depreciation is equally amortized over the life of the asset, which is invariably an estimate by the management. The following table illustrates how depreciation expenses can be deflated and profits inflated by a mere change in policy.

Exhibit 9 **How change in depreciation policy can boost profits**

INR billion	Current Policy	New Policy
Estimated life of Plant & Machinery	10 years	15 years
Salvage value at the end of asset life	5%	10%
Current Plant & Machinery, say	20	20
Salvage value	1	2
Net Value to be amortized over life	19	18
Annual Charge over respective life	1.9	1.2
	(19 ÷ 10)	(18 ÷ 15)
Savings in Depreciation charge		37%

The double-entry here is – **Credit Depreciation A/c, Debit Fixed Assets A/c**

- **Inflating profit by capitalizing expenses:** Accounting standards offer company managements the leeway to capitalize some operating expenses (labor cost, interest on loans, etc) in specific situations such as projects under construction. A Sharp Practice here would be to over-capitalize such expenses, thus inflating current profit and bloating fixed assets on the Balance Sheet. The double-entry here is –

Credit Expense A/c, Debit Fixed Assets A/c

Likewise, some companies may capitalize R&D expenditure or heavy brand-spend on grounds that the benefit of such expenditure will accrue for multiple years in future.

6.2.3 Recording revenue too soon

This Sharp Practice is possible in cases like construction companies, which may bill revenue before the due share of contract is completed, or at times, before getting the customers' approval.

6.2.4 Boosting income using one-time activities

During bad times, companies may resort to practices such as one-time sale of land or other assets. At times, companies may even resort to sale and lease-back of their core operating assets, optically boosting profits and return on capital.

6.2.5 Shifting current incomes to the future or future expenses to the current period

Most companies are focused on inflating current profits, and hence, this Sharp Practice is rare. Still, some companies may prefer to smoothen their annual earnings growth by shifting some incomes to a future period, or by creating floating provisions for expenses which may be incurred in the next accounting period.

6.2.6 Sharp Practices during acquisitions

Many times, companies try and clean up their accumulated Sharp Practices only via acquisition of another company. For instance, Satyam Computer attempted to acquire Maytas Infrastructure from the promoter group to settle the inflated cash balance. Sharp Practices such as unrelated acquisition or overvaluation of assets acquired are commonplace.

Case for a simplified Cash Flow Statement

It is easy to manipulate P&L but much more difficult to escape its aftermath in the Cash Flow Statement. However, the current three-tiered Cash Flow Statement – Operations, Investing and Financing – does not present investors with a clear picture of the P&L-Balance sheet sharp practices. Hence, we propose that companies be statutorily asked to present a simplified Cash Flow Statement along the lines shown below.

Revised Cash Flow Statement Proforma

Description	Formula	INR
Opening Cash	a	900
Profit After Tax	b	500
Add: Depreciation & Amortization	c	100
Cash Profit	d = b + c	600
Changes in Working Capital		
(Increase)/Decrease in Debtors	e	(60)
(Increase)/Decrease in Inventory	f	40
(Increase)/Decrease in Other Curr. Assets	g	20
Increase/(Decrease) in Creditors	h	30
Increase/(Decrease) in Other Curr. Liabs.	i	(10)
Inflow / (Outflow) due to Working Capital	j = e + f + g + h + i	20
CASH FLOW FROM OPERATIONS	k = d + j	620
Changes in Fixed Capital		
(Increase)/Decrease in Fixed Assets	l	(200)
(Increase)/Decrease in Intangible Assets	m	(5)
(Acquisition) of businesses	n	(50)
Disposal of businesses	o	20
Inflow / (Outflow) due to Fixed Capital	p = l + m + n + o	(235)
FREE CASH FLOW FROM OPERATIONS	q = k + p	385
Changes in Financial Investments		
(Purchase) of investments	r	(50)
Sale of investments	s	30
Inflow / (Outflow) due to Financial Investments	t = q + s	(20)
FREE CASH FLOW FOR THE YEAR	u	365
Changes in Debt		
(Repayment) of debt	v	(120)
Fresh borrowings	w	40
Net Change in Debt	x = v + w	(80)
FREE CASH FLOW TO EQUITY	y = u + x	285
Less: Dividend payout	z	(100)
Share buyback	aa	(0)
Closing Cash	ab = a + y + z + aa	1,085

6.2.7 Off-Balance Sheet Sharp Practices

Companies can even take some items of the Balance Sheet. For instance, companies may discount some debtors (i.e. trade bills) with the banks. If there is recourse to them (i.e. they are still finally liable), then such discounting gets mentioned under Contingent Liabilities, but off the Balance Sheet. In other cases, companies may stand guarantee for loans taken by associates or other related parties, which again will appear as Contingent Liabilities, off the Balance Sheet.

Having covered the major accounting related Sharp Practices, we can now turn to non-accounting Sharp Practices. Unlike the former, these ones are relevant for companies in the Financials sector as well.

6.3 Non-accounting Sharp Practices

The most common non-accounting Sharp Practices are – (1) Related party transactions, and (2) Earnings guidance.

6.3.1 Related party transactions

Companies may have umpteen transactions with related parties, defined as subsidiaries, associate companies and key management personnel. In cases of managements with low integrity, this becomes a key modus operandi for misappropriation of funds. Today, annual reports have to give complete details of all Related Party Transactions. It is a must for investors to go through the same for vital clues related to Management Integrity.

6.3.2 Earnings guidance

Today, most companies hold conference calls with equity analysts and investors post their quarterly results. During these conference calls, it is common for managements to guide investors regarding their future performance in terms of revenue and earnings. Managements with low integrity would tend to misguide investors or conceal known future disappointments.

7. Sharp Practices in Financial Sector

“If you don’t know jewelry, know the jeweler!”

The Financials sector today accounts for over 40% of India’s leading indices. Despite being one of the largest sectors around the world, the paucity of literature written on the Sharp Practices in the sector surprised us. For other sectors, we use cash flows as the filter to separate the wheat from the chaff, but this filter cannot be used for Financials as we have explained earlier.

Lending organizations are leveraged entities, running anything between 5x and 10x leverage. Hence, the smallest Sharp Practice can lead to significant erosion of net worth and consequently shareholder value. Hence, Investors should be extra careful and vigilant when investing in Banks and NBFCs.

We have put together a list of Sharp Practices typically used in the Financials sector. Yet, Buffett’s words rings most true in this case, “If you don’t know jewelry, know the jeweler!”

7.1 Upfronting income and amortizing expenses

The most common Sharp Practice in this sector is aggressive recognition of Income. This can be in the form of:

1. High Fee Income on a loan in exchange for lower Annuity Interest Income
2. Upfront recognition of Income received on sell down of loans
3. Aggressive Third Party Product selling target
4. High Debt Syndication revenues.

Most of the above manifests in the form of above industry average Fee Income or sudden jump/volatility in margin trajectory.

7.2 Recognition of bad assets

Pre-IBC (Insolvency and Bankruptcy Code) and AQR (Asset Quality Review), this was the trickiest aspect of investing into the Indian Financials Sector. It was easy to evergreen, pass the loan around and in some cases even hide the same altogether. We have seen NPAs (non-performing assets) of banks rise exponentially post RBI audits. With IBC, system of SMA (Special Mention Accounts) in reporting, and immediate disclosure of RBI audit results, banks now have little space to maneuver in this area.

The other half of the Financial System in India are the HFCs and NBFCs where the RBI AQR has not been done. We would caution investors here as this sector has the potential to throw up a few negative surprises as we have seen with Dewan Housing Finance recently.

7.3 The issue of “large”

Granularity is the key to mitigate risks in lending. The biggest errors are made in “large” sizes. A few illustrations below.

7.3.1 Large ticket size

Large ticket size loans increase the lumpiness of stress for lenders and makes it difficult to navigate during tough times. The classic case being the power crisis we saw in the early part of the decade. Low demand and lack of consistent fuel availability led to a significant crisis for the lenders. The very same sector had propelled the loan books of banks over 2005-10.

7.3.2 Large collateral

This is the biggest folly in collateralized lending. In collateralized lending, liquidity is as important as the size and value of collateral. Larger the size of collateral, lesser the liquidity and hence lower the worth. The classic case being Loan Against Shares – a 20% stake of promoter with LTV (loan-to-value) of 50% maybe a tougher collateral to liquidate than a 0.1% stake in the same company of a retail investor with even higher LTVs.

7.3.3 Large loan book

Did you know that there was not a single NBFC rated below AA whose loan book was higher than INR 300 billion until Sep 2018? Size begets rating and rating begets more funding which in turn leads to bigger size. As this “virtuous” cycle plays, the motive of getting “larger” is clear.

7.4 Trade checks & sample study

There are shenanigans in every sector and most of them are perennial borrowers. These person(s) are mostly blacklisted in the trade that they are in but have the favor of some lender. A quick check with the industry participants can give a good sense of the quality of the borrower and in turn the processes of the lender.

In case of retail lending firms, one effective way is to do a sample study. If an HFC claims to have a retail loan book of INR 1 trillion, it implies a market share of ~5%. A sample of 500-1,000 respondents should give you a quick check on the veracity of the claim of granularity.

7.5 Organization structure

The first thing to look for in the organization structures of lending institutes is segregation of Credit Appraisal and Business. The credit team is the most effective internal auditor that a bank has, and if its incentives are linked to the business of the firm, it is a recipe for disaster. They are the brakes of a car and imagine a situation where the brakes don't work on speeds above danger limits. During periods of slow growth, we don't need brakes!

The second aspect to look for is the subtle difference between retail and wholesale lending structures. With the advent of credit score and big data analytics, the function of collections can get undermined. We believe that in retail lending, getting collections right is more important than credit and lending. On the other hand, in wholesale credit, appraisal takes center-stage. This subtle difference should be investigated before investing in any lending organization.

8. Other checks on Management Integrity

Auditors' report, top management changes, pledged shares, 360° feedback

Besides keeping an eye on the management's Sharp Practices, investors would do well to keep a tab on auditors' report, top management changes, promoters' pledged shares, and also take a 360-degree feedback on Management Integrity.

8.1 Auditors' report

As things stand, currently in India, auditors are expected to give a report on the state of a company's financials not only at the end of the year, but also a limited review report at the end of every quarter. Investors should closely monitor the remarks made therein for any evidence of Sharp Practices.

8.2 Top management changes

Frequent changes in the top management – especially CEO, CFO and Company Secretary – are signals of some form of trouble brewing in the company. Likewise, nowadays, resignation of statutory auditors is almost a certain sign of financial irregularities.

8.3 Promoters' pledged shares

Shares pledged by promoters has emerged as a serious concern to the holdings of minority shareholders. In many cases, promoters pledge their shares with banks or NBFCs to raise funds to pursue their personal business ambitions. If that project fails, the lending institution begins to

offload the shares pledged with it. This creates a domino effect, taking down share value for all shareholders.

8.4 360-degree feedback

As is said, “You can fool some people all the time, and all people for some time. But you cannot fool all people all the time.” Given this, a 360-degree feedback on Management Integrity must become an unavoidable part of an investor’s to-do list prior to investing in a company. Such a 360-degree list of constituents would include (wherever and as many as possible) –

- Non-executive members of the Board of Directors
- Employees – current and/or ex
- Customers
- Distributors / Dealers
- Suppliers and
- Competitors.

The purpose of the whole exercise detailed above – right from looking out for various Sharp Practices to the 360-degree feedback – is to arrive at what author Michael Shern in his book, “*The Investment Checklist*” calls, the **moment of integrity** i.e. that final piece of clinching evidence as to whether the management is honest in its dealings with stakeholders or not.

9. Conclusions

Invest only if you arrive at that Moment of Integrity

- In equity investing, management is 90%, industry 9% and 1% everything else. Hence, getting Management Integrity right is the critical first step.
- There’s only one way of writing honest accounts, and infinite ways of manipulating them. The first hint of compromised Management Integrity can be found in the published financial statements of companies.
- Most Sharp Practices are to inflate profits and stuff the “financial trash” in the Balance Sheet (Credit P&L, Debit Balance Sheet). Hence, it is very important to juxtapose a company’s Cash Flow Statement along with its Profit & Loss Statement.
- Profit & Loss statement is easier to manipulate; hence, managements must be statutorily asked to present a simplified Free Cash Flow statement. Our suggested proforma on page 15 is a good starting template which can be improved upon further.
- Auditors must be made more accountable to minority shareholders to avoid Sharp Practices by the management.
- As an investor, have a forensic mindset to get management’s explanation for all the perceived Sharp Practices.
- Finally, interact with various stakeholders – customers, employees, suppliers, competitors, etc – till you arrive at that moment of Management Integrity.

ANNEXURE: Sharp Practices – a few India case studies in brief

There are several cases of Sharp Practices in the Indian corporate sector. This has increased even more significantly in recent times, with many promoters either going fugitive or getting arrested on grounds of fraud. We present below just a few such cases for some insights into the modus operandi, and based on the same, what kind of stocks investors may avoid.

Sharp Practices Case Study #1

Satyam Computer Services

Satyam Computer's case study arguably takes the dubious distinction of the mother of all corporate frauds in India. Post settling of the fraud, the company was acquired by Tech Mahindra.

Company & Promoter background

- Satyam was incorporated by Ramalinga Raju in 1987, and made its IPO in 1991, which was subscribed over 17 times.
- It was a fast-growing IT software company with peers such as Infosys, TCS and Wipro.

The Sharp Practice modus operandi

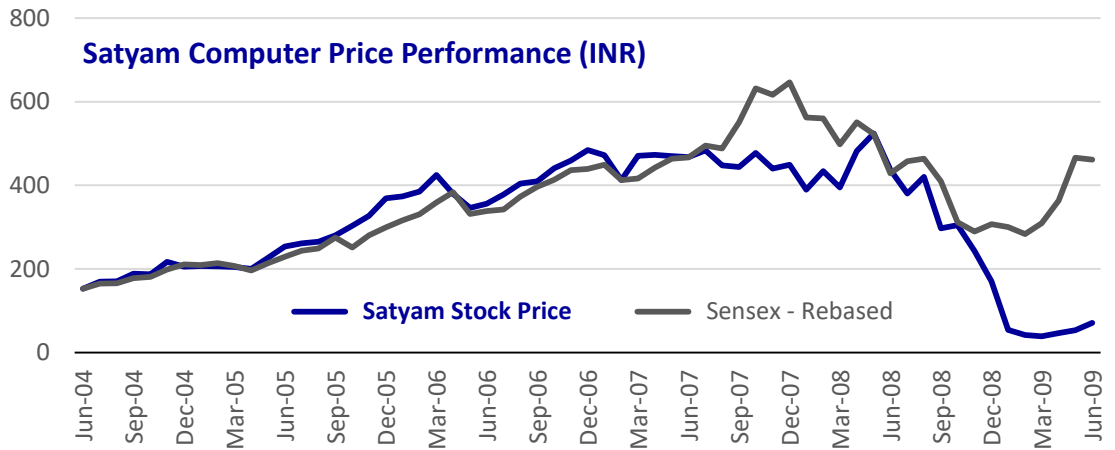
- The key behind Satyam's fraud appears to be its promoter's keen interest in real estate.
- Ramalinga Raju even inflated the payroll and embezzled money out of the company by way of salaries to fictitious employees.
- All the while, he also inflated the company's cash balances which were visible in the system.
- By 2008, the "cash balance" had ballooned to over a billion US dollars.
- That's when Raju sought to merge the group's real estate business into the company, so that there may be real assets created against the fictitious cash.
- However, that deal did not go through, forcing Raju to do the confession (for full letter, see page 21).

The red flags & the bust

- The fraud was so well managed (most likely in collusion with internal and statutory auditors) that there was hardly any trail of evidence.
- In hindsight, the only weak case was the company's Other income, which was very low compared to its cash balance.

Exhibit 10 **Satyam Computer – Key financials**

INR billion	FY05	FY06	FY07	FY08	FY09	Remarks
Sales	35	48	65	85	88	
PAT	7	11	14	17	-82	Write-offs deflate PAT
Net Worth	33	43	57	72	-9	Net worth also eroded
Debtors	8	12	17	24	16	
Cash balance	24	31	40	45	5	Cash balance restored

Exhibit 11 **Satyam Computer – Stock Price tumbled post the fraud expose****Sharp Practices Case Study #1 Annexure****Satyam Computer founder Ramalinga Raju's confession letter**

7 January 2009

To the Board of Directors
Satyam Computer Services Ltd

Dear Board Members,

It is with deep regret, at tremendous burden that I am carrying on my conscience that I would like to bring the following facts to your notice:

The Balance Sheet carries as of September 30, 2008 –

- Inflated (non-existent) cash and bank balances of Rs 5,040 crore (as against Rs 5,361 crore reflected in the books)
- An accrued interest of Rs 376 crore which is non-existent
- An understated liability of Rs 1,230 crore on account of funds arranged by me
- An overstated debtors position of Rs 490 crore (as against Rs 2,651 crore reflected in the books).

For the September quarter (02) we reported a revenue of Rs 2,700 crore and an operating margin of Rs 649 crore (24% of revenues) as against the actual revenues of Rs 2,112 crore and an actual operating margin of Rs 61 crore (3% of revenues). This has resulted in artificial cash and bank balances going up by Rs 588 crore in Q2 alone.

The gap in the Balance Sheet has arisen purely on account of inflated profits over a period of last several years (limited only to Satyam standalone, books of subsidiaries reflecting true performance). What started as a marginal gap between actual operating profit and the one reflected in the books of accounts continued to grow over the years. It has attained unmanageable proportions as the size of company operations grew significantly (annualized revenue run rate of Rs 11,276 crore in the September quarter, 2008 and official reserves of Rs 8,392 crore). The differential in the real profits and the one reflected in the books was further

accentuated by the fact that the company had to carry additional resources and assets to justify higher level of operations — thereby significantly increasing the costs.

Every attempt made to eliminate the gap failed. As the promoters held a small percentage of equity, the concern was that poor performance would result in a takeover; thereby exposing the gap. It was like riding a tiger, not knowing how to get off without being eaten.

The aborted Maytas acquisition deal was the last attempt to fill the fictitious assets with real ones. Maytas' investors were convinced that this is a good divestment opportunity and a strategic fit. Once Satyam's problem was solved, it was hoped that Maytas' payments can be delayed. But that was not to be. What followed in the last several days is common knowledge.

I would like the Board to know:

1. That neither myself, nor the Managing Director (including our spouses) sold any shares in the last eight years — excepting for a small proportion declared and sold for philanthropic purposes.
2. That in the last two years a net amount of Rs 1,230 crore was arranged to Satyam (not reflected in the books of Satyam) to keep the operations going by resorting to pledging all the promoter shares and raising funds from known sources by giving all kinds of assurances (statement enclosed, only to the members of the board). Significant dividend payments, acquisitions, capital expenditure to provide for growth did not help matters. Every attempt was made to keep the wheel moving and to ensure prompt payment of salaries to the associates. The last straw was the selling of most of the pledged shares by the lenders on account of margin triggers.
3. That neither me, nor the Managing Director, took even one rupee/dollar from the company and have not benefitted in financial terms on account of the inflated results.
4. None of the board members, past or present, had any knowledge of the situation in which the company is placed. Even business leaders and senior executives in the company, such as, Ram Mynampati, Subu D, T.R. Anand, Keshab Panda, Virender Agarwal, A.S. Murthy, Han T, S.V. Krishnan, Vijay Prasad, Manish Mehta, Murali V. Sriram Papani, Kavale, Joe Lagioia, Ravindra Penumetsa, Jayaraman and Prabhakar Gupta are unaware of the real situation as against the books of accounts. None of my or Managing Director's immediate or extended family members has any idea about these issues.

Having put these facts before you, I leave it to the wisdom of the board to take the matters forward. However, I am also taking the liberty to recommend the following steps:

1. A Task Force has been formed in the last few days to address the situation arising out of the failed Maytas acquisition attempt. This consists of some of the most accomplished leaders of Satyam: Subu D, T.R. Anand, Keshab Panda and Virender Agarwal, representing business functions, and A.S. Murthy, Han T and Murali V representing support functions. I suggest that Ram Mynampati be made the Chairman of this Task Force to immediately address some of the operational matters on hand. Ram can also act as an interim CEO reporting to the board.

2. Merrill Lynch can be entrusted with the task of quickly exploring some merger opportunities.
3. You may have a statement of accounts prepared by the auditors in light of the facts that I have placed before you.

I have promoted and have been associated with Satyam for well over 20 years now. I have seen it grow from few people to 53,000 people, with 185 Fortune 500 companies as customers and operations in 66 countries. Satyam has established an excellent leadership and competency base at all levels. I sincerely apologize to all Satyamites and stakeholders, who have made Satyam a special organization, for the current situation. I am confident they will stand by the company in this hour of crisis.

In light of the above, I fervently appeal to the Board to hold together to take some important steps. Mr T R Prasad is well placed to mobilize support from the government at this crucial time. With the hope that members of the Task Force aid the financial advisor, Merrill Lynch (now Bank of America) will stand by the company at this crucial hour, I am marking copies of this statement to them as well.

Under the circumstances, I am tendering my resignation as the chairman of Satyam and shall continue in this position only till such time the current Board is expanded. My continuance is just to ensure enhancement of the Board over the next several days or as early as possible.

I am now prepared to subject myself to the laws of the land and face consequences thereof.

B. Ramalinga Raju

Copies marked to:

1. Chairman SEBI
2. Stock Exchanges

Sharp Practices Case Study #2

Manpasand Beverages

Company & Promoter background

- Manpasand Beverages is a fruit drink manufacturing company engaged in processing, manufacturing and marketing of juice from fruit pulp. It offers its products under the brand names Mango Sip, Apple Sip, Guava Sip and Litchi Sip.
- The company was founded in 1997 and is based in Vadodara, Gujarat
- Mr Dhirendra Hansraj Singh is the Chairman and Managing Director and holds a Bachelor's Degree in Arts from Gorakhpur Vishwavidyalaya, Varanasi.

The Sharp Practice modus operandi

- The company is alleged to have overstated its revenues and profits. ^[1]

- The company set up 30 fake units across the country. Purchase and sale transactions were then shown with values inflating with each transaction in order to claim a cumulatively large sum of input credit. [2]
- These inter-unit transactions were worth over INR 3 billion and their input tax credit would come up to INR 0.4 billion. [2]

The red flags & the bust

- Incongruence in market share data, too-good-to-be-true growth and industry-leading margins were the red flags prior to the auditors resigning in May 2018.
- In FY19, the company wrote down its sales and receivables by issuing a credit note of INR 1.8 billion, and providing for a credit loss of INR 1.2 billion on its receivables.
- To divert funds, capital work in progress and capital advances seem to be inflated as well. An amount of INR 2.7 billion has been provisioned for losses in FY19.
- The promoters were jailed for GST fraud in May 2019. The company has deposited INR 178 million with the GST authorities under protest to secure their release.

Sources:

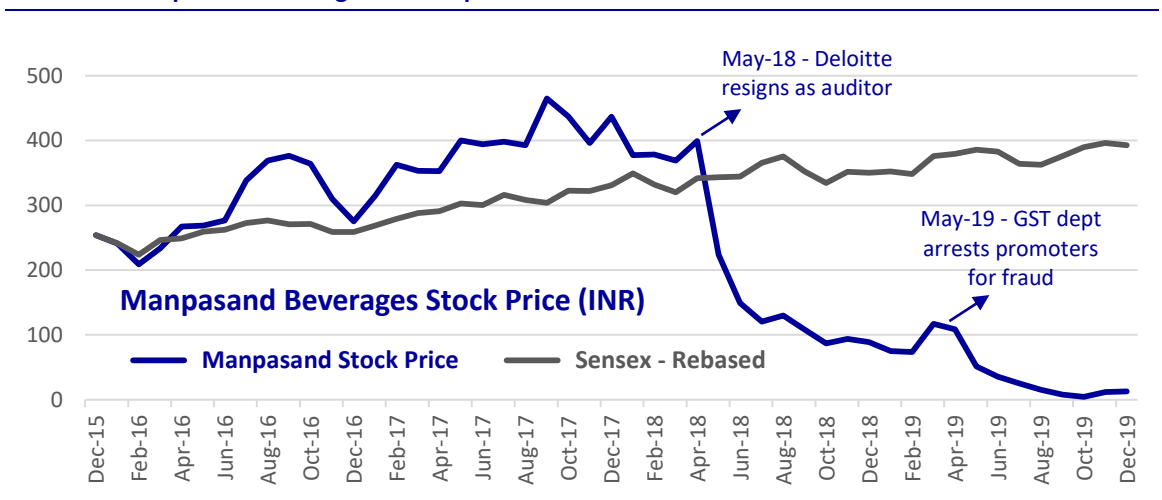
[1] – Business Today, 9-Oct-19 – “Is Manpasand Beverages among the biggest corporate frauds in India?”

[2] – Money Control, 31-May-19 – “How a Rs 40-crore GST fraud unfolded at Manpasand Beverages”

Exhibit 12 **Manpasand Beverages – Key Financials**

INR million	FY15	FY16	FY17	FY18	FY19
Net Sales	3,598	5,211	7,015	9,485	6,361
Exceptional write-offs	0	0	0	0	-3,869
Reported Net Profit	300	505	726	1,000	-5,916
Capital Work-in-Progress	1,316	1,369	1,900	3,478	344
Debtors	593	678	752	1,393	574

Exhibit 13 **Manpasand Beverages – Stock performance**



Sharp Practices Case Study #3**Educomp****Company & Promoter background**

- Incorporated in 1994, Educomp was founded by Mr Shantanu Prakash.
- The company went public in 2006 and by 2011, it was one of the best emerging companies to come out of India. Multiple awards were bestowed upon both the founder and the company.
- The vision of the company to upgrade the education standard of schools through the digital medium was laudable.

The Sharp Practice modus operandi

- The company sold equipment to schools which was financed by Educomp and recognized it as revenues.
- The schools were unable to repay the loans and the assets (mostly computers) had lost significant value leading to little recovery.
- The intent here may not have been malafide but it was a case of providing funding to a weak set of clientele on basis of poor collateral.
- Educomp used a subsidiary, discounted its receivables, and stood guarantee for the same. This helped it manage debt levels by moving it off the Balance Sheet (in this case, Contingent Liability). The guarantee was with recourse and should have been deemed as leverage.

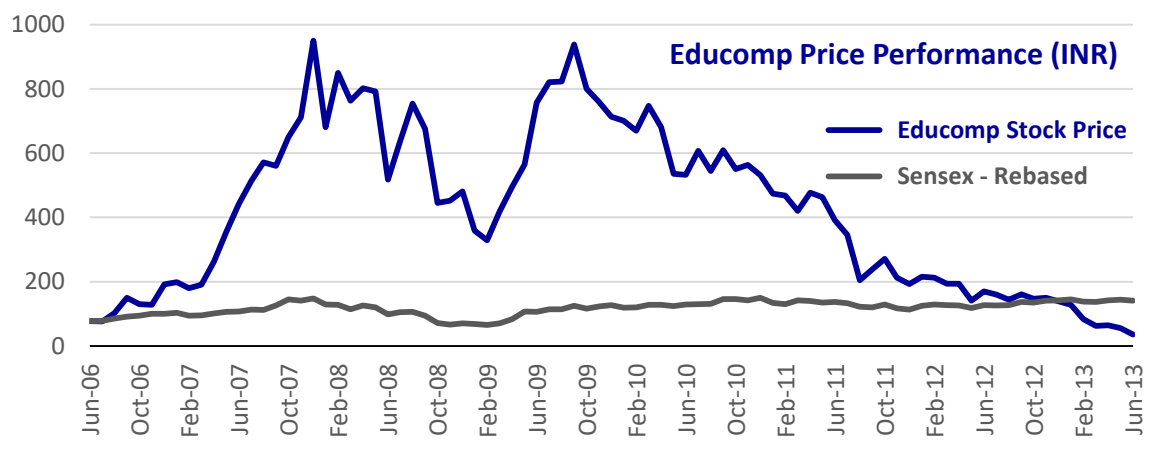
The red flags & the bust

- Aggressive Accounting with respect to booking revenues upfront for asset sale. This led to creation of assets through borrowings and the same was booked as revenues and profit.
- Continuous negative cash flows meant that the pace of asset sale was much faster than the revenues coming in.
- In FY13, the company went into debt re-structuring and by FY17, the company's net worth was negative.
- Noteworthy to mention here is a recent quote from the founder, Mr Shantanu - "There is no appreciation that businesses can fail. We failed as a business. Our model was wrong. It did not work."

Exhibit 14 Educomp – Key financials

INR billion	2009	2010	2011	2012	2013	Notes
Revenues	6.4	10.4	13.5	14.9	12.1	Computers sold to schools on loan booked as revenue
PAT	1.3	2.8	3.4	1.4	(1.3)	
OCF	1.6	1.8	1.9	(0.7)	(4.8)	OCF turned negative
Free Cash Flow	(4.2)	(5.1)	(6.3)	(4.4)	(6.0)	Constant negative free cash
Contingent Liability	1.7	2.3	8.9	12	16	Used a subsidiary, discounted its receivables and stood guarantee

Exhibit 15 Educomp – Stock price performance



Sharp Practices Case Study #4

Gitanjali Gems

Company & Promoter background

- Established in 1966, Gitanjali's activities were spread across the entire value chain from rough diamond sourcing, cutting, polishing and distribution, jewelry manufacturing to branding and retailing gold and diamond jewelry in India and abroad.
- It was one of the first to launch branded daily-wear jewelry in 1994 by the brand name 'Gili'. At one point, it owned eight out of the top 10 jewelry brands in the country
- The promoter is Mr Mehul Choksi, currently a fugitive residing in Anitgua.

The Sharp Practice modus operandi

- High Receivable days of at least 150 days and going up to 300+ days in the period FY08-14.
- Inventory buildup was also significant which eventually saw significant write down in 2014.
- Promoter pledge and share price – In July 2013, SEBI barred the promoter of the company Mr Mehul Choksi and 26 other entities from trading in the market for a period of 6 months. It is believed that the promoter along with these entities was indulging in market manipulation of company's shares. This led to a huge correction in stock price.

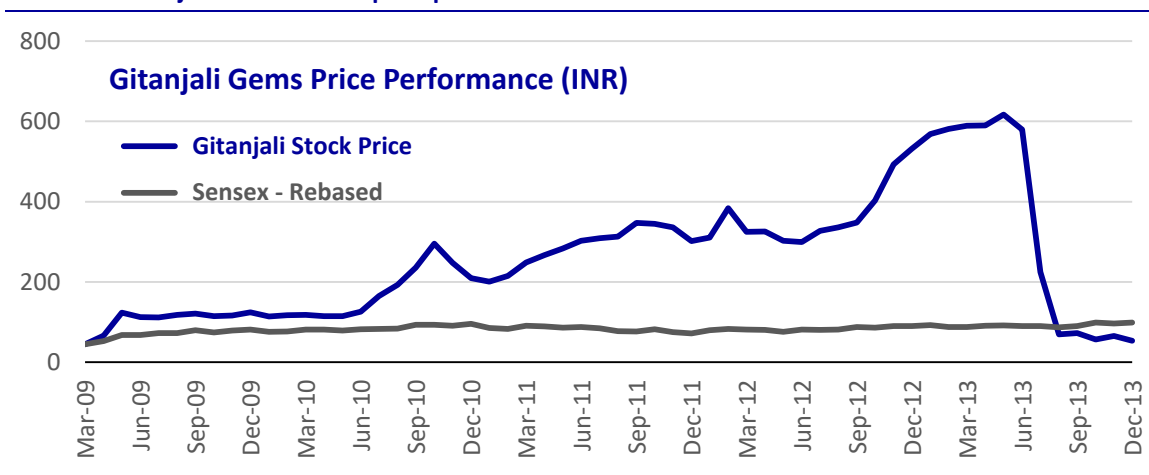
The red flags & the bust

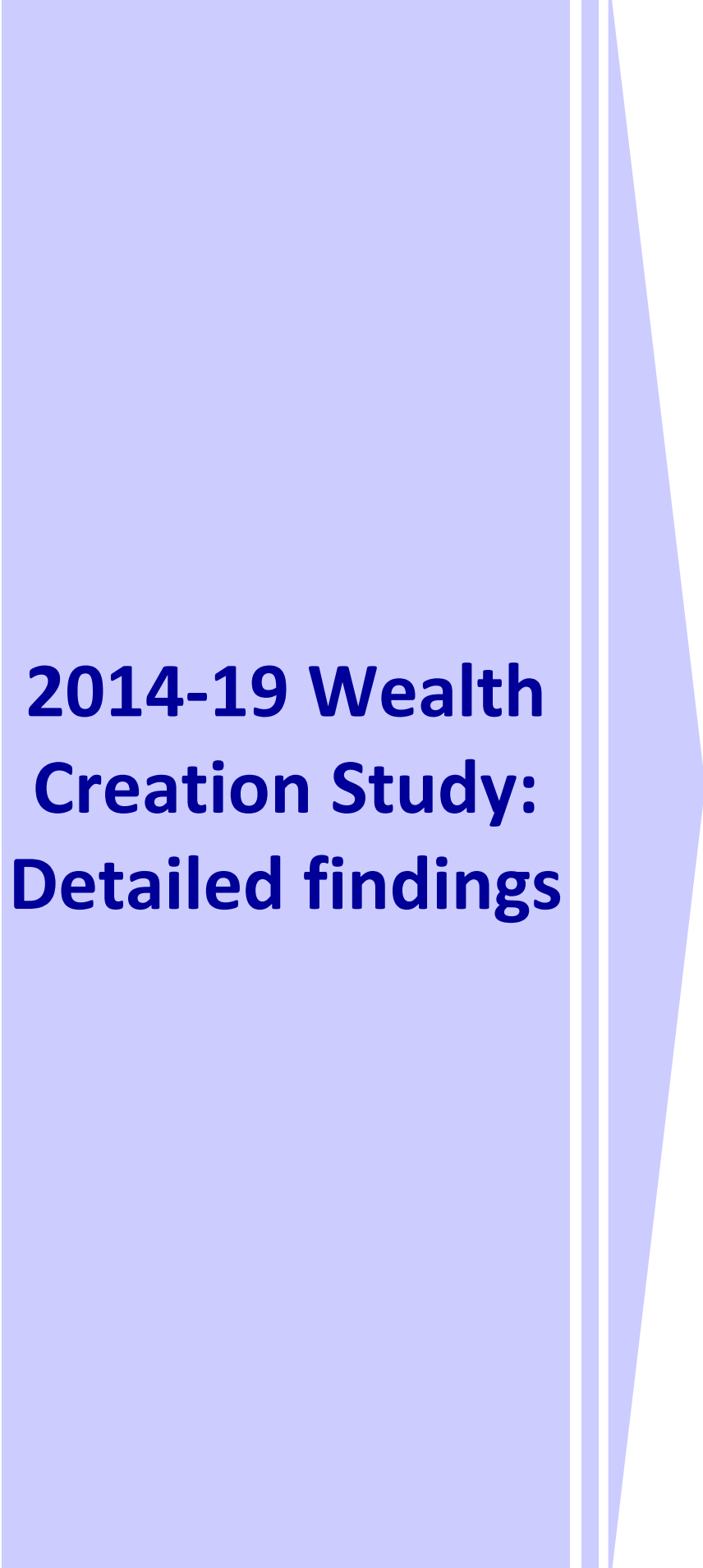
- Tax rates and dividend payouts were mostly in single digit.
- Operating Cash Flow conversion was consistently low.
- Sales to related parties were in the range of 15-22% of total sales.

Exhibit 16 **Gitanjali Gems: Key financials**

INR billion	2010	2011	2012	2013	2014	Notes
Sales	65.3	93.8	125.0	164.2	124.4	
EBITDA	4.8	5.9	8.8	11.9	8.6	
PAT	2.0	3.6	4.9	5.9	0.3	
Tax Rate	10%	7%	7%	4%	1%	Anemic Tax Rate
Inventory	20.8	29.0	36.9	43.5	35.0	Inventory write down
Trade receivables	32.3	40.2	53.8	71.9	94.8	
Debt	26.0	31.3	39.4	52.4	84.8	
Operating Cash Flow	-0.2	3.1	-0.1	-4.9	-36.9	Almost always negative

Exhibit 17 **Gitanjali Gems – Stock price performance**





2014-19 Wealth Creation Study: Detailed findings

#1 Trend in Wealth Creation

INR 49 trillion Wealth Created during 2014-19

- Over the 5-year period 2014-19 (ended March), the top 100 Wealth Creating companies created wealth of INR 49 trillion. This is the highest ever in any 5-year span in the past.
- The pace of Wealth Creation is also robust at 22% CAGR vis-à-vis 12% for the BSE Sensex.
- As the later sections suggest, valuation re-rating has played a major role in Wealth Creation.

Exhibit 1 2014-19 Wealth Created at INR 49 trillion is the highest ever

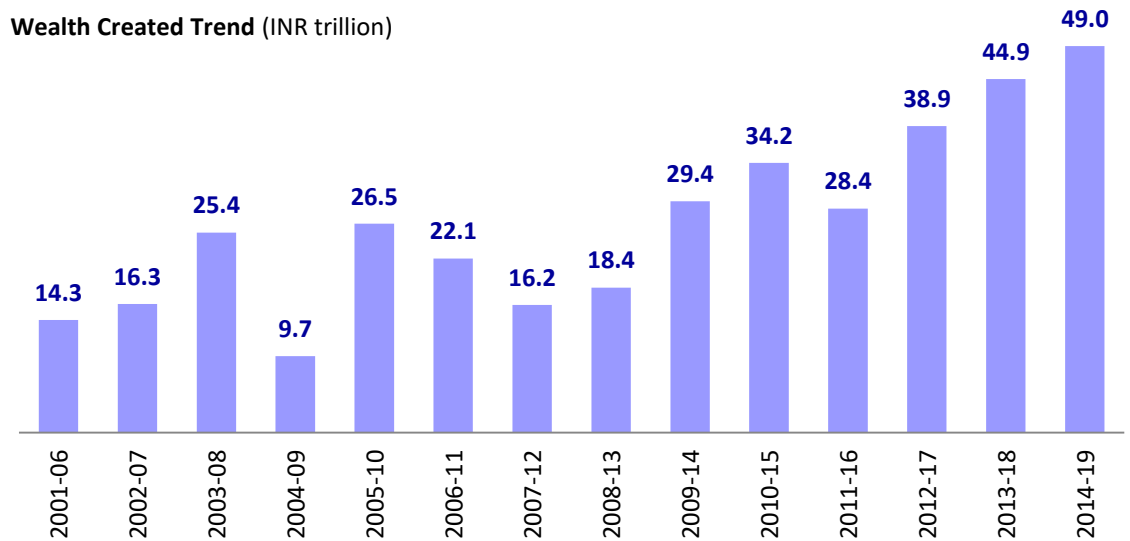
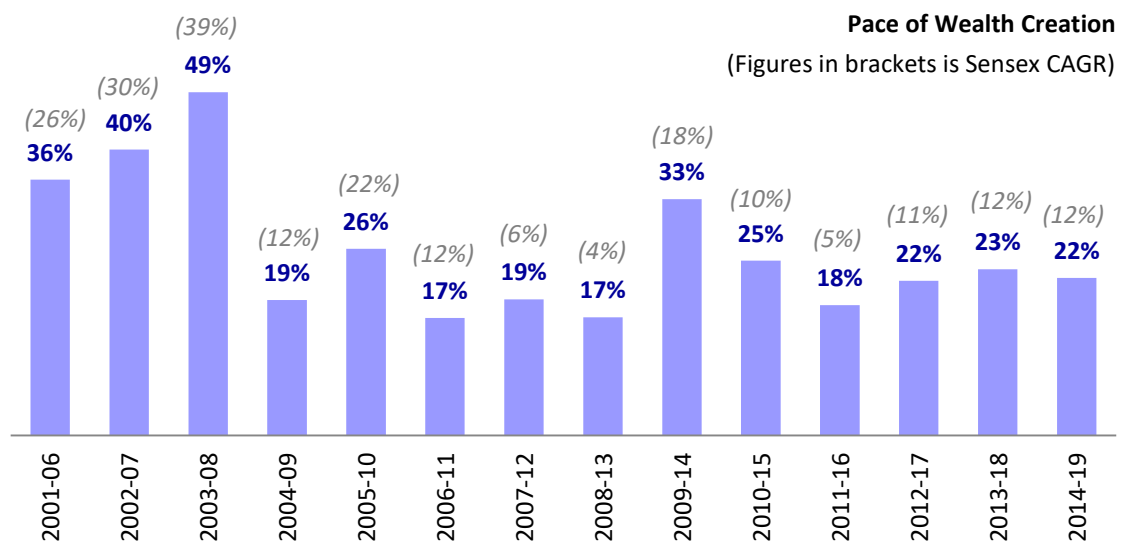


Exhibit 2 2014-19 pace of Wealth Creation is healthy at 22% CAGR vis-à-vis benchmark's 12% CAGR



Key Takeaway

Forget markets, think stocks

For the past 5 successive study periods, market benchmark indices have delivered returns ranging from 5% to 12%. Despite this, the top Wealth Creators created wealth at a robust pace of 18-25%. This reinforces our pet take on market timing, "Forget markets, think stocks."

#2 The Biggest Wealth Creators

Reliance Industries smashes all records as the Biggest Wealth Creator

- After a gap of 7 years, **Reliance Industries** has once again emerged the biggest Wealth Creator over 2014-19. As Exhibit 4 suggests, the INR 5.6 trillion wealth created by Reliance is the highest ever so far by a huge margin.
- Exhibit 3 indicates that Reliance's P/E re-rating from 15x in 2014 to 22x in 2019 is a key driver behind the 24% stock return CAGR. Its PAT CAGR along the while was only 14%.
- Five of the top 10 biggest Wealth Creators are from the Financials sector.

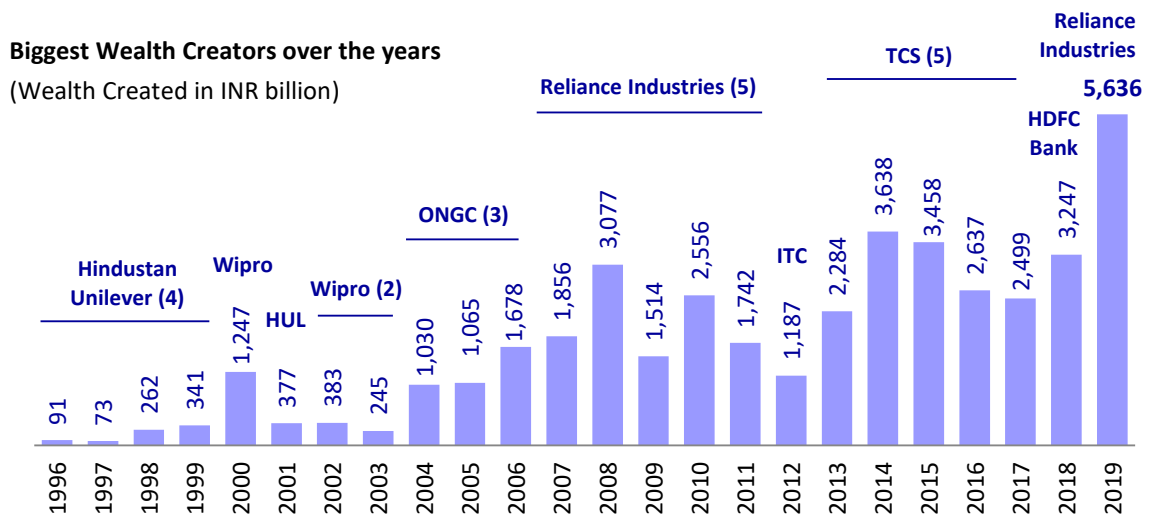
Exhibit 3 **Top 10 Biggest Wealth Creators (2014-19)**

Rank	Company	Wealth Created		CAGR (%)		P/E (x)		RoE (%)	
		INR bn	% share	Price	PAT	2019	2014	2019	2014
1	Reliance Inds	5,636	11.5	24	14	22	15	10	10
2	HDFC Bank	4,085	8.3	25	21	28	21	15	20
3	TCS	3,655	7.5	13	11	24	22	35	39
4	Hind. Unilever	2,391	4.9	23	12	60	36	79	102
5	HDFC	1,800	3.7	17	15	21	17	15	21
6	Kotak Mahindra	1,795	3.7	28	24	35	24	12	13
7	Bajaj Finance	1,594	3.3	76	41	44	12	20	18
8	Infosys	1,497	3.1	13	7	21	18	23	24
9	Maruti Suzuki	1,420	2.9	28	19	34	24	13	12
10	Axis Bank	1,209	2.5	22	-4	40	11	7	16
Total of Top 10		25,081	51	22	13	27	19	15	18
Total of Top 100		49,048	100	23	15	25	18	15	16

Exhibit 4 **Reliance Industries back with a bang!**

Biggest Wealth Creators over the years

(Wealth Created in INR billion)



Key Takeaway

Value Migration at play again?

Value Migration (VM) means that value (i.e. profit/market cap) moves from outmoded business models to superior ones. The previous 6 biggest Wealth Creators were VM beneficiaries – TCS (value migrating “from Boston to Bengaluru”) and HDFC (from PSU banks to private). Reliance's resurgence too may be partly attributed to Value Migration – expected value unlocking in Reliance Retail (VM from mom-n-pop stores) and Reliance Jio (VM from voice to data).

#3 The Fastest Wealth Creators

Indiabulls Ventures is the Fastest Wealth Creator for the second consecutive year

- For the second study in a row, **Indiabulls Ventures** has emerged as the Fastest Wealth Creator, with 2014-19 stock price multiplier of 18x (78% CAGR).
- Indiabulls' PAT CAGR is a healthy 35%, amplified by a 10x rise in P/E (58% CAGR).
- **Bajaj Finance** is the only company with a unique distinction of being in the top 10 list of both, biggest and fastest.
- Six of the top 10 Fastest Wealth Creators had single-digit P/E multiple in base year 2014, and 7 had market cap below INR 30 billion.
- INR 1 million invested equally among the top 10 fastest Wealth Creators in 2014 would have grown to INR 11 million in 2019; return CAGR of 61% v/s barely 12% for the Sensex.

Exhibit 5 **Top 10 Fastest Wealth Creators (2014-19)**

Rank	Company	Price Appn.	CAGR (%)		Mkt Cap (INR bn)		P/E (x)	
		(x)	Price	PAT	2019	2014	2019	2014
1	Indiabulls Ventures	18	78	35	197	4	43	4
2	Bajaj Finance	17	76	41	1,748	90	44	12
3	Bombay Burmah	13	68	36	91	7	10	4
4	Aarti Industries	13	67	26	136	11	28	7
5	Sundram Fasteners	9	55	31	119	13	26	11
6	Bajaj Finserv	9	55	16	1,120	126	35	8
7	Atul	8	52	14	106	13	25	6
8	Rajesh Exports	7	49	29	197	26	15	7
9	Honeywell Auto	7	49	33	197	27	55	31
10	Britannia Industries	7	49	25	741	101	64	26

Exhibit 6 **History of Fastest Wealth Creators**

Year	Company	5-yr Price Multiple (x)	5-yr Price CAGR %	Year	Company	5-yr Price Multiple (x)	5-yr Price CAGR %
1996	Dr Reddy's Labs	30	97	2008	Unitech	837	284
1997	Cipla	7	48	2009	Unitech	54	122
1998	Satyam Computers	23	87	2010	Unitech	28	95
1999	Satyam Computers	75	137	2011	Sanwaria Agro	50	119
2000	SSI	223	195	2012	TTK Prestige	24	89
2001	Infosys	66	131	2013	TTK Prestige	28	95
2002	Wipro	69	133	2014	Eicher Motors	27	94
2003	e-Serve	50	119	2015	Ajanta Pharma	50	119
2004	Matrix Labs	75	137	2016	Ajanta Pharma	53	121
2005	Matrix Labs	136	167	2017	Ajanta Pharma	29	96
2006	Matrix Labs	182	183	2018	Indiabulls Ventures	30	97
2007	B F Utilities	665	267	2019	Indiabulls Ventures	18	78

Key Takeaway

High-quality midcaps at reasonable valuations are potential multibaggers

Of the top 10 Fastest Wealth Creators, 8 were trading at a P/E of less than 12x in 2014. Of these, 6 had a market cap of less than INR 30 billion. High-quality midcaps run by high-quality managements bought at reasonable price are potential multi-baggers. Having said that, mortality of midcaps is also fairly high. The main factor to ensure here is Integrity of Management, the theme of this year's study.

#4 The Most Consistent Wealth Creators

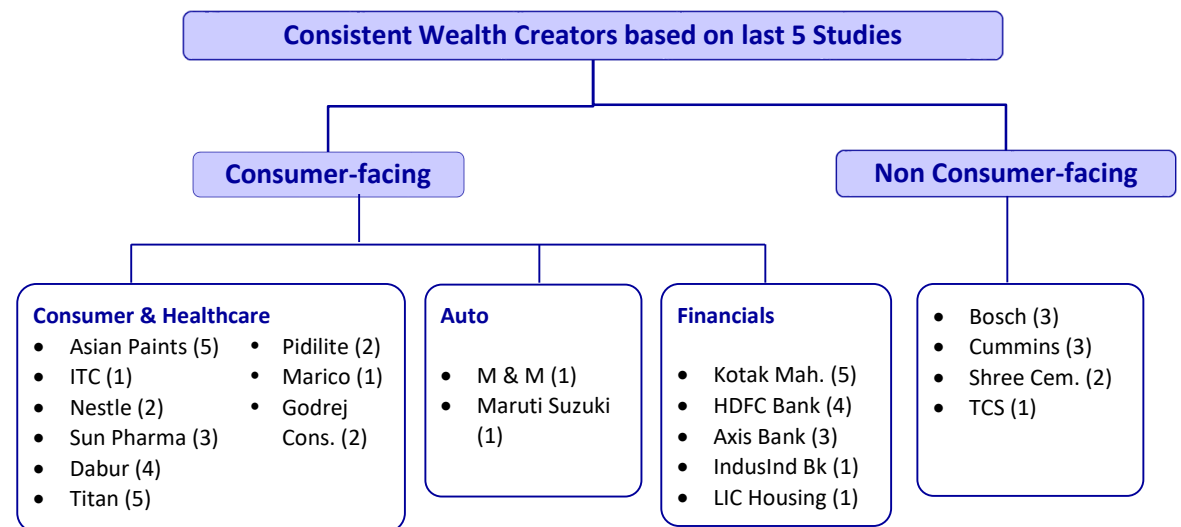
IndusInd Bank is the Most Consistent Wealth Creator

- **IndusInd Bank** has emerged the Most Consistent Wealth Creator by virtue of –
 3. Appearing among top 100 Wealth Creators in each of the last 10 studies; and
 4. Recording the highest Price CAGR of 49% over the 10-year period 2009 to 2019.
- Study after study has confirmed that consumer-facing businesses are less vulnerable to business cycles, and hence offer steady long-term return.

Exhibit 7 **Top 10 Most Consistent Wealth Creators (2009-19)**

Rank	Company	Appeared in WC Study (x)	10-yr Price CAGR (%)	10-yr PAT CAGR (%)	P/E (x)		RoE (%)	
					2019	2009	2019	2009
1	IndusInd Bank	10	49	35	33	7	13	12
2	Pidilite Industries	10	40	24	67	19	23	16
3	Titan Company	10	40	23	72	20	23	31
4	Shree Cement	10	39	7	57	4	12	49
5	Asian Paints	10	34	18	67	19	23	33
6	Kotak Mahindra	10	34	27	35	15	12	10
7	Godrej Consumer	10	32	29	33	20	29	30
8	TCS	10	31	20	24	10	35	33
9	HDFC Bank	10	28	26	28	18	15	15
10	LIC Housing	10	28	16	11	4	15	24

Exhibit 8 **Consumer-facing companies more likely to be Consistent Wealth Creators**



NOTE: Bracket indicates number of times appeared within top 10 in last 5 Wealth Creation Studies

Key Takeaway

“Be greedy when others are fearful and fearful when others are greedy.”

These words of Warren Buffet were true in 2009 when post the global financial crisis, bluest of blue chip stocks were available at reasonable valuations (trailing 12-month P/E of less than 20x). All such stocks delivered handsome returns over the next 10 years. However, as things stand, the quality of the same stocks remains pristine. However, all investors are greedy to own these very stocks, driving up valuations. It may well be time to be fearful in some of them.

#5 Wealth Creators Index (Wealthex) v/s BSE Sensex

Superior earnings and price performance over benchmark

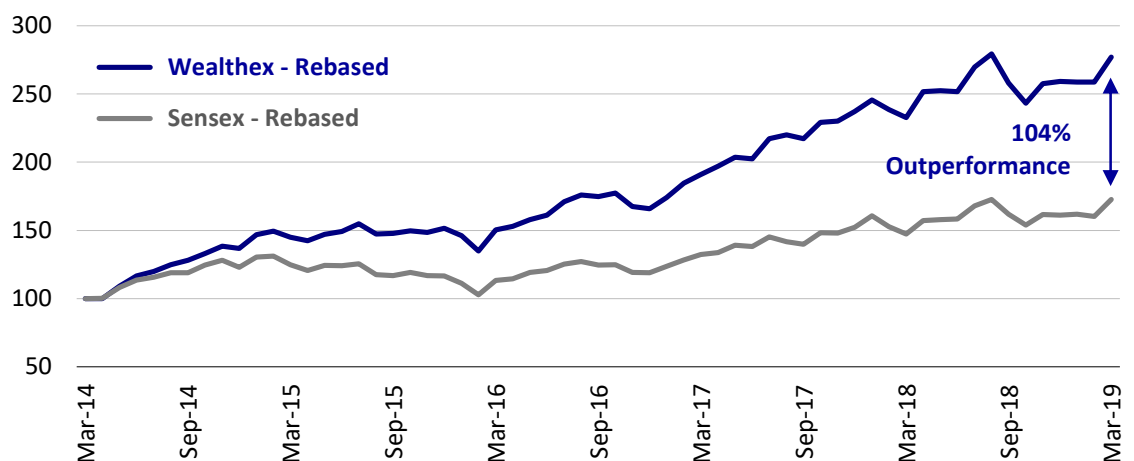
We compare Wealthex (top 100 Wealth Creators Market Cap index) with the BSE Sensex on 3 parameters - (1) market performance, (2) earnings growth and (3) valuation.

- **Market performance:** Over 2014-19, Wealth Creating companies have delivered return CAGR of 23% v/s 12% for the BSE Sensex. March 2019 over March 2014, Wealthex is up 177% whereas the Sensex is up 73% i.e. 104% outperformance over 5 years.
- **Earnings growth:** Wealthex clocked 5-year earnings CAGR of 14% v/s 2% for BSE Sensex. Further, YoY earnings growth for Wealthex is higher in 4 of the 5 years 2014 through 2019.
- **Valuation:** Valuation re-rating has contributed 8% to Sensex CAGR of 12%. In contrast, much of Wealthex's 23% CAGR is led by the 14% earnings CAGR.

Exhibit 9 **Wealthex v/s Sensex: Superior market performance on the back of higher earnings growth**

	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	5 Year CAGR (%)
BSE Sensex	22,386	27,957	25,342	29,621	32,969	38,673	12
YoY (%)		25	(9)	17	11	17	
Wealthex - based to Sensex	22,386	32,455	33,636	42,747	52,094	62,016	23
YoY (%)		45	4	27	22	19	
Sensex EPS (INR)	1,334	1,348	1,330	1,345	1,361	1,482	2
YoY (%)		1	(1)	1	1	9	
Wealthex EPS (INR)	1,042	1,333	1,372	1,628	2,093	2,494	14
YoY (%)		15	21	15	10	8	
Sensex PE (x)	17	21	19	22	24	26	9
Wealthex PE (x)	17	22	19	21	23	25	8

Exhibit 10 **Wealthex invariably outperforms benchmark indices handsomely**



Key Takeaway

Is the Active versus Passive debate settled in India at least?

Globally, it's almost settled that active fund managers are unable to outperform the benchmark indices after accounting for their management fee. This has led to a surge in passive funds which simply mimic the benchmark. However, this scenario seems far-fetched in the Indian context where a fairly large number of stocks handsomely outperform the benchmarks.

#6 Wealth Creation: Sector analysis

Financials is the biggest Wealth Creating sector for the third consecutive year

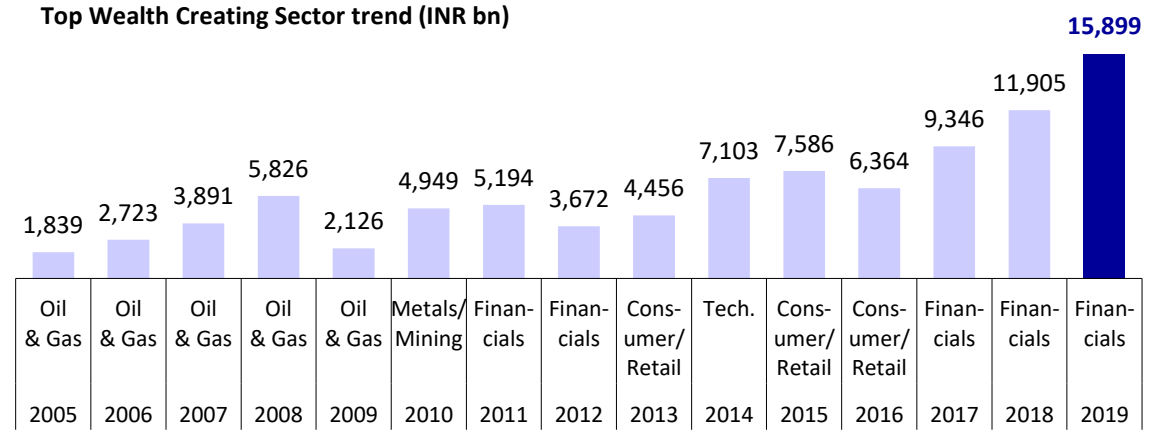
- **Financials** has emerged as India's biggest Wealth Creating sector over 2014-19 for the third consecutive year. The surge in Wealth Creation in the sector has been led by private banks and NBFCs.
- In terms of share of Wealth Created, **IT** is the biggest loser over the last 5 years, and **Oil & Gas** is the biggest gainer.
- **Wealth Creation during 2014-19 was highly concentrated** – top 5 sectors accounted for a high 85% of total Wealth Created.

Exhibit 11 **Financials is the top Wealth Creating sector**

Sector (No of companies)	WC (INR bn)	Share of WC %		CAGR 14-19 (%)		P/E (x)		RoE (%)	
		2019	2014	Price	PAT	2019	2014	2019	2014
Financials (23)	15,899	32	19	27	12	28	15	12	17
Consumer/Retail (21)	8,813	18	20	25	15	53	36	29	33
Oil & Gas (6)	7,800	16	1	23	18	16	13	13	11
Technology (5)	5,715	12	24	12	10	22	20	29	30
Auto (12)	3,216	7	11	26	23	28	25	15	13
Healthcare (6)	1,607	3	9	29	22	31	23	12	12
Metals / Mining (2)	1,083	2	2	19	19	12	12	22	11
Cement (3)	1,074	2	4	18	6	48	29	9	12
Capital Goods (4)	850	2	4	31	16	31	17	18	15
Utilities (1)	487	1	-	14	22	8	12	21	13
Telecom (1)	88	0	2	15	P to L	-	112	-	10
Others (16)	2,417	5	2	28	20	30	22	15	14
Total	49,048	100	100	23	15	25	18	15	16

Exhibit 12 **Financials sector significantly beats its own previous high of Wealth Creation**

Top Wealth Creating Sector trend (INR bn)



Key Takeaway

Sustaining its No.1 position will be a challenge for the Financials sector

In FY20, the Financials sector has been witness to a major crisis, triggered by the default of IL&FS. Several leading banks and NBFCs have seen a sharp rise in non-performing assets and provisions for the same. Overall, with the Indian economy too in a tailspin, the Financials sector will find it challenging to lead Wealth Creation during the next study period i.e. FY15-20.

#7 Wealth Creation: Ownership – Private v/s PSU

PSUs remain insignificant in Wealth Creation; privatization a great idea

- PSUs’ (public sector undertakings) Wealth Creation performance during 2014-19 was weak:
 - The number of PSUs in the top 100 Wealth Creators is only 9.
 - Wealth Created by these 9 PSUs is just 6% of total.
- The 9 Wealth Creating PSUs are **IOC, BPCL, HPCL, Power Grid Corporation, Petronet LNG, Indraprastha Gas, LIC Housing, Bharat Electronics, and NBCC.**
- The only positive is that Wealth-Creating PSUs’ 2014-19 PAT CAGR at 22% is higher than private sector’s 13%. This has led to PSUs’ price CAGR of 20% almost matching that of the private sector.

Exhibit 13 PSUs remain insignificant in Wealth Creation

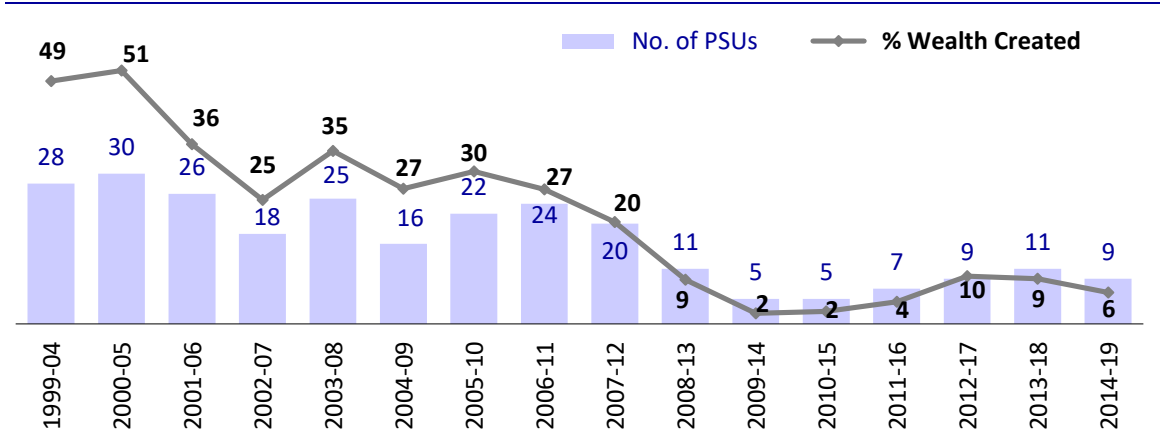
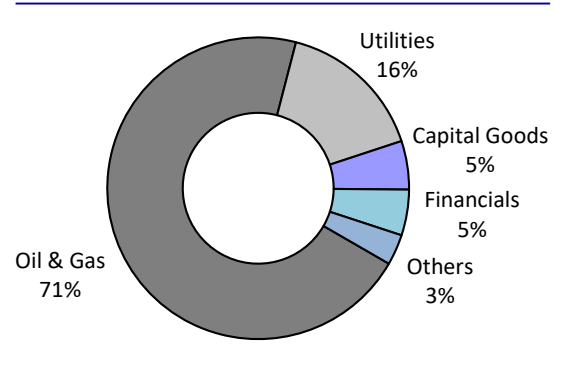


Exhibit 14 PSUs, as a whole, have seen a valuation de-rating despite healthy PAT CAGR and rise in RoE

	2014-2019	
	PSU	Private
No. of Wealth Creators in Top 100	9	91
Share of Wealth Created (%)	6	94
5-year Sales CAGR (%)	3	12
5-year PAT CAGR (%)	22	13
5-year Price CAGR (%)	20	23
P/E - 2014 (x)	11	19
P/E - 2019 (x)	10	28
RoE - 2014 (%)	12	17
RoE - 2019 (%)	18	15

Exhibit 15 PSUs which are virtual monopolies are creating wealth e.g. oil marketers, Power Grid



Key Takeaway

Privatization is the only solution

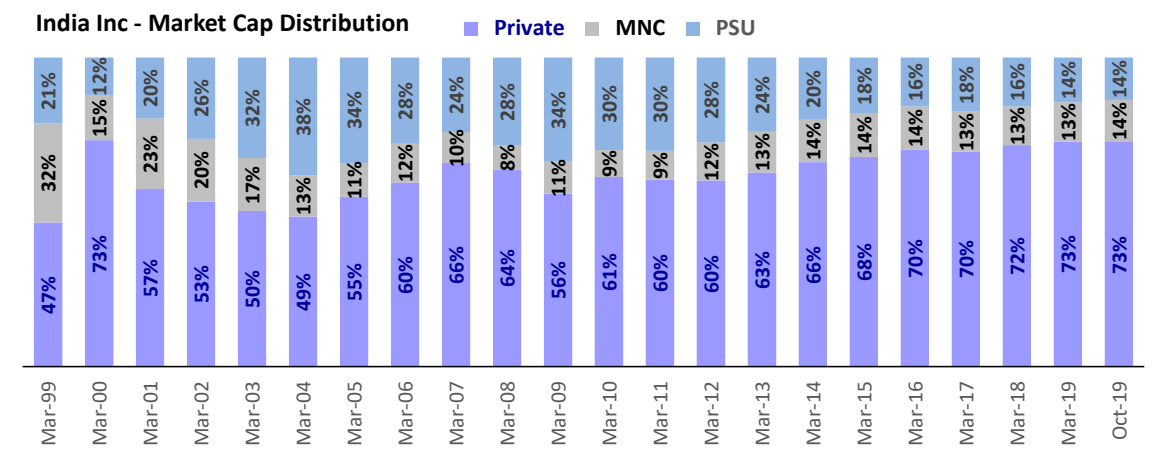
It’s more than evident that the bureaucratic culture and lack of entrepreneurship in PSUs prevent them from effectively competing with their private sector counterparts. We believe the government must persist with its mantra of “Minimum government, maximum governance”, including an active plan to privatize non-core PSUs. This will serve the dual purpose of -

- (1) Revitalizing the PSUs, and
- (2) Raising much needed revenue for the government.

The rise and rise of the Indian entrepreneur

- We observed India’s market cap distribution over the last 20 years into 3 categories – PSUs, MNCs and private entrepreneurs.
- As Exhibit 16 shows, there is a clear and continuous migration of value from PSUs and MNCs to private entrepreneurs.
- PSUs’ share of market cap is down from 21% in 1999 to 14% currently. Likewise, share of MNCs is down from 32% to 14%. Both their losses have been the gain of the Indian private entrepreneur, with market cap share rising from 47% in 1999 to 73% currently.
- Expect the above trend to continue as –
 1. MNCs increasingly prefer the unlisted route to expand their presence in India and
 2. PSUs continue to see their competitive advantage eroding.

Exhibit 16 **Indian private entrepreneurs are gaining significant share of India’s market cap**



#8 Wealth Creation: Market Cap Rank Analysis

In our 2015 Wealth Creation Study, we called large, mid and small cap stocks as **Mega**, **Mid** and **Mini**, defined as under:

- **Mega** – Top 100 stocks by market cap rank for any given year
- **Mid** – Next 200 stocks by market cap rank
- **Mini** – All stocks below the top 300 ranks.

Market cap ranks of companies change constantly. Over time, companies also cross over from one category to another. For the period 2014-19, the market cap ranks crossover matrix stands as under –

Exhibit 17 **2014-19: Market cap rank crossovers: Number of companies and average returns**

		FROM (in 2014)		
		Mini	Mid	Mega
TO (in 2019)	Mega	0	14	75
	Avg Return	—	34%	12%
	Mid	42	103	22
	Avg Return	43%	18%	1%
Mini	2,481	79	3	
Avg Return	11%	-11%	-20%	
Merged / De-listed	636	4	0	
TOTAL	3,159	200	100	

How to read the table

- In 2014, there were 3,159 Mini companies (i.e. ranked beyond 300). Of these, none moved to the Mega category by 2019. 42 Minis moved to Mid category by 2019, delivering an average 5-year return CAGR of 43% in the process. Next, 2,481 Mini companies stayed as Mini and delivered average 11% return CAGR. (636 companies got merged or de-listed.)
- Of the 200 Mid companies in 2014, 14 moved to Mega by 2019, delivering an average 34% return CAGR in the process. 103 Mid companies stayed as Mid (18% return CAGR) and 79 slipped to the Mini category (-11% return CAGR). 4 companies were merged or de-listed.
- Finally, of the 100 Mega companies in 2014, 75 stayed as Mega (12% return CAGR), 22 slipped to Mid (1% return CAGR), and 3 slipped to the Mini category (-20% return CAGR).
- Note: During the 2014-19 period, benchmark return was about 12%.

We specifically analyze the 3 positive crossovers –

1. Mini-to-Mega
2. Mini-to-Mid and
3. Mid-to-Mega.

8.1 Mini-to-Mega: No company

- During 2014-19, no company moved from Mini to Mega.

8.2 Mini-to-Mid: 42 companies, 43% average Price CAGR

- During 2014-19, 42 companies crossed over from Mini to Mid category, generating an average return CAGR of 43%, v/s 12% for the Sensex.
- Of these 42 Mini-to-Mid stocks, 11 feature in our list of 100 Biggest Wealth Creators.
- All stocks are within the top 20 Fastest Wealth Creators.

Exhibit 18 **Mini-to-Mid (2014-19): 11 of 42 Mini-to-Mid stocks feature among top 100 Wealth Creators**

	Mkt Cap Rank		WC Rank *		Price CAGR %	PAT CAGR %	P/E (x)	
	2019	2014	Biggest	Fastest			2019	2014
Indiabulls Ventures	138	691	62	1	78%	35%	43	4
Bombay Burmah	248	557	98	3	68%	36%	10	4
Aarti Industries	191	443	74	4	67%	26%	28	7
Sundram Fasteners	209	407	85	5	55%	31%	26	11
Atul	219	413	92	7	52%	14%	25	6
Escorts	236	392	99	11	47%	14%	21	6
Edelweiss.Finance	151	310	68	12	47%	35%	18	10
SRF	189	318	79	14	46%	32%	22	13
NBCC	207	334	90	16	45%	8%	32	7
Manappuram Fin.	223	342	96	17	42%	33%	11	8
Bharat Financial	172	308	72	19	41%	70%	16	32
AVERAGE					54%	30%	23	10

* 2014-19 Wealth Creation Rank

8.3 Mid-to-Mega: 14 companies, 34% average Price CAGR

- During 2014-19, 14 companies crossed over from Mid to Mega.
- Of these, 13 made it to this year's list of 100 Biggest Wealth Creators. (Only IDBI Bank was left out as much of its market cap increase was by way of fresh equity infusion rather than price appreciation.)
- The Mid-to-Mega Wealth Creators delivered average return CAGR of 37% over 2014-19 v/s 12% for Sensex.

Exhibit 19 **Mid-to-Mega (2014-19): 13 of 14 companies feature among top 100 Wealth Creators**

	Mkt Cap Rank		WC Rank *		Price CAGR %	PAT CAGR %	P/E (x)	
	2019	2014	Biggest	Fastest			2019	2014
Bajaj Finance	15	124	7	2	76%	41%	44	12
Britannia Industries	39	115	17	10	49%	25%	64	26
UPL	60	141	33	20	39%	12%	27	8
Piramal Enterprises	57	120	31	22	38%	L to P	29	–
Biocon	81	135	38	28	34%	12%	51	21
Havells India	61	101	32	31	33%	12%	61	26
HPCL	71	108	35	32	33%	43%	6	9
Berger Paints	95	139	45	34	32%	15%	64	32
Torrent Pharma	89	126	44	41	30%	-2%	55	13
Petronet LNG	79	111	41	43	30%	26%	17	15
Indiabulls Housing	82	140	43	44	29%	21%	9	5
Bajaj Holdings	78	103	40	53	27%	9%	12	6
P & G Hygiene	85	109	42	54	27%	7%	83	34
AVERAGE					37%	17%	37	16

* 2014-19 Wealth Creation Rank

Key Takeaway

Mid-to-Mega is a potent investment strategy

Every year, our analysis of market cap crossovers lead to the same findings –

- Companies leap-frogging from Mini to Mega is very rare.
- A fair number of companies move from Mini to Mid and deliver supernormal returns. However, they need to be identified from a large base of about 500 companies.
- The most potent and focused hunting ground for high-performing stocks is the Mid category i.e. 200 stocks with market cap rank 101 to 300.
- Over the next five years, 15-20 of these stocks will cross over to the Mega category and deliver handsome returns in the process.

#9 Wealth Creation: Valuation parameters analysis

Payback ratio < 1 offers distinctly superior returns

- Every Wealth Creation Study invariably suggests that Payback Ratio < 1x is the most reliable valuation metric for supernormal returns.

(Payback is a proprietary ratio of Motilal Oswal, defined as current market cap divided by estimated profits over the next five years. For 2014, we calculate this ratio based on market cap as on 31-Mar-2014 divided by the actual profits reported over the next five years).

Exhibit 20 **Payback ratio less than 1x remains a sure shot formula for multi-baggers**

Range in 2014	No. of Cos.	WC (INR b)	% Share of WC	CAGR (%)		RoE (%)	
				Price	PAT	2019	2014
P/E							
<10	27	6,413	13	32	18	16	14
10-15	17	13,011	27	22	11	12	13
15-20	9	4,666	10	18	12	17	21
20-25	13	13,054	27	21	16	18	23
25-30	8	2,483	5	23	14	15	16
>30	26	9,421	19	24	22	27	20
Total	100	49,048	100	23	15	15	16
Price / Book							
<1	8	2,040	4	25	25	16	10
1-2	26	13,928	28	23	12	12	12
2-3	15	5,390	11	34	23	14	12
3-4	11	5,649	12	23	15	13	17
4-5	12	8,093	16	21	14	17	23
5-6	3	423	1	36	24	19	16
>6	25	13,525	28	19	12	32	37
Total	100	49,048	100	23	15	15	16
Price / Sales							
<1	24	10,654	22	25	21	14	10
1-2	27	6,208	13	30	17	15	16
2-3	18	9,082	19	25	4	10	15
3-4	13	7,387	15	19	14	18	19
> 4	18	15,717	32	20	14	21	25
Total	100	49,048	100	23	15	15	16
Payback ratio							
< 1	26	7,977	16	36	23	15	12
1-2	26	12,767	26	24	18	14	12
2-3	22	18,620	38	19	10	16	21
> 3	26	9,685	20	23	12	23	25
Total	100	49,048	100	23	15	15	16

PEG < 1x is also a solid formula for superior returns

- For the purposes of this section, PEG (P/E to Growth ratio) is obtained by dividing trailing 12-month P/E by future 5-year earnings CAGR.
- We have used perfect foresight of 5 years' earnings to calculate PEG. Thus, if a stock's P/E in 2014 was 20x, and its 2014-19 PAT CAGR is 25%, its 2014 PEG works out to 0.8x (20 ÷ 25).
- Clearly, lower the PEG, higher the likely return.
- Our theme study last year almost conclusively established that stocks with PEG less than 1x tend to significantly outperform the market.
- As tabled below, the story was no different for the 2019 Wealth Creators. PEG < 0.5x outperformed across all valuation metrics. Even stocks with PEG < 1.5x delivered higher than average return.

Exhibit 21 **PEG less than 1x is a solid formula for high returns**

PEG Range in 2014 (x)	No. of Cos.	WC (INR b)	% Share of WC	CAGR (%)		RoE (%)	
				Price	PAT	2019	2014
0.5	16	3,766	8	52	32	20	14
0.5-1	20	6,129	12	25	22	17	12
1-1.5	20	18,493	38	26	17	13	14
1.5-2	11	2,867	6	20	9	20	19
2-3	12	7,817	16	15	10	27	30
3	11	6,292	13	21	8	19	28
Others	10	3,685	8	20	-4	6	13
Total	100	49,048	100	23	15	15	16

Note: PEG here is calculated as P/E of March 2014 divided by 2014-19 PAT CAGR
 "Others" are cases where PAT CAGR cannot be calculated e.g. turnarounds

#10 The cash gushers and guzzlers

We list below the top 10 and bottom 10 Indian companies (all from non-Financials sector) in terms of Reported PAT, Operating Cash Flow and Free Cash Flow to Firm. Two key findings –

- Clearly, absolute numbers alone don't guarantee market-beating stock performance; and
- Reliance Industries is a paradoxical case of generating the highest PAT, second-highest Operating Cash Flow (OCF), but the lowest Free Cash Flow (FCF). One reason for this is its heavy capex for its bolt-on petchem projects and Reliance Jio.

Exhibit 22 **Absolute PAT or Cash Flow numbers don't guarantee stock price performance**

INR billion	Cumulative 5-yr PAT	5-year Price CAGR	INR billion	Cumulative 5-yr PAT	5-year Price CAGR
Reliance Inds.	1,585	24%	Tata Steel BSL	-313	-42%
TCS	1,272	13%	Rel. Comm.	-311	-50%
O N G C	966	-6%	JP Associates	-154	-37%
I O C L	751	18%	M T N L	-141	-5%
Infosys	716	13%	Tata Tele. Mah.	-138	-16%
Coal India	618	-4%	Reliance Nav.Eng	-135	-21%
NTPC	548	6%	Vodafone Idea	-133	-26%
ITC	522	5%	Vedanta	-126	0%
Wipro	429	5%	GMR Infra.	-114	-2%
HCL Technologies	422	8%	Monnet Ispat	-102	-20%

INR billion	Cumulative 5-yr OCF	5-year Price CAGR	INR billion	Cumulative 5-yr OCF	5-year Price CAGR
O N G C	2,297	-6%	Hind.Aeronautics	-146	0%
Reliance Inds.	1,700	24%	Tata Steel BSL	-119	-42%
I O C L	1,239	18%	M T N L	-90	-5%
TCS	1,170	13%	KSK Energy Ven.	-77	-58%
Tata Motors	1,166	-15%	Indbull.RealEst.	-74	11%
Bharti Airtel	1,091	1%	PTC India	-71	2%
Coal India	817	-4%	DLF	-68	3%
Vedanta	681	0%	Ashok Leyland	-44	31%
Power Grid Corpn	669	14%	JP Associates	-42	-37%
Infosys	580	13%	Rattanindia Pow.	-34	-19%

INR billion	Cumulative 5-yr FCF	5-year Price CAGR	INR billion	Cumulative 5-yr FCF	5-year Price CAGR
O N G C	1,241	-6%	Reliance Inds.	-1,819	24%
TCS	1,059	13%	Power Grid Corpn	-574	14%
Coal India	465	-4%	NTPC	-511	6%
Infosys	437	13%	Tata Steel	-426	7%
ITC	412	5%	Tata Motors	-332	-15%
I O C L	367	18%	UPL	-302	39%
Wipro	346	5%	S A I L	-204	-6%
Hind.Zinc	263	17%	Hind.Aeronautics	-199	0%
Maruti Suzuki	253	28%	Bharti Airtel	-161	1%
Vedanta	247	0%	Tata Steel BSL	-143	-42%

Note: Cumulative 5-year is from FY15 to FY19. Over this period, BSE Sensex has returned 12% CAGR

#11 Those who missed the Wealth Creators' list

The big who didn't beat the market

- During 2014-19, the Sensex return CAGR was 11.6%.
- 19 companies (Exhibit 23) created enough wealth to qualify among the 100 biggest Wealth Creators, but failed to make it to the final list as their stock return CAGR was lower than the Sensex.
- They made way for 19 others to join the list (Exhibit 24).

Exhibit 23 Those who missed the list ...

2014-19	WC * (INR b)	Price CAGR (%)	Potential Size Rank **
SBI	1,013	11	12
ITC	786	5	16
L&T	754	10	19
HCL Tech.	578	9	22
NTPC	350	6	38
Wipro	333	5	40
GAIL (India)	302	10	44
Bajaj Auto	242	7	51
Bosch	237	11	53
M & M	231	7	56
Bharti Infra.	215	9	58
Zee Entmt.	165	10	68
United Brew.	152	11	74
Cadila Health.	144	11	81
Hindalco Inds.	135	8	85
Concor	127	11	87
Siemens	127	8	88
GSK Consumer	122	11	91
Cipla	117	7	98

Exhibit 24 ... and those who made it

2014-19	WC * (INR b)	Price CAGR (%)	Size Rank
IIFL Finance	113	41	82
Astral Poly	110	38	83
Bata India	108	20	84
Sundram Fasteners	106	55	85
Bayer Crop Science	105	24	86
P I Industries	104	30	87
Oberoi Realty	103	19	88
Mindtree	101	23	89
NBCC	100	45	90
Sundaram Finance	100	21	91
Atul	93	52	92
WABCO India	88	27	93
Tata Comm	88	15	94
GFL	86	28	95
Manappuram Finance	86	42	96
Trent	85	29	97
Bombay Burmah	84	68	98
Escorts	83	47	99
Exide Industries	83	13	100

* - Wealth Created; ** Size rank had the stock outperformed the benchmark

The fast who didn't make it big

- The 100th biggest Wealth Creator (Exide Industries) created Wealth of INR 83 billion.
- Nearly 1,300 more companies beat the 2014-19 benchmark return CAGR of 11.6% but did not make it to the list as they created absolute wealth less than INR 83 billion.
- Exhibit 25 lists the top 20 fastest among them.

Exhibit 25 **The fast who didn't make it big**

2014-19	Price CAGR (%)	Price Mult. (x)	WC (INR b)	2014-19	Price CAGR (%)	Price Mult. (x)	WC (INR b)
Minda Industries	92	26	79	Aegis Logistics	64	12	62
Garware Tech.	80	19	23	Johnson Controls	64	12	51
Phillips Carbon	73	16	28	Avanti Feeds	64	12	51
Kama Holdings	72	15	36	Sterlite Technologies	64	12	79
Gayatri Projects	71	15	27	GMM Pfaudler	63	11	16
KNR Constructions	71	15	34	Caplin Point Lab	60	10	27
Bharat Rasayan	67	13	16	HEG	60	10	80
Tata Metaliks	66	13	15	Navin Fluorine	59	10	32
IFB Industries	65	12	36	Muthoot Capital	59	10	12
Balaji Amines	65	12	15	Can Fin Homes	58	10	40

Note: In choosing these companies, the condition is that base 2014 market cap is at least INR 1 billion

#12 Wealth Destruction: Companies & Sectors

The cyclical downturn continues

- The total Wealth Destroyed during 2014-19 is INR 8.6 trillion, 18% of the total Wealth Created by top 100 companies. This is slightly higher than in the previous two studies (Exhibit 26), mainly due to sharp correction in mid- and small cap stocks.
- **Telecom, Financials and Cyclical**s lead the Wealth Destruction pack (Exhibits 27 and 28).
- Similar to last year's study, the Financials sector has the unusual distinction of being the biggest Wealth Creator (thanks to private banks and NBFCs) and also the second biggest Wealth Destroyer (thanks to state-owned banks).

Exhibit 26 **Level of Wealth Destruction sharply down**

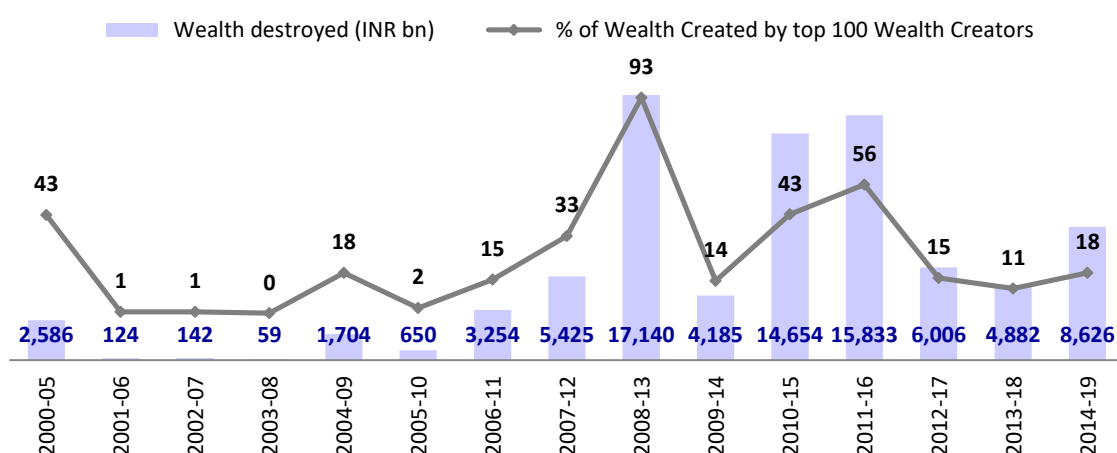


Exhibit 27

Widespread damage, no pattern as such

Company	Wealth Destroyed		Price
	INR bn	% Share	CAGR (%)
Vodafone Idea	1,043	12	-26
Tata Motors	760	9	-15
ONGC	679	8	-6
Sun Pharma	373	4	-4
Reliance Comm.	320	4	-50
Coal India	312	4	-4
Adani Enterprises	243	3	-9
BHEL	205	2	-11
Reliance Power	166	2	-31
NMDC	151	2	-6
Total of Above	4,253	49	
Total Wealth Destroyed	8,626	100	

Exhibit 28

Telecom, Financials, Cyclical lead the pack

Sector	Wealth Destroyed (INR bn)	% Share
Telecom	1,473	17
Banking & Finance	1,469	17
Metals / Mining	893	10
Auto	841	10
Oil & Gas	788	9
Capital Goods	515	6
Healthcare	506	6
Utilities	442	5
Const. / Real Estate	350	4
Others	1,351	16
Total	8,626	100

Key Takeaway

Is Wealth Destruction poised to rise further?

Post FY19 (the terminal year of this study), the situation has worsened for India Inc – NBFC crisis, GDP slowdown, hangover of demonetization and GST, etc. The only key positive is cut in corporate tax rate from about 35% to 25%. Despite this, corporate profit growth in first half of FY20 is muted. If this situation persists, expect markets to correct further given rich valuations.

Appendix 1: MOSL 100: Biggest Wealth Creators (2014-2019)

Rank	Company	Wealth Created		CAGR (2014-19, %)			RoE (%)		P/E (x)	
		INR bn	Share (%)	Price	PAT	Sales	2019	2014	2019	2014
1	Reliance Industries	5,636	11.5	24	14	5	10	10	22	15
2	HDFC Bank	4,085	8.3	25	21	20	15	20	28	21
3	TCS	3,655	7.5	13	11	12	35	39	24	22
4	Hind. Unilever	2,391	4.9	23	12	6	79	102	60	36
5	HDFC	1,800	3.7	17	15	19	15	21	21	17
6	Kotak Mahindra Bank	1,795	3.7	28	24	20	12	13	35	24
7	Bajaj Finance	1,594	3.3	76	41	36	20	18	44	12
8	Infosys	1,497	3.1	13	7	11	23	24	21	18
9	Maruti Suzuki	1,420	2.9	28	19	14	13	12	34	24
10	Axis Bank	1,209	2.5	22	-4	13	7	16	40	11
11	ICICI Bank	1,117	2.3	12	-17	8	4	14	60	13
12	Bajaj Finserv	994	2.0	55	16	48	14	17	35	8
13	Asian Paints	907	1.8	22	12	8	23	30	67	43
14	IOC	878	1.8	18	24	1	15	9	9	11
15	Titan Company	777	1.6	34	14	13	23	29	72	32
16	IndusInd Bank	756	1.5	29	19	22	13	16	33	19
17	Britannia Industries	639	1.3	49	25	10	27	48	64	26
18	Hindustan Zinc	626	1.3	17	5	9	23	16	15	9
19	Nestle India	577	1.2	17	8	4	44	47	66	44
20	BPCL	522	1.1	21	15	2	20	20	11	8
21	UltraTech Cement	497	1.0	13	3	12	8	12	47	30
22	Power Grid Corpn	487	1.0	14	22	17	21	13	8	12
23	Pidilite Industries	480	1.0	32	16	11	23	23	67	35
24	JSW Steel	458	0.9	23	80	11	22	2	9	63
25	Shree Cement	453	0.9	27	7	16	12	17	57	24
26	Godrej Consumer	413	0.8	19	23	6	29	20	33	39
27	Yes Bank	405	0.8	27	1	24	6	23	37	9
28	Dabur India	405	0.8	18	11	4	27	34	48	35
29	Eicher Motors	398	0.8	28	43	8	25	18	25	43
30	Adani Ports	394	0.8	15	19	18	16	19	20	23
31	Piramal Enterprises	385	0.8	38	L to P	24	6	-5	29	-19
32	Havells India	366	0.7	33	12	3	19	27	61	26
33	UPL	357	0.7	39	12	15	12	19	27	8
34	Tech Mahindra	342	0.7	12	8	13	21	32	18	14
35	H P C L	327	0.7	33	43	3	22	8	6	9
36	Aurobindo Pharma	312	0.6	25	16	19	17	31	19	13
37	Marico	310	0.6	27	18	11	37	35	40	28
38	Biocon	281	0.6	34	12	14	12	14	51	21
39	Divi's Labs	270	0.6	20	12	14	19	26	33	23
40	Bajaj Holdings	267	0.5	27	9	1	11	17	12	6
41	Petronet LNG	266	0.5	30	26	0	22	14	17	15
42	P & G Hygiene	245	0.5	27	7	8	46	30	83	34
43	Indiabulls Housing	244	0.5	29	21	24	25	27	9	5
44	Torrent Pharma	242	0.5	30	-2	13	13	35	55	13
45	Berger Paints	235	0.5	32	15	9	20	22	64	32
46	3M India	231	0.5	47	53	12	26	6	74	92
47	Motherson Sumi	223	0.5	15	16	16	15	26	29	30
48	Page Industries	205	0.4	31	20	19	50	53	72	47
49	Ashok Leyland	186	0.4	31	L to P	23	23	-23	13	-10
50	Kansai Nerolac	183	0.4	31	16	10	13	14	56	31

Appendix 1: MOSL 100: Biggest Wealth Creators (2014-2019) ... continued

Rank	Company	Wealth Created		CAGR (2014-19, %)			RoE (%)		P/E (x)	
		INR b	Share (%)	Price	PAT	Sales	2019	2014	2019	2014
51	Dalmia Bharat	239	0.5	81	23	25	9	6	48	6
52	Tata Steel	239	0.5	14	L to P	0	9	-24	12	-4
53	Petronet LNG	238	0.5	28	13	-1	21	26	17	9
54	Cadila Healthcare	235	0.5	21	22	13	20	23	22	23
55	P&G Hygiene	224	0.5	30	13	8	47	26	82	40
56	Havells India	224	0.5	30	11	1	18	28	46	20
57	Page Industries	216	0.5	47	25	24	41	53	73	33
58	IIFL Holdings	205	0.5	64	27	8	18	14	25	7
59	Kansai Nerolac	205	0.5	32	19	11	16	16	55	32
60	Vakrangee	197	0.4	46	46	33	26	20	34	32
61	Grasim Industries	193	0.4	18	5	15	5	12	24	11
62	Bajaj Holdings	190	0.4	23	11	23	15	18	9	5
63	Cholamandalam Inv.	183	0.4	40	26	16	19	16	23	13
64	Berger Paints	181	0.4	30	16	9	20	23	55	31
65	Balkrishna Industries	181	0.4	51	15	6	17	24	30	8
66	Rajesh Exports	181	0.4	43	23	43	18	19	17	8
67	Voltas	180	0.4	52	24	3	15	12	36	13
68	Sun TV Network	179	0.4	17	10	9	24	25	30	22
69	Siemens	176	0.4	14	12	-3	10	11	51	45
70	3M India	176	0.4	39	43	10	20	8	70	81
71	Edelweiss Financial	175	0.4	50	38	32	13	7	25	13
72	GRUH Finance	173	0.4	41	20	21	26	30	58	26
73	Shriram Transport	169	0.4	16	0	12	12	20	22	11
74	ABB	169	0.4	21	25	4	12	5	64	74
75	Container Corporation	167	0.4	18	3	9	11	15	28	14
76	Whirlpool India	164	0.4	47	22	13	20	21	55	22
77	Divi's Labs	159	0.4	17	8	13	15	24	33	22
78	Indraprastha Gas	157	0.3	38	14	6	19	24	28	11
79	LIC Housing Finance	157	0.3	19	14	14	16	16	13	11
80	NBCC	156	0.3	64	11	17	18	22	48	7
81	M&M Financial	154	0.3	19	2	16	10	20	29	12
82	Torrent Pharma	152	0.3	29	7	13	14	32	33	13
83	Emami	152	0.3	22	4	8	18	40	66	29
84	L&T Finance	149	0.3	16	20	21	12	11	21	21
85	Gillette India	148	0.3	27	21	3	33	14	93	75
86	Motilal Oswal	135	0.3	67	42	42	25	8	26	11
87	Sundaram Finance	133	0.3	32	5	10	15	22	26	9
88	Dewan Housing	133	0.3	44	21	21	14	14	14	5
89	Bharat Financial	127	0.3	55	L to P	43	15	-76	34	-4
90	Graphite India	127	0.3	56	52	11	38	7	14	12
91	Honeywell Auto	126	0.3	46	24	10	18	12	59	27
92	WABCO India	124	0.3	42	15	22	17	20	59	20
93	HEG	120	0.3	79	48	11	58	18	12	4
94	Sterlite Technologies	116	0.3	75	67	1	29	2	37	35
95	Symphony	113	0.3	58	26	16	31	30	67	21
96	Natco Pharma	112	0.2	54	54	26	22	15	20	17
97	Indiabulls Ventures	112	0.2	97	30	40	12	29	54	3
98	Supreme Industries	111	0.2	31	8	8	23	33	35	14
99	Bayer Crop Science	111	0.2	28	1	0	17	15	48	16
100	The Ramco Cement	111	0.2	24	7	3	14	17	31	15
TOTAL / AVG		49,048	100.0	23	15	8	15	16	25	18
Rank	Company	Wealth Created		CAGR (2014-19, %)			RoE (%)		P/E (x)	
		INR bn	Share (%)	Price	PAT	Sales	2019	2014	2019	2014

Note: L to P stands for Loss to Profit

Appendix 2: MOSL 100: Fastest Wealth Creators (2014-2019)

Rank	Company	2014-19 Price		CAGR 14-19 (%)		Wealth Created		RoE (%)		P/E (x)	
		CAGR (%)	Times (x)	PAT	Sales	INR b	Share (%)	2019	2014	2019	2014
1	Indiabulls Ventures	78	18	35	48	151	0.3	7	44	43	4
2	Bajaj Finance	76	17	41	36	1,594	3.3	20	18	44	12
3	Bombay Burmah	68	13	36	9	84	0.2	19	15	10	4
4	Aarti Industrie	67	13	26	12	121	0.2	19	18	28	7
5	Sundram Fasteners	55	9	31	11	106	0.2	25	15	26	11
6	Bajaj Finserv	55	9	16	48	994	2.0	14	17	35	8
7	Atul	52	8	14	12	93	0.2	16	26	25	6
8	Rajesh Exports	49	7	29	43	170	0.3	15	13	15	7
9	Honeywell Auto	49	7	33	13	170	0.3	21	11	55	31
10	Britannia Industries	49	7	25	10	639	1.3	27	48	64	26
11	Escorts	47	7	14	-1	83	0.2	17	13	21	6
12	Edelweiss Finance	47	7	35	34	144	0.3	13	8	18	10
13	3M India	47	7	53	12	231	0.5	26	6	74	92
14	SRF	46	7	32	14	118	0.2	16	8	22	13
15	Whirlpool India	46	7	27	15	164	0.3	19	17	47	24
16	NBCC	45	6	8	20	100	0.2	25	23	32	7
17	Manappuram Fin.	42	6	33	14	86	0.2	20	9	11	8
18	IIFL Finance	41	6	17	12	113	0.2	17	13	22	8
19	Bharat Financial	41	6	70	41	124	0.3	23	15	16	32
20	UPL	39	5	12	15	357	0.7	12	19	27	8
21	Indraprastha Gas	39	5	17	8	171	0.3	18	20	27	12
22	Piramal Enterprises	38	5	LP	24	385	0.8	6	-5	29	-19
23	Chola. Inv. & Fin.	38	5	27	17	180	0.4	19	16	19	11
24	Astral Poly	38	5	20	18	110	0.2	15	25	71	33
25	TVS Motor	37	5	32	19	179	0.4	22	17	32	26
26	City Union Bank	36	5	14	8	117	0.2	14	17	22	8
27	Titan Company	34	4	14	13	777	1.6	23	29	72	32
28	Biocon	34	4	12	14	281	0.6	12	14	51	21
29	Abbott India	33	4	18	10	118	0.2	22	24	35	20
30	Balkrishna Inds	33	4	10	7	146	0.3	16	25	26	10
31	Havells India	33	4	12	3	366	0.7	19	27	61	26
32	HPCL	33	4	43	3	327	0.7	22	8	6	9
33	Pidilite Industries	32	4	16	11	480	1.0	23	23	67	35
34	Berger Paints	32	4	15	9	235	0.5	20	22	64	32
35	Voltas	31	4	18	6	155	0.3	13	13	40	23
36	Kansai Nerolac	31	4	16	10	183	0.4	13	14	56	31
37	Ashok Leyland	31	4	LP	23	186	0.4	23	-23	13	-10
38	Page Industries	31	4	20	19	205	0.4	50	53	72	47
39	Godrej Properties	31	4	12	19	129	0.3	9	7	87	35
40	GRUH Finance	30	4	20	19	149	0.3	24	29	45	30
41	Torrent Pharma	30	4	-2	13	242	0.5	13	35	55	13
42	P I Industries	30	4	16	10	104	0.2	18	28	35	20
43	Petronet LNG	30	4	26	0	266	0.5	22	14	17	15
44	Indiabulls Housing	29	4	21	24	244	0.5	25	27	9	5
45	Muthoot Finance	29	4	22	9	178	0.4	21	18	12	8
46	IndusInd Bank	29	4	19	22	756	1.5	13	16	33	19
47	Trent	29	4	LP	3	85	0.2	6	-1	121	-384
48	GFL	28	3	50	11	86	0.2	22	5	9	20
49	Eicher Motors	28	3	43	8	398	0.8	25	18	25	43
50	Kotak Mahindra	28	3	24	20	1,795	3.7	12	13	35	24

Appendix 2: MOSL 100: Fastest Wealth Creators (2014-2019) ... continued

Rank	Company	2014-19 Price		CAGR (14-19, %)		Wealth Created		RoE (%)		P/E (x)	
		CAGR (%)	Times (x)	PAT	Sales	INR bn	Share (%)	2019	2014	2019	2014
51	The Ramco Cement	28	3	35	7	124	0.3	11	5	34	45
52	Maruti Suzuki	28	3	19	14	1,420	2.9	13	12	34	24
53	Bajaj Holdings	27	3	9	1	267	0.5	11	17	12	6
54	P&G Hygiene	27	3	7	8	245	0.5	46	30	83	34
55	Gillette India	27	3	38	2	150	0.3	32	8	85	125
56	Yes Bank	27	3	1	24	405	0.8	6	23	37	9
57	Shree Cement	27	3	7	16	453	0.9	12	17	57	24
58	Marico	27	3	18	11	310	0.6	37	35	40	28
59	WABCO India	27	3	18	21	88	0.2	15	15	48	33
60	AIA Engineering	26	3	7	8	116	0.2	14	20	35	15
61	HDFC Bank	25	3	21	20	4,085	8.3	15	20	28	21
62	Aurobindo Pharma	25	3	16	19	312	0.6	17	31	19	13
63	Info Edge (India)	24	3	-1	15	150	0.3	3	13	275	80
64	Reliance Industries	24	3	14	5	5,636	11.5	10	10	22	15
65	Bayer Crop Science	24	3	-4	-4	105	0.2	13	17	63	19
66	Mindtree	23	3	11	18	101	0.2	23	27	21	12
67	Hind. Unilever	23	3	12	6	2,391	4.9	79	102	60	36
68	JSW Steel	23	3	80	11	458	0.9	22	2	9	63
69	Asian Paints	22	3	12	8	907	1.8	23	30	67	43
70	Jubilant Foodworks	22	3	22	15	121	0.2	26	22	59	59
71	Bharat Electronics	22	3	15	13	159	0.3	20	13	12	10
72	MRF	22	3	4	6	154	0.3	9	22	25	11
73	Axis Bank	22	3	-4	13	1,209	2.5	7	16	40	11
74	Sundaram Finance	21	3	7	-2	100	0.2	13	19	21	12
75	BPCL	21	3	15	2	522	1.1	20	20	11	8
76	Divi's Labs.	20	2	12	14	270	0.6	19	26	33	23
77	Bata India	20	2	11	7	108	0.2	19	25	55	37
78	Mphasis	20	2	28	24	120	0.2	20	6	17	28
79	Oberoi Realty	19	2	21	26	103	0.2	10	7	24	23
80	Bharat Forge	19	2	18	9	140	0.3	19	17	23	22
81	Godrej Consumer	19	2	23	6	413	0.8	29	20	33	39
82	IOC	18	2	24	1	878	1.8	15	9	9	11
83	Indian Hotels	18	2	LP	2	119	0.2	6	-5	66	-44
84	Dabur India	18	2	11	4	405	0.8	27	34	48	35
85	LIC Housing Finance	18	2	13	13	150	0.3	15	17	11	9
86	HDFC	17	2	15	19	1,800	3.7	15	21	21	17
87	Nestle India	17	2	8	4	577	1.2	44	47	66	44
88	Hindustan Zinc	17	2	5	9	626	1.3	23	16	15	9
89	L&T Finance	16	2	30	20	140	0.3	17	10	14	21
90	Adani Ports	15	2	19	18	394	0.8	16	19	20	23
91	Tata Comm	15	2	PL	-1	88	0.2	45	10	-212	112
92	Motherson Sumi	15	2	16	16	223	0.5	15	26	29	30
93	Power Grid Corpn	14	2	22	17	487	1.0	21	13	8	12
94	TCS	13	2	11	12	3,655	7.5	35	39	24	22
95	Colgate-Palmolive	13	2	9	5	155	0.3	52	82	45	38
96	UltraTech Cement	13	2	3	12	497	1.0	8	12	47	30
97	Infosys	13	2	7	11	1,497	3.1	23	24	21	18
98	Exide Industries	13	2	8	12	83	0.2	13	16	24	19
99	ICICI Bank	12	2	-17	8	1,117	2.3	4	14	60	13
100	Tech Mahindra	12	2	8	13	342	0.7	21	32	18	14
TOTAL / AVG		23	5.4	15	8	48,048	100.0	15	16	25	16
Rank	Company	2014-19 Price		CAGR (14-19, %)		Wealth Created		RoE (%)		P/E (x)	
		CAGR (%)	Times (x)	PAT	Sales	INR b	Share (%)	2019	2014	2019	2014

Note: L to P stands for Loss to Profit

Appendix 3: MOSL 100 – Alphabetical order

Company	WC Rank		2014-19 Wealth Created			Company	WC Rank		2014-19 Wealth Created		
	Biggest	Fastest	INR bn	Price CAGR %	Price Mult. (x)		Biggest	Fastest	INR bn	Price CAGR %	Price Mult. (x)
3M India	46	13	231	47	6.8	Indiabulls Ventures	62	1	151	78	18.0
Aarti Industries	74	4	121	67	12.8	Indian Hotels	77	83	119	18	2.3
Abbott India	78	29	118	33	4.2	Indraprastha Gas	54	21	171	39	5.1
Adani Ports	30	90	394	15	2.0	IndusInd Bank	16	46	756	29	3.6
AIA Engineering	81	60	116	26	3.2	Info Edge (India)	64	63	150	24	3.0
Ashok Leyland	49	37	186	31	3.9	Infosys	8	97	1,497	13	1.8
Asian Paints	13	69	907	22	2.7	JSW Steel	24	68	458	23	2.8
Astral Poly	83	24	110	38	5.0	Jubilant Foodworks	75	70	121	22	2.7
Atul	92	7	93	52	8.2	Kansai Nerolac	50	36	183	31	3.9
Aurobindo Pharma	36	62	312	25	3.1	Kotak Mahindra	6	50	1,795	28	3.4
Axis Bank	10	73	1,209	22	2.7	L&T Finance	69	89	140	16	2.1
BPCL	20	75	522	21	2.6	LIC Housing Finance	63	85	150	18	2.3
Bajaj Finance	7	2	1,594	76	16.9	Manappuram Fin.	96	17	86	42	5.8
Bajaj Finserv	12	6	994	55	8.9	Marico	37	58	310	27	3.3
Bajaj Holdings	40	53	267	27	3.4	Maruti Suzuki	9	52	1,420	28	3.4
Balkrishna Industries	67	30	146	33	4.2	Mindtree	89	66	101	23	2.9
Bata India	84	77	108	20	2.5	Motherson Sumi	47	92	223	15	2.0
Bayer Crop Science	86	65	105	24	2.9	Mphasis	76	78	120	20	2.4
Berger Paints	45	34	235	32	3.9	MRF	61	72	154	22	2.7
Bharat Electronics	58	71	159	22	2.7	Muthoot Finance	53	45	178	29	3.6
Bharat Financial	72	19	124	41	5.5	NBCC	90	16	100	45	6.3
Bharat Forge	70	80	140	19	2.4	Nestle India	19	87	577	17	2.2
Biocon	38	28	281	34	4.3	Oberoi Realty	88	79	103	19	2.4
Bombay Burmah	98	3	84	68	13.4	P&G Hygiene	42	54	245	27	3.4
Britannia Industries	17	10	639	49	7.3	P I Industries	87	42	104	30	3.7
Chola. Inv.& Fin.	51	23	180	38	5.0	Page Industries	48	38	205	31	3.8
City Union Bank	80	26	117	36	4.6	Petronet LNG	41	43	266	30	3.7
Colgate-Palmolive	59	95	155	13	1.8	Pidilite Industries	23	33	480	32	4.1
Dabur India	28	84	405	18	2.3	Piramal Enterprises	31	22	385	38	5.1
Divi's Labs.	39	76	270	20	2.5	Power Grid Corpn	22	93	487	14	1.9
Edelweiss Finance	68	12	144	47	6.9	Rajesh Exports	55	8	170	49	7.5
Eicher Motors	29	49	398	28	3.4	Reliance Industries	1	64	5,636	24	2.9
Escorts	99	11	83	47	6.9	Shree Cement	25	57	453	27	3.3
Exide Industries	100	98	83	13	1.8	SRF	79	14	118	46	6.7
GFL	95	48	86	28	3.5	Sundaram Finance	91	74	100	21	2.6
Gillette India	65	55	150	27	3.3	Sundram Fasteners	85	5	106	55	9.0
Godrej Consumer	26	81	413	19	2.4	Tata Comm	94	91	88	15	2.0
Godrej Properties	71	39	129	31	3.8	TCS	3	94	3,655	13	1.9
GRUH Finance	66	40	149	30	3.8	Tech Mahindra	34	100	342	12	1.7
HDFC	5	86	1,800	17	2.2	The Ramco Cement	73	51	124	28	3.4
HPCL	35	32	327	33	4.1	Titan Company	15	27	777	34	4.3
Havells India	32	31	366	33	4.1	Torrent Pharma	44	41	242	30	3.7
HDFC Bank	2	61	4,085	25	3.1	Trent	97	47	85	29	3.5
Hindustan Unilever	4	67	2,391	23	2.8	TVS Motor	52	25	179	37	4.9
Hindustan Zinc	18	88	626	17	2.2	UltraTech Cement	21	96	497	13	1.8
Honeywell Auto	56	9	170	49	7.4	UPL	33	20	357	39	5.2
IOC	14	82	878	18	2.3	Voltas	60	35	155	31	3.9
ICICI Bank	11	99	1,117	12	1.8	WABCO India	93	59	88	27	3.3
IIFL Finance	82	18	113	41	5.6	Whirlpool India	57	15	164	46	6.6
Indiabulls Housing	43	44	244	29	3.6	Yes Bank	27	56	405	27	3.3

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

"In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures:

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd. (PIMPL). MOFSL is a listed public company, the details in respect of which are available on www.motilalosalwal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRIL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://online.reports.motilalosalwal.com/Dormant/documents/Associate%20Details.pdf>

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilalosalwal.com/ResearchAnalyst/PublishViewLitigation.aspx>

MOFSL, its associates, Research Analyst or their relative may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst may have actual/beneficial ownership of 1% or more securities in the subject company in the past 12 months. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report. Research Analyst may have served as director/officer, etc. in the subject company in the past 12 months. MOFSL and/or its associates may have received any compensation from the subject company in the past 12 months.

In the past 12 months, MOFSL or any of its associates may have:

- managed or co-managed public offering of securities from subject company of this research report,
- received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
- Subject Company may have been a client of MOFSL or its associates in the past 12 months.

MOFSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, it does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures. Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, it does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Disclosure of Interest Statement

Companies where there is interest

Analyst ownership of the stock

No

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to subject company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal Capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Financial Services Limited (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal Capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.:

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited, ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore:

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co.Reg. No. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore, as per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Disclaimer: The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alterations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 71934200/ 022-71934263; Website www.motilalosalwal.com.
CIN No.: L67190MH2005PLC153397. Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai- 400 064. Tel No: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL)*: INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN - 146822; Investment Adviser: INA000007100; Insurance Corporate Agent: CA0579_PMS-INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP000000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management (MOWWL): PMS (Registration No.: INP000004409) is offered through MOWWL, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance Products and IPOs. Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd which is a group company of MOFSL. Research & Advisory services is backed by proper research. Please read the Risk Disclosure Document prescribed by the Stock Exchanges carefully before investing. There is no assurance or guarantee of the returns. Investment in securities market is subject to market risk, read all the related documents carefully before investing. Details of Compliance Officer: Name: Neeraj Agarwal, Email ID: na@motilalosalwal.com, Contact No. 022-71881005.

* MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Honble National Company Law Tribunal, Mumbai Bench.

