

Street upbeat on telcos despite tariff hike delay

Rising data usage to aid ARPUs; tariff may be increased in FY22

NIKITA VASHISHT
New Delhi, 26 March

A delay in expected tariff hikes by Bharti Airtel, Vodafone Idea (Vi), and Reliance Jio has not turned analysts cautious on the sector. On the contrary, the underperformance of Airtel and Vi relative to the Sensex and BSE Telecom indices on a year-to-date (YTD) basis, can be used as an opportunity to enter these stocks from a long-term perspective, they say.

Thus far in CY21, Airtel has risen 2.6 per cent on the BSE, while Vi has declined 14.4 per cent. RIL's stock that is now seen by analysts as a play both on telecom and oil has risen 0.5 per cent. In comparison, the Sensex and BSE Telecom have risen 3 per cent and 2.9 per cent, respectively.

Calling telecom a Covid-resistant sector, Ambareesh Baliga, an independent market analyst, said: "While potential increase in average revenue per user (ARPU) remains a key trigger for Vi, correction from recent highs makes Airtel attractive. Therefore, Vi investors can stay put for now, new investors can put in money in Airtel," he says.

Tariff hike delayed

The impasse on tariff floor pricing, indirect impact of inflation, and fear of a possible subscriber churn due to any sudden tariff hike aggravating the financial stress in the sector, are among the reasons for telcos refraining from hiking tariffs, analysts say.

Yet, Vi hiked prices of two entry-level postpaid plans priced at ₹598 to ₹649, and from ₹749 to ₹799 early this week. However, the 5-7 per cent hikes in postpaid plans will help Vi's revenue by 1 per cent since the hikes are in a few select plans, notes CLSA.

Unlike the other two, its weak balance sheet is pushing Vi to hike tariffs, analysts say, and this may put it to some risk of losing subscribers.

Data released by the Telecom



GAUGING THE SIGNAL					
VODAFONE IDEA	Q4FY20	Q4FY21E	FY20	FY21E	FY22E
ARPU (₹)	121	109	113	117	122
Net profit (₹ Cr)	-7,345	-6,229	-48,233	-27,986	-16,793
BHARTI AIRTEL					
ARPU (₹)	149	139	134	158	172
Net profit (₹ Cr)	-334	1,880	-6,532	-6,902	5,981
RELIANCE JIO					
ARPU (₹)	131	NA	NA	146	165
Net profit (₹ Cr)	2331	NA	5,562	12,695	21,892

Source Bloomberg; Compiled by BS Research Bureau

Regulatory Authority of India (Trai) showed that Vi's gross subscribers additions turned positive for the first time in 14 months in January, with 1.7 million additions (to 286 million subscribers), while the monthly decline in active subscribers slowed to 0.3 million, compared with a loss of 1.5 million in December. However, the firm later flagged an "inadvertent error" in the subscriber data, which is being examined by Trai.

Airtel, on the other hand, added 6.9 million active subscribers, taking its tally to 336 million. It commands a market share of 29.6 per cent. Analysts at Emkay Global say strong data subscriber additions in Q3 and sustained momentum in Q4 should continue to improve Airtel's revenue mix and support ARPU improvement even without a tariff hike.

Jio, meanwhile, has a market share of 35.5 per cent after it added 2 million subscribers on a gross basis (active subscribers were down by 3.5 million) in January.

Jefferies thinks hefty spends in the recent 4G spectrum auction has also pushed back tariff hike.

Jio's ₹57,100-crore spend on spec-

trum and Airtel's approach of acquiring more spectrum in weaker markets do not bode well for the tariff environment, it said in a March 8 report.

Nonetheless, analysts expect the three telcos to raise tariffs in the coming quarters, which would strengthen the case for the sector. In this backdrop and amid expectations of growing revenues and usage, most analysts appear positive on the sector.

JM Financial opines that Jio would hike tariffs, likely by end FY22, once its subscriber base reaches 500 million supported by successful traction in the new Jiophone offer and the impending smartphone launch.

Others like India Ratings maintain a 'stable outlook' for now. It believes the sector is structurally moving towards a higher-ARPU regime, even without tariff hikes, on the back of increased data usage and rise in proportion of higher ARPU data customers in the overall subscriber mix.

"Growth in ARPU offers opportunities for all three players. With tariff hikes and rising 4G data, the sector's revenue may reach \$32 billion by CY23 compared with the current \$23 billion," a CLSA report said.

Shun stocks with poor fundamentals

SANJAY KUMAR SINGH

The equity market has turned volatile in recent days after a near-unidirectional rally that lasted about a year. The resolve of a large number of retail investors, who have chosen to participate in equities directly — demat accounts have risen by 12.37 million from March 2020 to February 2021 — will be tested in the coming days.

An inevitable consolidation

The primary reason for the current bout of volatility is that markets can't keep running up forever. "The markets had moved up very rapidly," says Aashish P Sommaiya, CEO of White Oak Capital Management. Some degree of consolidation is inevitable after such a run-up.

Rising bond yields in the US and Indian markets are affecting equities. "Corporates' cost of capital will rise. Also, higher interest rates in the US could cause foreign portfolio investor flows to slow or even reverse," says Ankur Kapur, managing partner, Plutus Capital, a Sebi-registered investment advisory firm.

Besides, soaring Covid cases have led to fears of localised lockdowns, which could hamper economic activity.

"With the markets turning expensive, many investors

have decided to book profits," says Vivek Bajaj, co-founder of StockEdge.

Monitor corporate earnings

Markets could remain volatile for some time. "Corporate results have surprised positively over the past two quarters. Much will depend on whether this improvement sustains over the next two quarters," says Sommaiya. If bond yields rise sharply, they could create cost pressures for corporates. How rapidly the vaccination progresses and the second wave is contained will also determine sentiment.

Stick to quality

Retail investors need to realise



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they have enjoyed a hefty dose of beginner's luck.

"Investors should not mistake luck for skill. The timing of their entry into the markets after the lockdown began was very good.

They bought at inordinately cheap levels and stocks moved up thereafter. But they will need real skill now," says Sommaiya. He suggests investors should invest part of their portfolio directly to garner experience, but should combine it with investments in mutual funds.

Those who decide to invest directly should stick to quality names. "Go with companies

HIGH VALUATIONS HAVE PROMPTED PROFIT-BOOKING

Current valuations exceed long-term averages in most market-cap segments

P/E ratio	Current	5-year avg	10-year avg
Nifty50	34.56	24.13	20.75
NIFTY MidCap 100	77.92	38.68	27.38
NIFTY SmallCap 100	39.18	91.45	61.70

P/BV

Nifty50	3.47	2.86	2.74
NIFTY MidCap 100	2.78	2.20	1.96
NIFTY SmallCap 100	2.85	1.60	1.37

Avg = average; These are 12-month trailing ratios; P/E: price to earnings; P/BV: price to book value; Compiled by BS Research Bureau Source: Bloomberg

that have given return on capital employed (RoCE) of at least 15 per cent consistently for 10 years or more. Revenue growth should have beaten inflation each year over this period, and the company should have zero debt," says Kapur.

He says investors may pay a high valuation for consistent compounders, but should counter it with a long investment horizon. Investing in quality names will also give investors the confidence to hold on to them if the correction deepens.

Investors with a long horizon should just ride out any interim volatility. "Invest in names whose business models won't get disrupted over the next five years, and stagger

your purchases," says S G Raja Sekharan, lecturer on wealth management at Bengaluru's Christ University.

Instead of worrying about the direction of the overall market, focus on the prospects of the stocks you have picked, and on business performance rather than stock price movement. Sommaiya suggests sticking to sectors you understand. Bajaj warns against over-leveraged bets that can magnify losses. He also favours cutting your losses in poor picks. Finally, he says, long-term investors should not look at stock prices every day. "Fundamentals-driven investors need to tune out the noise so they can invest methodically," says Bajaj.

Wabco, Den OFS fully subscribed; Hathway 40%

SAMIE MODAK

Mumbai, 26 March

The share sale by promoters in Wabco India saw 3x the demand as compared to the number of shares on offer, with Reliance Industries-led Den Networks and Hathway Cable seeing subscription of 1.06x and 0.4x, respectively.

All three offers for sale (OFS) were launched by promoters who intend to comply with the 25 per cent minimum public sharehold-

ing norms.

At present, the promoter holding in all three companies is far in excess of 75 per cent — the maximum threshold permitted. Wabco's OFS closed on Friday, while those of Den and Hathway will close on Tuesday.

Wabco had set the base price of ₹5,450 for the OFS.

However, most of the bids came in at ₹6,067. Shares of Wabco on Friday ended at ₹6,240, up 10.6 per cent.

Bids in the Den and Hathway

SHARE OF THE PIE

	Shares on offer (mn)	Bids received (mn)	No. of times (x)	Issue size (₹ cr)	Promoter holding (%)**	Floor price (₹)	Last close (₹)
Wabco	2.4	7.3	3.02	1,310	93.11	5,450	6,373
Den*	55.5	58.9	1.06	269	86.53	48.5	51.5
Hathway*	338.0	133.1	0.39	853	94.09	25.3	25.7

Note: Data as of 4pm; *10% shares reserved for retail investors to be auctioned on Tuesday **At the end of Dec 2020 Source: BSE

OFS came close to their base price of ₹48.5 and ₹25.3, respectively.

Shares of both companies plunged in secondary market

trading. The Den stock closed at ₹50, down 8 per cent, while Hathway shares fell 10.5 per cent to end at ₹25.6.

THE TELANGANA STATE DAIRY DEVELOPMENT CO-OPERATIVE FEDERATION LIMITED, VUJAYA BHAVAN, LAALAPET, HYDERABAD-500 017

Tender Notice

Tender Notice No.241,18-1 & 18-II/E/ETSDDCF/2021(2nd Call) Dt.26.03.2021

The tenders are invited for the following work,

1. Establishment of bulk milk cooling unit of 3 Kl and 25 KVA DG Set along with ancillary items in Kalleeda Village of Panvathagiri Cluster in Warangal Rural District
2. Internal & External Electrification for central laboratory MPF, Hyderabad
3. Supply, Installation of Packaged Air conditioning for central laboratory at MPF, Hyderabad.

Schedules closed on **05.04.2021 by 03.00 PM**. For Further detail visit <https://tender.telangana.gov.in> & further enquiry contact EE in HO. **Ph.9391841211** during office hours.

DIPR No. 1633-PP/CL-AGENCY/ADVT/1/2020-21

Sd/- Executive Engineer (Civil)

KWALITY LIMITED (IN LIQUIDATION)

CIN No. L74899DL1992PLC255519

Registered Office: KDIL House, F-82, Shivaji Place, Rajouri Garden, New Delhi West, Delhi - 110027, India

PUBLIC ANNOUNCEMENT

(under Regulation 31 of the Insolvency and Bankruptcy Board of India (Liquidation Process) Regulation, 2016)

NOTICE is hereby given by the Liquidator of Kwaliti Ltd (In Liquidation), under regulation 31 (2) of the Insolvency and Bankruptcy Board of India (Liquidation Process) Regulations, 2016, that a List of Stakeholders has been filed with the **Hon'ble National Company Law Tribunal, New Delhi Bench-III** on **26 March 2021**.

Pursuant to regulation 31(5), the List of Stakeholders shall be available for inspection to the persons who have submitted the proof of claims and to the Members, Directors and Guarantors of the Corporate Debtor and the same shall be updated at regular interval on the below mentioned link.

Link: <https://www.kwaliti.com/Liquidation-Process>

Interested stakeholders may please get in touch with the Liquidator at liquidator.kwaliticlaims@in.ey.com

Sd/- Shailendra Ajmera Liquidator

Date: 27.03.2021

Place: New Delhi

Anjani Portland Cement Limited

CIN: L26942MH1983PLC265166

Regd. Office: A-610, Kanakia Wall Street, 6th Floor, Andheri-Kurla Road, Chakala Junction, Andheri (East), Mumbai-400093 Website: www.anjanacement.com

Tel No : +91 22 62396051/62396070, Email id: secretarial@anjanacement.com

NOTICE OF POSTAL BALLOT TO THE MEMBERS

Members of the Company are hereby informed that the Company has on 26th March, 2021 completed the dispatch of Notice pursuant to Section 110 read with Section 108 of the Companies Act, 2013 (the Act) and the Companies (Management and Administration) Rules 2014 along with Postal Ballot Form ("Form") and self-addressed, postage pre-paid envelope to the members whose email ids are not registered and sent email to the members whose email-ids are registered with the Depositories/Company for the approval by postal ballot including e-voting by electronic means.

The Notice has been sent to all the Members/Beneficiaries, whose names appeared on the Register of Members/Record of Depositories as on the cutoff date viz 19th March, 2021. Voting Rights shall be reckoned on the paid-up value of shares registered in the name of the Member(s) as on that date. A person who is not a member as on the cutoff date should treat this notice for information purpose only.

The Notice along with instructions for voting is also available on the Company's website at www.anjanacement.com and also on website of KFIN Technologies Private Limited at <http://evoting.kfintech.com>. In case of non-receipt of Postal Ballot Form/Notice, the members may request KFIN Technologies Private Limited, Registrars and Share Transfer Agent of the Company at their e-mail id at einward.ris@kfintech.com or evoting@kfintech.com for obtaining duplicate form or contact the undersigned at the address/email id given below.

As required, the Company is also offering facility to the members to exercise their right to vote on the business contained in the postal ballot notice by e-voting, through platform provide by KFIN Technologies Private Limited. The member can opt for only one mode of voting i.e., either by physical postal ballot form or through e-voting.

The voting period, both through physical postal ballot form and through e-voting, shall commence on 30th March, 2021 at 9.00 AM (IST) and shall end on 28th April, 2021 at 5.00 PM (IST). Any Postal Ballot Form received from the member after 28th April, 2021 (5.00 P.M.) (IST) will not be valid and voting whether by post or by electronic means shall not be allowed beyond the said date.

The results of the postal ballot and e-voting will be declared/announced on Friday, April 30, 2021 at the Registered Office of the Company before the close of business hours and will be limited to BSE Limited, The National Stock Exchange of India Limited and will also be placed on the Company's website at www.anjanacement.com and on the website of KFIN Technologies Private Limited (<http://evoting.kfintech.com>) along with Scrutinizer report for information of the members.

In case of any query/grievance relating to e-voting members may contact at the following address: Mr. V. Raghu, KFIN Technologies Private Limited, Unit: Anjani Portland Cement Limited, Selenium Tower B, Plot 31-32, Gachibowli, Financial District, Nanakramguda, Hyderabad - 500032. Tel Nos. (040) 67161606/1776, Email Address: evoting@kfintech.com.

The members may also write to the Company Secretary at secretarial@anjanacement.com or contact +91 22 62396051/70 for queries/grievances in respect of voting.

By order of the Board For Anjani Portland Cement Limited

V. Palaniappan Director

Place: Mumbai Date: 26-03-2021

K I C METALS LIMITED

CIN: L01409WB1986PLC041169

Regd. Office: "Sir RNM House" 3B, Lal Bazar Street, 4th Floor, Room No. 2, Kolkata-700 001

Tel.: +91-33-2210 3301;

Fax: +91-33-4001-9636

E-mail id: info@kicmetals.com;

Website: www.kicmetals.com

NOTICE

NOTICE is hereby given pursuant to Regulation 29 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, that a meeting of the Board of Directors of the Company will be held at the Registered Office at "Sir RNM House", 3B, Lal Bazar Street, 4th Floor, Room No. 2, Kolkata 700 001 on Tuesday, March 30, 2021 to inter alia, consider and discuss Corporate Social Responsibility activities of the Company.

This notice is also available on Company's website www.kicmetals.com and the website of the Stock Exchange, www.bseindia.com

For K I C Metals Ltd. Sd/- Company Secretary Ruchika Fogla

Date: 26.03.2021 Place: Kolkata

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No Air Surcharge

 Reliance Industries Limited Growth is Life		Sr. No.	Folio No.	Name / Joint Names	Shares	Certificate Nos. From - To	Distinctive Nos. From - To					
Regd.office: 3rd Floor, Maker Chambers IV, 222, Nariman Point, Mumbai - 400 021. Phone: 022-3555 5000, Email: investorrelations@ril.com CIN: L17110MH1973PLC019786												
NOTICE												
NOTICE is hereby given that the following certificate(s) issued by the Company are stated to have been lost or misplaced and Registered Holders thereof have applied for the issue of duplicate certificate(s).												
Sr. No.	Folio No.	Name / Joint Names	Shares	Certificate Nos. From - To	Distinctive Nos. From - To							
1	24706338	Ajay Arora	20	3551368-368	54236659-678	29	80328796	Pratibha Ramesh Patel	50	51623473-473	1185026099-148	
			5	12335118-118	255625577-581							
			25	50960145-145	1166250478-502							
			50	62233413-413	2187336979-028							
			100	66430350-350	6855513249-348							
2	125113004 106090745	Ajay Kumar Dutta Anand Poddar	63	57573639-639	1596205438-500	30	12459939	R Gupta Ravi Gupta	2	6676034-034	139723435-436	
			63	57929082-082	1606748342-404							
			63	62589833-833	2217415437-499							
			126	66874354-354	6893849323-448							
			90	66899740-740	6895673396-485							
4	101428012 5107827016	Arjun Prasad Bibhuti Bhushan Arun Pathak	18	57610150-150	1597263254-271	31	102419289	Rahul Panwar Rajan Bijani	50	57219778-778	38192973-022	
			18	61881081-081	2180951561-578							
			36	66488081-081	680160479-514							
			20	59635895-896	29248714-733							
			20	5963897-897	1156422560-579							
6	84806340	Ashok Chandulal Shah Jayesh Chandulal Shah	40	5963898-898	2205509843-882	32	24385744	Ramesh Bangera Sarabjit Singh Baljit Singh Saroj Rani Jain	20	4577176-176	7475281-838	
			80	5963899-899	6878284184-263							
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			75	5963902-903	1179051861-395							
			150	5963904-904	2205547004-153							
7	107513879	Ashok Kumar Lal	300	5963905-905	6878321393-692	33	27183841	Ramakrishna T	14	12795060-060	257656194-207	
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			63	62456744-744	22077250282-344							
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			60	66754389-389	680130550-609							
8	74908691 127958052	Awadhesh Kumar Jain Bhagbat Bhuiya Subhra Bhuiya	18	57939809-809	1607046705-722	39	28654201	Simanti Bagchi	35	12994870-870	261271657-691	
			18	59526626-626	2184597262-279							
			36	66871912-912	6893660567-620							
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			500	66846118-118	6891573865-346							
10	9557873	C A Mohammed Kunhi	50	62652779-779	2223337390-439	40	28693770	Sunando Bandopadhyay Krishna Banerjee	20	3637881-881	1956691-938	
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18	50824756	Meena Mihani Shri Chand Mihani	20	50923102-102	1165415444-643	45	12479326	Kewal Krishnan Gupta Baij Nath Gupta	4	5438888-888	88604147-150	
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22	50043142	Mr.Tanaji Bhaguram Sakpal Mrs Vasundhara Tanaji Sakpal	40	62457053-053	2207271820-859	46	50200426	Vijayakumar Verma	170	66442674-674	6856789430-599	
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23	50043151	Mrs Vasundhara Tanaji Sakpal	40	53361994-995	1248982355-394	47	50200426	Vijayakumar Verma	170	66442674-674	6856789430-599	
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29	71011185	Narendra Kumar Sinha Meera Sinha	175	54001768-771	1269332114-288	53	50200426	Vijayakumar Verma	170	66442674-674	6856789430-599	
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