

TECHNICAL BUILDUP

- Bearish candle with decrease in volume
- Sell crossover in oscillators
- Lower band of Bollinger exist at 15610
- Crucial moving average of 20/50 SMA are at 15777 and 15570
- 200 SMA trend deciding level exist at 14248

OUTLOOK OF THE DAY

- Indian Equity Market fell for the third day running on Tuesday amid a sell-off in global markets sparked by a surge in Delta variant coronavirus cases worldwide. It is feared that further lockdowns and tougher travel restrictions due to the fast-spreading Delta variant of the coronavirus could upend global economic recovery.
- On the sectoral front, barring Nifty FMCG, all other sectoral indices fell sharply with metals, realty, banks, media and financial services indices leading the losses.
- On the technical front, Nifty formed bearish candle on the daily charts indicating downward correction from the swing high hence it can be said that Nifty to prolong consolidation. Structurally, present elevated support for the market is seen around the strong higher base at 15400-15500 zone as it is the confluence of 23.6% retracement (14151-15962) and the 50dma. Hence breach of 15400 might drag Index further lower towards 15200 as it happens to be the 38.2% retracement (14151-15901) followed by 100 days SMA.
- On the option front, maximum Put OI is at 15000 followed by 15500 strike, while maximum Call OI is at 16000 followed by 15800 strike. Call writing was seen at 15700 strike, followed by 15600 strike while Put writing was seen at 15600 strike, followed by 15200 strike.

World Indices	LTP	Daily Ch (Pts)	Daily Ch (%)
Dow Jones	34798	286	0.83
Nasdaq	14631	133	0.92
S&P 500	4358	35	0.82
FTSE 100	6998	117	1.70
DAX	15422	206	1.36
Hang Seng	27686	483	1.78
Nikkei	27548	159	0.58
Sensex	52198	-354	-0.68
Nifty	15632	-120	-0.76

Commodity / Forex	LTP	Daily Ch (Pts)	Daily Ch (%)
Gold (\$/Oz)	1801.90	-1.50	-0.08
Silver (\$/Oz)	25.30	0.04	0.16
Brent Crude (\$/bl)	72.29	0.06	0.08
Dollar Index	92.84	0.04	0.05
USD/INR	74.61	-0.25	-0.35
USD/YEN	110.19	-0.10	-0.09
EUR/USD	1.1789	-0.0005	-0.04

Support/Resistance levels for Indian Equity Indices					
	S2	S1	CMP	R1	R2
Sensex	51730	52010	52198	52590	52755
Nifty	15490	15575	15632	15750	15800
Nifty (Fut)	15495	15580	15637	15755	15805

Pivot Level	
Sensex	52225
Nifty	15646

ECONOMY NEWS

In order to bring more discipline, transparency, and accountability into the corporate insolvency process, resolution professionals (RPs) will be required to inform the adjudicating authority about avoidance transactions of a corporate debtor, according to the amended Insolvency and Bankruptcy Board of India (IBBI) Regulations, 2016. (BS)

The size of real estate sector is expected reach \$1 trillion by 2030 from \$200 billion at present, said Durga Shanker Mishra, Secretary, Ministry of Housing and Urban Affairs at a real estate conference held by CII on Wednesday. (BS)

A staggering sum of Rs 700 crore might have gone into the wrong hands so far this year under the various direct cash transfer schemes being implemented by the Andhra Pradesh government, a cursory verification by the Finance Department has established. (BS)

Indian investors, especially millennials, are increasingly scaling up their participation in the US markets for portfolio diversification, the UK-headquartered financial services firm Winvesta has said in its latest report.

As many as 72 per cent people believe the government should not restrict e-commerce websites/apps from offering heavy discounts or sales, as proposed in the amendments to Consumers Protection (ecommerce) Rules, 2020, a survey by community social media platform LocalCircles has found. (BS)

More than 6 lakhs direct and indirect employment has been generated through the 22 operational Mega Food Parks, said Union Minister of State for Food Processing Industries Prahlad Singh Patel in a written reply in Lok Sabha. (BS)

The Centre has to recover Rs 2,992.75 crore as on July 15 from 42.16 lakh ineligible beneficiary farmers registered for the central scheme PM-KISAN, with highest amount to be recovered from Assam, Agriculture Minister Narendra Singh Tomar informed Parliament on Tuesday. (BS)

Poor monsoon showers are threatening India's nascent economic recovery and could make food even more expensive in a country where more than half of the population depends on rain for farming. (BS)

CORPORATE NEWS

Glenmark Life Sciences, the subsidiary of Glenmark Pharma, will open its initial public offering for subscription on July 27. The price band for the offer, which will close on July 29, has been fixed at Rs 695-720 per equity share to raise Rs 1,513.6 crore.

Cabinet likely to consider speciality steel PLI scheme on Thursday Steel Ministry has identified 5 broad categories and 20 sub-categories for PLI scheme Eligibility criteria to include end to end manufacturing, JVs and MoUs, 20% value addition by 3rd parties.

The RBI said IDFC can exit as the promoter of IDFC FIRST Bank after the expiry of the lock-in period of 5 years. IDFC holds 36.56% in IDFC First Bank.

Government is considering selling its 7.93% stake in ITC to meet its disinvestment target for the year.

Granules India announced that its US-based subsidiary cleared a pre-approval inspection (PAI) audit by the US drug regulator.

Wipro launched Wipro FullStride Cloud Services, and will invest \$1 billion in cloud technologies, capabilities, acquisitions and partnerships over the next three years.

Infosys US subsidiary Infosys Public Services launched blockchain network to modernize public recordkeeping for county of Riverside in California.

Tata Power' Tata AutoComp Systems on Wednesday said it along with US-based charging infrastructure company Tellus Power Green has executed a supply order for 64 200kW DC fast chargers to Tata Power.

Reliance Retail Ventures bought 1,30,61,163 equity shares in the company at Rs 1,020 per share, whereas Venkatachalam Sthnu Subra Mani sold 1,30,61,163 equity shares in the company at same price on the BSE, the bulk deals data showed.

Bank of Baroda and fintech platform U GRO Capital have launched a co-lending platform Pratham, under which Rs 1,000 crore loan will be disbursed to the MSME sector in the country.



Q1FY22 RESULT HIGHLIGHTS

Bajaj Finance Ltd.: NII at Rs. 4488.4 crore, +8.1% YoY and -3.6% QoQ. Net Profit at Rs. 1002.4 crore, +4.2% YoY and -25.6% QoQ.

Asian Paints Ltd.: Net Revenue at Rs. 5585.4 crore, +91.1% YoY and -16% QoQ. EBITDA at Rs. 913.6 crore, +88.7% YoY and -30.7% QoQ. EBITDA Margin at 16.4%, -21 bps YoY and -346 bps QoQ. Net Profit at Rs. 574.3 crore, +161.5% YoY and -34% QoQ. Ashika

ICICI Securities Ltd.: Net Revenue at Rs. 745.3 crore, +36.5% YoY and +0.8% QoQ. EBITDA at Rs. 470.5 crore, +59.3% YoY and -3.1% QoQ. EBITDA Margin at 63.1%, +904 bps YoY and -258 bps QoQ. Net Profit at Rs. 310.7 crore, +60.9% YoY and -5.7% QoQ.

Bajaj Finserv Ltd.: Net Revenue at Rs. 13949.5 crore, -1.7% YoY and -9.3% QoQ. EBITDA at Rs. 13949.5 crore, +174.2% YoY and +200.6% QoQ. EBITDA Margin at 100%, +6415 bps YoY and +6984 bps QoQ. Net Profit at Rs. 1432.7 crore, -25.5% YoY and -17.9% QoQ.

Havells India Ltd.: Net Revenue at Rs. 2610.0 crore, +75.9% YoY and -21.8% QoQ. EBITDA at Rs. 355.3 crore, +170% YoY and -30.1% QoQ. EBITDA Margin at 13.6%, +474 bps YoY and -161 bps QoQ. Net Profit at Rs. 235.8 crore, +268.5% YoY and -22.4% QoQ. Ashika

Gland Pharma Ltd.: Net Revenue at Rs. 1153.9 crore, +30.5% YoY and +30% QoQ. EBITDA at Rs. 436.3 crore, +5.7% YoY and +33.1% QoQ. EBITDA Margin at 37.8%, -886 bps YoY and +90 bps QoQ. Net Profit at Rs. 350.7 crore, +11.8% YoY and +34.7% QoQ.

Jubilant FoodWorks Ltd.: Net Revenue at Rs. 893.2 crore, +130% YoY and -13.9% QoQ. EBITDA at Rs. 212.3 crore, +764.2% YoY and -15.3% QoQ. EBITDA Margin at 23.8%, +1744 bps YoY and -37 bps QoQ. Net Profit at Rs. 69.1 crore, Rs. -74.5 crore YoY, Rs. 105.3 crore QoQ.

Polycab India Ltd.: Net Revenue at Rs. 1880.5 crore, +92.6% YoY and -38.1% QoQ. EBITDA at Rs. 139.3 crore, +142.4% YoY and -66.9% QoQ. EBITDA Margin at 7.4%, +152 bps YoY and -646 bps QoQ. Net Profit at Rs. 75.3 crore, -36% YoY and -73.4% QoQ

BULK DEAL

- *Kirloskar Industries Limi : India Capital Management Limited A/C India Capital Fund Limited Sell 48739 Shares @ Rs. 1701.29
- *Rollatainers Limited : Albula Investment Fund Ltd Sell 1350000 Shares @ Rs. 3.26
- *Justdial : Reliance Retail Ventures Limited Buy 13061163 Shares @ Rs. 1020
- *Justdial : Venkatachalam Sthnu Subra Mani Sell 13061163 Shares @ Rs. 1020
- *Stylamind : Lighthouse Emerging India Investors, Limited Sell 760000 Shares @ Rs. 861.23
- *Stylamind : Sixth Sense India Opportunities Iii Buy 700000 Shares @ Rs. 861.42



INSIDER TRADE

REVOKE

- *Gautam S. Adani & Rajesh S. Adani on behalf of S.B. Adani Family Trust Promoter Group Revoke 35500000 shares of Adani Power Ltd. on 17-Jul-21
- *Siddheshwari Tradex Private Limited Promoter Group Revoke 11000000 shares of Jsw Energy Ltd on 19-Jul-21
- *Zuari Global Limited Promoter Revoke 3600000 shares of Zuari Agro Chemicals Ltd.
- *Zuari Management Services Limited Promoter Revoke 1000000 shares of Zuari Agro Chemicals Ltd. on 15-Jul-21

	Rate	Past Trend					
		1 D	1 W	1 M	3 M	6 M	1 Y
US Govt 10 Year Bond Yield	1.3	1.2	1.3	1.5	1.6	1.1	0.6
India Govt 10 Year Bond Yield	6.2	6.2	6.2	6.0	6.1	5.9	5.8
India AAA Corporate 10 Year Bond Yield	6.7	6.7	6.6	6.8	6.8	6.7	6.5
	Price	Return(%)					
		1 D	1 W	1 M	3 M	6 M	1 Y
Dollar Index	92.8	0.0	0.2	1.1	1.6	2.8	(2.3)
LME Aluminum (USD/MT)	2437.5	(0.5)	(2.8)	2.3	3.0	22.1	46.8
LME Copper (USD/MT)	9318.0	0.2	0.2	1.8	(1.5)	16.3	42.4
LME Zinc (USD/MT)	2909.1	(1.1)	(0.0)	3.0	4.1	8.3	30.1
LME Nickel (USD/MT)	18568.0	(0.5)	(0.0)	6.5	15.0	1.2	38.3
LME Lead (USD/MT)	2354.0	0.5	2.8	9.6	17.7	16.5	28.8
China Iron Ore 62% Fe Fines (CNY/MT)	1527.0	(0.6)	(1.9)	(2.2)	25.2	30.4	77.2
China Domestic Hot Rolled Steel (CNY/MT)	5900.0	(0.2)	1.4	6.9	7.3	31.1	52.1
China Domestic Cold Rolled Steel (CNY/MT)	6400.0	(0.6)	1.1	4.6	7.2	16.4	50.2
Peninsular Malaysian Palm Oil (MYR/MT)	4314.0	1.5	7.7	22.9	3.8	19.6	63.7
Sugar M30 (Rs./quintal)	3161.0	0.0	0.0	(4.4)	(5.0)	(1.7)	(8.4)
China Vinyl Acetate (CNY/MT)	10200.0	0.0	(5.6)	(19.7)	(22.7)	13.3	85.5

NIFTY 500

Top 10 Gainer			Top 10 Loser		
Company	Price (Rs.)	Change (%)	Company	Price (Rs.)	Change (%)
ACC	2308.85	7.3%	DCMSHRIRAM	963.05	-8.5%
JKLAKSHMI	701.45	6.3%	ALOKINDS	25.4	-7.5%
ASIANPAINT	3159.05	5.9%	JMFINANCIL	102.15	-6.8%
BIRLACORPN	1414.55	5.9%	ANGELBRKG	1272.05	-6.3%
SHILPAMED	661.75	5.3%	JKPAPER	210.65	-5.6%
APLAPOLLO	1609.25	5.1%	WELSPUNIND	125.85	-5.3%
AMBUJACEM	404.45	4.6%	IOB	23.35	-5.3%
CUJGASLTD	710.6	3.8%	INDIGO	1673.95	-5.2%
BERGEPAIN	864.95	3.5%	TRITURBINE	124.85	-5.2%
TCIEXP	1644.35	3.4%	EQUITAS	121.55	-5.1%

FII/FPI & DII TRADING ACTIVITY

	20/07/2021	19/07/2021	16/07/2021	15/07/2021	14/07/2021	13/07/2021
FII	-2834.96	-2198.71	-466.3	-264.77	-1303.95	113.83
DII	873.14	1047.66	666.07	439.41	1335.91	344.19

DERIVATIVE REPORT

- Nifty declined by 0.76% with Nifty future added 5.21 lakh shares in open interest and stock future shaded 29.4 Lakh shares in open interest.
- Nifty PCR decreased to 0.81 from 0.88
- Total Nifty Calls added 111.0 lakh shares in open interest.
- Total Nifty Puts added 24.6 lakh shares in open interest.
- Maximum open interest (Nifty) in Calls for Apr series is at 16000 and 15000 put.
- FII's sold net Rs. 2834.96 Cr(provisional), while DIIs bought net Rs. 873.14 Cr in cash market.
- FII bought net Rs. 4453.56 Cr in F&O
- Securities in Ban Period:
-CADILAHC, CANBK, IBULHSGFIN,
NATIONALUM, NMDC, SUNTV

NIFTY TRACKER

Particulars	20/07/2021	19/07/2021	16/07/2021	15/07/2021
Spot	15632.1	15752.4	15923.4	15924.2
% Change in Spot	-0.76%	-1.07%	-0.01%	0.44%
Nifty(FUT) July	15637.2	15752.4	15936	15937.3
Nifty(FUT) July Vol.	178075	167042	80224	96892
Nifty(FUT) July - OI	9452750	9082150	9457250	9766000
Nifty(FUT) Aug	15686.25	15804.05	15978.05	15972.15
Nifty(FUT) Aug Vol.	20230	14779	6374	7716
Nifty(FUT) Aug - OI	1136700	996400	878450	828250

TRADE STATISTICS FOR 20.07.2021

Particulars	No. of Contracts	Turnover (Rs. Cr.)	Put Call Ratio
NSE Index Futures	375120	30805	-
NSE Stock Futures	829511	67065	-
NSE Index Options	55623208	5352530	-
NSE Stock Options	3013225	255081	0.4
NSE F&O Total Turnover	59841064	5,705,481	0.9
NSE Cash Turnover	-	64,212.93	
BSE Cash Turnover	-	6,558.00	
Total Turnover	-	5776252	-

FII CORNER (F&O)

FII NET BUYING/SELLING & CHANGE IN OPEN INTEREST (Cr. Rupee)						
Particulars	20/07/2021		19/07/2021		16/07/2021	
	Net Buying /Selling	Change In Open interest	Net Buying /Selling	Change In Open interest	Net Buying /Selling	Change In Open interest
Index Future	-1785	818	-2069	-1160	-1109	115
Index option	6924	12829	-2676	12803	922	20791
Stock Future	-365	-890	-808	-1628	501	224
Stock option	-320	-804	-376	945	-80	407
Total	4454	11952	-5929	10959	234	21537

MARKET OPEN INTEREST

Addition/Reduction in Market Open Interest					
Contracts	20/07/2021	19/07/2021	16/07/2021	15/07/2021	14/07/2021
Index Futures	1497	-251	-82	1099	449
Index Options	-2615	-968	1828	1958	1102
Stock Futures	29827	76849	-121526	30295	20030
Stock Options	303	3072	1742	2329	3659
F&O Total	29012	78701	-118038.69	35680.5	25239.03

Increase in OI with Increase in Price (Long Buildup)					
Symbol	Prev OI	Curr OI	CMP	Pr.Chg (%)	OI Chg (%)
ACC	3,857,500	4,683,500	2,309.80	6.79%	21.41%
ASIANPAINT	4,028,700	4,750,500	3,157	5.67%	17.92%
GUJGASLTD	1,745,000	2,021,250	713.1	3.97%	15.83%
MPHASIS	674,700	780,975	2,377.65	1.20%	15.75%
BERGEPAIN	3,113,000	3,394,600	864	3.15%	9.05%

Increase in OI with Decrease in Price (Short Buildup)					
Symbol	Prev OI	Curr OI	CMP	Pr.Chg (%)	OI Chg (%)
RAMCOCEM	1,867,450	2,115,650	1,105.20	-0.91%	13.29%
TVSMOTOR	5,689,600	6,402,200	582.6	-3.10%	12.52%
TATAPOWER	131,253,750	143,370,000	121.85	-3.18%	9.23%
CHOLAFIN	10,150,000	11,058,750	493.2	-2.52%	8.95%
BANDHANBNK	19,099,800	20,651,400	301.6	-1.93%	8.12%

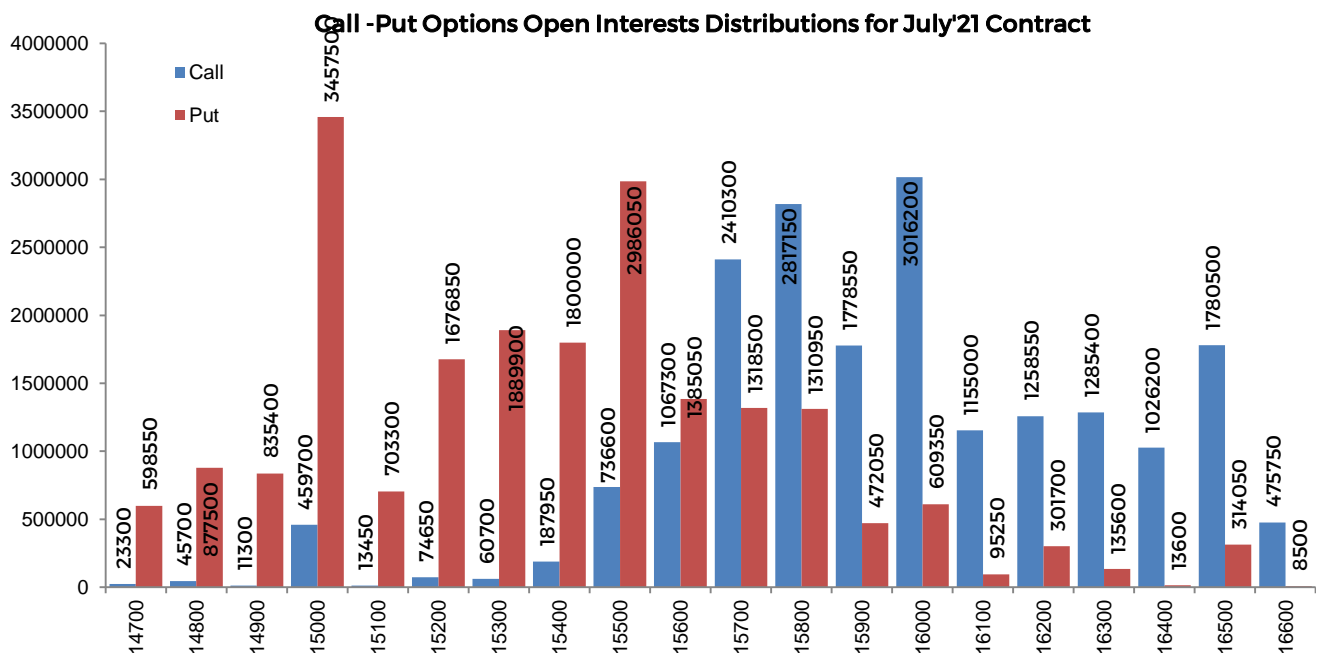
NIFTY OPTION OPEN INTEREST STATISTICS

HIGHEST ADDITIONS

Expiry	Strike	Option Type	Settlement Price	Volume	Open Interest	Change In OI
22-Jul-21	15700	CE	28.6	1502542	5427675	3967875
22-Jul-21	15650	CE	49.95	812803	2007000	1791600
22-Jul-21	15600	CE	80.35	817015	1745850	1488000
29-Jul-21	15700	CE	94.15	242560	2410300	1367100
22-Jul-21	15750	CE	15.8	705345	2863350	1276650
22-Jul-21	17000	CE	1.75	93231	2838300	953100
29-Jul-21	15600	CE	146.05	146797	1067300	817050
22-Jul-21	15500	PE	12.9	1048777	3503325	671250
22-Jul-21	15400	PE	5.05	484498	1982175	656325
29-Jul-21	15800	CE	56.5	197428	2817150	619800

HIGHEST REDUCTIONS

Expiry	Strike	Option Type	Settlement Price	Volume	Open Interest	Change In OI
22-Jul-21	15700	PE	83.1	1008968	1575300	-1401075
22-Jul-21	16500	CE	2.1	257986	3786225	-888975
22-Jul-21	16000	CE	3.55	534253	4202025	-886200
22-Jul-21	15950	CE	4	320119	2129325	-819300
22-Jul-21	16150	CE	2.85	86147	776325	-695850
22-Jul-21	15750	PE	119.95	217967	552300	-629025
22-Jul-21	15800	PE	162.3	283475	1647600	-613650
22-Jul-21	16400	CE	2.15	94764	1443675	-557475
29-Jul-21	15800	PE	213.15	74651	1310950	-548950
22-Jul-21	15900	CE	4.85	752633	4485675	-499350



STOCK OPTION OPEN INTEREST STATISTICS

HIGHEST ADDITIONS

Symbol	Expiry	Strike	Option Type	Settl. Price	Volume	Open Interest	Change in OI
IDEA	29-Jul-21	10	CE	0.15	708	109550000	11270000
IDEA	26-Aug-21	9	CE	0.85	116	11620000	5390000
IDEA	29-Jul-21	11	CE	0.1	185	72240000	4480000
BANKBARODA	29-Jul-21	80	CE	1.5	1925	8716500	3276000
ONGC	29-Jul-21	115	CE	1.15	2378	5274500	2387000
ITC	26-Aug-21	220	CE	3.85	2050	6614400	2307200
IDEA	26-Aug-21	9	PE	0.75	55	10150000	2170000
IDFCFIRSTB	29-Jul-21	52	CE	0.95	1023	3220500	2156500
TATAPOWER	29-Jul-21	130	CE	1.3	10627	32346000	2119500
ITC	26-Aug-21	210	CE	6.5	1749	6233600	1737600

HIGHEST REDUCTIONS

Symbol	Expiry	Strike	Option Type	Settl. Price	Volume	Open Int.	Change in OI
ITC	29-Jul-21	210	CE	1.75	15212	27456000	-2716800
VEDL	29-Jul-21	280	CE	0.75	2124	3069000	-2492400
GMRINFRA	29-Jul-21	30	PE	1.3	369	5445000	-2430000
IDEA	29-Jul-21	12	CE	0.05	157	69160000	-2030000
IDFCFIRSTB	29-Jul-21	60	CE	0.15	936	23503000	-2004500
GMRINFRA	29-Jul-21	32	PE	2.95	101	2947500	-1912500
GMRINFRA	29-Jul-21	37	CE	0.1	179	4860000	-1777500
BANKBARODA	29-Jul-21	90	CE	0.3	1681	21340800	-1638000
NTPC	29-Jul-21	120	PE	2.2	689	1322400	-1436400
ONGC	29-Jul-21	125	CE	0.25	538	20043100	-1278200

CONCALL HIGHLIGHTS

Asian Paints Ltd.

- The 2nd wave started from March and gone through the 1QFY22 and impact started in April and it busted in May where entire country started lockdown again.
- In the month April company has reported good volume and sales growth.
- To sum up the month of April and June the demand and sales growth was good.
- In FY21, April month was subdued.
- Q1FY22 was not so great for the company. There has been 95% value growth over the corresponding quarter.
- Company has been maintaining very good volume growth for last several years.
- Company witnessed very strong inflationary trend.
- Company has overall increased price by 3% of its products to mitigate the effect of inflationary trend.
- Gross margin during the quarter fallen to 39.6%. Company is expecting of softening of raw material prices in coming quarters, thus expecting the margin will be intact going ahead.
- In Q1 metros have grown much faster than smaller towns unlikely in first wave when the demand from smaller towns was strong.
- South markets were really impacted strongly especially Karnataka, Kerala & AP. West Bengal market got impacted because of election.
- Product mix economy and luxury products led the growth during the quarter.
- Water proofing category is performing well across the season. In this quarter company has launched the products.
- Company has dedicated R&D team which support the company in its growth journey.

CONCALL HIGHLIGHTS

Asian Paints Ltd.

- Company is enhancing its reach by adding dealers and introducing new tinting machines.
- Company has forayed in designer tiles and company has launched tiles in the market. Company is entering into home decorative market.
- Company has launched sanitization program which is very essential for the home. Company will take forward
- Company' international business has done good on topline perspective.
- Demand outlook is quite positive. North West there has been little bit worry because of rising delta variant.
- Overall monsoon is good so far, hence it will support to revive the demand.
- The whole area of patent indicate the technology platform of the company. There are lot of patents in industrial technology and patent will help in protecting the technology.
- The whole area of patent in decorative and industrial will hedge the company's technology.
- In Q1 both economy and luxury have done quite well and such concern is there in these segments.
- Overall capacity has increased from last year and currently in June the utilization was 72-75%.
- It is very difficult to quantify to share of unorganized players and organized players. Unorganized players did well based on their specific regions mean regional unorganized players have done well.
- However, on pan India basis the unorganized players have suffered.
- Company is focusing on up gradation on emulsion segment. Company also witnessed uptick in luxury segment.
- In the covid-19 pandemic the consumption pattern has disrupted.

CONCALL HIGHLIGHTS

Bajaj Finance Ltd.

- The business transformation is on track and phase 1 expected to go live in Oct'21, continue to remain in business relatively aggressively
- yoy numbers not comparable, last year was a complete lockdown till May, this year in parts. Last year there was EMI moratorium, this year there has been no moratorium
- Core growth in Q4 was Rs 9500 cr, this year Rs 4900 cr mainly because of B2B business dialing down
- Normally B2B business goes up sequentially by 5000 cr, have been most impacted both urban and rural
- Added 50 locations in Q1 where there is no bank, company is focused on financial inclusion and plans for 50 another branches
- 25 standalone gold loan branches:13 in Jaipur, 12 in Vizag; company going bigger on gold loans
- 25 dedicated branches for FDs
- Interest income reversal at Rs 451 cr in Q1FY22
- Cost of funds came down at 7.11% and would lower down further. Co. has dialed down liquidity buffer to Rs. 8500 cr. There is very low CP at ~Rs 1500 cr and would be further lowered to 8-9% of balance sheet
- Opex to normalize at 33% stabilize by Q4; actions in Q1 save Rs 200 cr
- Loan losses in Q1 at Rs 1750 cr, higher yoy as co. was unable to collect from ECS standpoint
- Excluding auto finance, GNPA and NNPA have improved
- AF business GNPA increased from Rs 1200 cr to 2426 cr, other line of business movement was just Rs 800 cr
- BHFL run rate of 40-50,000 customers per month, hopes to address to 75-90,000 customers
- On track to service 5 mn customers in wallet business, onboarded 3.2mn customers
- 2 licenses to apply for payment aggregator and Bharat Billpay Operating Unit (BBPOU) license.
- In auto finance, the bigger stress is in the 3W which is severely impacted, the reason co. didn't see pressure last year was because of moratorium. Out of Rs 11,500 cr book, Rs 4000 cr constitutes of 3W loans

CONCALL HIGHLIGHTS

Bajaj Finance Ltd.

- Flexi loans were converted into B2C, SME and mortgages and the company is one year into it
- No flexi loans down in Q1FY22
- Continue to acquire EMI cards and presently at 24 mn in Q1FY22 vs 21.5 mn in Q1FY21
- Retail EMI card spent business has been capped at 50,000 accounts from 150,000 before. Co. is transforming the business. Ticket size in the business used to be Rs 9000-10,000 per account, co. has taken a decision that unless spent is Rs 14-15,000 per ticket, there is not much sense.
- Write off Rs 950 cr, balance is provision
- Request for OTR has been very small in 2.0 than 1.0, bounce rates have also gone down, if that would have been higher than OTR would have been higher.
- PCR has gone down as customer moved from stage 2 to stage 3 and being early delinquencies in stage 3
- Could have spent 150 rupees per client account for onboarding a client in wallet business. Large part of the frame is built on voucher management infrastructure that generates offers from retail ecosystem which would drive. On second usage a customer would get money dropped into wallet through various promotions. On an aggregate Bajaj Finance would end up spending Rs 75-100 per client in warming up the customer for wallet
- Aim for 150,000 accounts by Oct-Nov from E-store. Omni channel phase is about integrating online-offline route
- Phase one merchant app will go live in January and partner one app aggregating the whole process, expected to go live by Feb-March
- Wallet customers added are all existing and no new customers, co. doesn't require external. 70% customers are from point of sale (POS) and 30% from home.
- OTR majority is in mortgages, sales finance business
- The payment aggregator would encompass UPI, PPI, credit card and EMI card and rewards. Co. has 50 mn customers and fully KYC has been done and co. doesn't have a customer acquisition problem and can be done at the POS itself
- Mix of NNPA has changed and 74% of that is secured, PCR is thus adequate



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