

Analysts expect P&G Hygiene to outperform in near term

Brokerages have upgraded the stock on expectations of double-digit growth for the firm

RAM PRASAD SAHU & YASH UPADHYAYA
Mumbai, 19 February

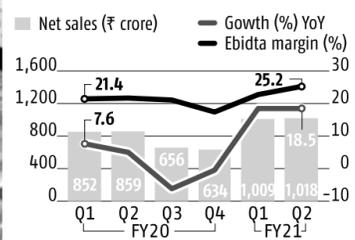
Shares of Procter & Gamble Hygiene and Health Care (P&G) have risen 14 per cent so far this month on the back of strong performance in the December quarter. The company reported an 18.5 per cent increase in net sales, compared with a year ago, taking its revenues to ₹1,018 crore. This is the second consecutive quarter of 18 per cent plus sales growth (see table/chart).

The sales growth was better than the aggregate sales uptick of about 11 per cent reported by fast-moving consumer goods (FMCG) companies. While sector revenues were led by festive sales, pent-up demand, and rural recovery, the company highlighted strong retail execution, product portfolio and market recovery as reasons for the higher top line.

This is the third consecutive quarter of better-than-sector growth with both its key segments of feminine hygiene and healthcare posting double-digit growth. Increasing demand and new product launches across segments of Whisper, Vicks, and Old Spice bode well. The sector



BACK ON THE GROWTH TRACK



*Financial year is July 1 to June 30

MARGIN GAINS

	Q3 FY20	change % YoY
Sales (₹ cr)	1,018	18.5
Gross profit margin (%)	69.3	670 bps
Ebitda (₹ cr)	257	37.5
Ebitda margin (%)	25.2	350 bps
Net profit (₹ cr)	182	34

Source: Motilal Oswal Research

outperformance means the company is gaining market share across categories of hygiene as well as Vicks and its sub-segments of Vaporub, cough drops, and tablets.

Aided by product promotion in schools, lower pricing, and higher advertising, the company is expected to sustain double-digit growth in the near to medium term.

The strong top line performance aided profitability expansion. While the gross margins came in higher than estimates at 69 per cent up 670 basis points (bps) year-on-year (YoY), operating profit margins were up 350 bps

to 25.2 per cent. Though advertising spends and employee costs were down as a percentage of sales, a sharp rise in other expenses offset the gains at the gross profit level. Adjusted for one-time changes, net profit growth came in at an impressive 34 per cent.

Motilal Oswal Research has upgraded the stock to 'buy' from 'neutral' after the results. Its stand earlier was based on muted earnings growth in the past three years and expensive valuations. FY20 sales growth was also weak at 1.9 per cent YoY.

Krishnan Sambamoorthy of Motilal Oswal Research believes the

stock is a long-term bet, given the large category growth potential in the feminine hygiene segment, which accounts for about two-thirds of sales.

The company is also expected to gain further market share given the considerable moats it has built over the years that coupled with increasing premiumisation could lead to higher margins.

Given the rise in stock prices, P&G is trading at 46 times its FY23 earnings estimates. This is marginally lower than sector leader HUL's 48 times valuation. Analysts advise to await correction before buying the stock.

Reflation euphoria has dark side for emerging markets

Rising Treasury yields risk pulling the rug out from under the rally in emerging markets, denting one of the street's favorite trades of the year.

The prospect of a strong economic rebound and hefty U.S. stimulus has strategists at Goldman Sachs Group Inc. and money managers at Amundi lending their voices to the bull case in the developing world. But the rout in Treasuries that these forces have unleashed should keep investors on their guard, according to JPMorgan Chase & Co.

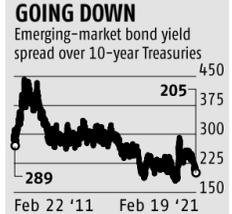
"If a particular allocation

across the risky markets spectrum should be low confidence this year, it is the EM overweight," JPMorgan's John Normand wrote in a note to clients on Wednesday.

The danger for this notoriously volatile asset class is that inflation in the U.S. is picking up again, and that's driving benchmark rates higher. If the selloff runs further it could force investors who piled into higher-yielding securities in the developing world to head for the exit, as the relative appeal of holding them wanes.

The 10-year Treasury

GOING DOWN



yield rose to the highest level in a year this week, as investors started to price in the full economic impact of a stimulus plan totaling as much as \$1.9 trillion. According to Sid

Mathur, head of Asia Pacific emerging markets research at BNP Paribas SA, the move could lead to quick repricing in emerging-market bonds as well.

For Goldman, "a sharp move higher in U.S. rates can drive sharp selloffs among highly-positioned high-yielding EM currencies on a tactical horizon," strategists led by Kamakshya Trivedi wrote in a note Wednesday. These "moves can retrace once the pace of the rate move moderates," they added.

Not everyone sees higher

Treasury yields as a headwind for emerging markets, pointing to the fact that capital flows tend to accelerate as the global economy expands, outweighing the negative impact of higher borrowing costs.

"Relative to other fixed income assets, EM local currency bonds are better placed to weather the storm," said Mark Baker, investment director for emerging-market debt in Hong Kong at Aberdeen Standard Investments, citing the relative cheapness of their currencies and attractive yield.

BLOOMBERG

Choose cash benefit plan, cut out-of-pocket spend

This is a supplement to and not a substitute for the regular hospitalisation cover

BINDISHA SARANG

ICICI Lombard General Insurance has partnered with Flipkart to offer customers Hospicash insurance, a fixed-benefit plan, generically known as a hospital cash plan.

Sanjeev Mantri, executive director, ICICI Lombard, says, "It is an affordable offering that can help customers meet their daily incidental expenses during hospitalisation."

A number of such plans are available, either as tie-ups with banks, via apps, or even as standalone policies. ICICI Lombard and PhonePe had launched the Hospital Daily Cash Benefit Policy last year, and many general and health insurers offer standalone policies.

How does it work?

These policies pay a fixed amount for each day of hospitalisation. Naval Goel, chief executive officer, PolicyX.com, says: "The payout depends on the daily allowance you choose at the time of purchase." The amount varies from one company to another. Digit Insurance, for instance, offers amounts ranging from ₹100-10,000, while Manipal Cigna offers ₹500-5,000.

The benefit is fixed when the policy is issued and does not change later. This amount is paid irrespective of the actual expenses you incur. This policy comes with a free-look period of 15 days. You can buy it as an individual plan or as a family floater.

Incidental expenses covered

The biggest advantage of such a plan is that it offers a blanket cover for additional expenses. This plan can take care of your extra bills even if you have a hospitalisation cover (the normal health insurance plan that reimburses hospitalisation expenses).

Pankaj Mathpal, founder, Optima Money Managers, says, "In the event of hospitalisation, you may have to incur some out-of-pocket expenses on food, conveyance, etc. The fixed benefit amount for each day of hospitalisation will take care of such incidental expenses." Supriya Rathi, whole-time director and principal officer, Anand Rathi Insurance Brokers, says, "It will compensate

AVAIL OF CONVALESCENCE BENEFIT

- You can get this benefit as part of the enhanced cash benefit plan
- Convalescence benefit, also known as recovery benefit, is an additional benefit payable on hospitalisation for 10 or more days
- A lump sum is handed out to the insured after hospitalisation
- It is usually 5-10 times the daily cash benefit
- It is available only once per insured person per policy year

the insured for loss of income due to sick leave. It will also compensate for the loss of income that family members suffer to take care of the sick." Mathpal adds that such covers are inexpensive. Some companies offer higher cash benefit if the insured is admitted to the intensive care unit.

These plans are also eligible for tax benefit. The premium paid for self, spouse, dependent children, and parents is eligible for deduction under Section 80(D) of the Income Tax Act.



Conditions apply

Make sure you read the policy wording. Some policies cover pre-existing diseases while others don't. Many need a minimum 24-hour hospitalisation. Most such policies can be bought by those aged between 20 and 55 years.

Only a few are open to senior citizens (and that too only till 65). They also come with a waiting period. There is also a ceiling on the number of hospitalisation days — usually 30, 60, 90, and sometimes 120 or 180 — for which the benefit is paid out. They also have exclusions that vary from one company to another.

Melvin Joseph, founder and chief financial planner, Finvin Financial Planners, says, "Buy a comprehensive health insurance policy first. This policy is not a replacement for the basic health insurance cover. If someone is uninsured, then he should go for such a policy as some cover is better than none."

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Online E-Auction Sale Of Asset

Kotak Mahindra Bank Limited

Registered Office: 27 Bldg, C-27, G-block, Bandra Kurla Complex, Bandra (e), Mumbai, Maharashtra, Pin Code-400 051
Branch Office: 2nd Floor, SCO 153-154-155 Sector-9C, Madhya Marg Chandigarh-160009

Sale Notice For Sale Of Immovable Properties

E-Auction Sale Notice For Sale Of Immovable Assets Under The Securitisation And Reconstruction Of Financial Assets And Enforcement Of Security Interest Act, 2002 under Rule 8(5) Read with rule 8 (6) Of The Security Interest (Enforcement) Rule, 2002.

FICCL has assigned the debt in favour of Kotak Mahindra Bank Limited vide Assignment Agreement dated 22.02.2018 and Notice Is Hereby Given To The Public In General And In Particular To The Borrower (S) And Guarantor (S) That The Below Described Immovable Property Mortgaged/Charged To The Secured Creditor, The Possession Of Which Has Been Taken By The Authorised Officer Of Kotak Mahindra Bank Ltd. On 09.11.2019 And, Will Be Sold On "As Is Where Is", "As Is What Is", And "Whatever There Is" On **23.03.2021** Between 12:00 Pm To 01:00 Pm With Unlimited Extension Of 5 Minutes, For Recovery Of Rs. 28,88,747.54 as of 21.2.2021 along with future Applicable Interest Till Realization, under the loan account no. 02882030000690, Due To The Kotak Mahindra Bank Ltd., Secured Creditor From **MR. HARCHAND SINGH S/O SH. GURBACHAN SINGH, MRS. PREET KAMAL W/O RAMANDEEP SINGH, AND RAMANDEEP SINGH S/O HARCHAND SINGH S/O SH. GURBACHAN SINGH**. The reserve price will be **Rs. 35,00,000.00** And The Earnest Money Deposit Will Be **Rs. 3,50,000.00** & Last Date Of Submission Of Bid With KYCs is **19.03.2021** Up To 7:00 PM. (Ist.)

Property Description: ALL THAT PIECE AND PARCEL OF PROPERTY BEARING HOUSE/LOT NO. 17-A, MEASURING 224 SQ. YDS. COMPRISED IN KHASRA NO. 413, KHATTA NO. 532/774, HADBAST NO. 157 AS PER THE JAWABANDI FOR THE YEAR 2001-02, SITUATED IN VILLAGE BAREVAL AWANA, ABADI KNOWN AS LODHI COLONY, TEHSILDAND DISTRICT LUHDIANA. **Property Bounded AS:- EAST-ROAD 30FT, WEST-NEIGHBOUR, NORTH- PLOTNO. 18, SOUTH- PLOTNO. 17**

The Borrower's Attention Is Invited To The Provisions Of Sub Section 8 Of Section 13, Of The Act, In Respect Of The Time Available, To Redeem The Secured Asset.Public in General and borrowers in particular please take notice that if in case auction scheduled herein fails for any reason whatsoever then secured creditor may enforce security interest by way of sale through private treaty. In case of any clarification/requirement regarding assets under sale, bidder may Contact **Mr. Rajender Dahiya (+91 8448264515), Mr. Akash Saxena (+91 8860001910), Mr. Ravinder Godara (+91 9983999074) and Mr. Neeraj (+91 8851064392)**. For detailed terms and conditions of the sale, please refer to the link <https://www.kotak.com/en/bank-auctions.html> provided in Kotak Mahindra Bank website i.e. www.kotak.com and/or on <https://kotakbank.auctiontiger.net>

Place : Ludhiana
Date : 20.02.2021

Authorised Officer
Kotak Mahindra Bank Limited

HIMACHAL PRADESH PUBLIC WORKS DEPARTMENT

NOTICE INVITING TENDER

Sealed items rate tender are hereby invited by the Executive Engineer Paonta (B&R) Division HP.PWD Paonta Sahib on behalf of Governor of HP from the approved/ eligible contractor registered in HPPWD for the work, so as to reach in this office on 10-03-2021 up to 10.30 AM and shall be opened on 10-03-2021 the same day at 11.00 A.M. in the presence of interested contractors or their authorized representative who may like to be present. The tender form can be had from this office against cash payment (non refundable) up to 4.00 PM on 04-03-2021 for which the applications should reach in this office up to 4.00 PM on 03-03-2020. The tender form will be issued to the contractor giving proof of registration as GST.

The earnest money in the shape of NSC / Time deposit account / Saving account in any of the Post Office in HP or FDR/CDR from nationalized bank duly pledged in the name of Executive Engineer Paonta B&R Division HP.PWD Paonta Sahib must be accompanied with the application. Conditional tender and tender received without earnest money will be rejected. The offer of the tender shall be kept open for 90 days. The Executive Engineer reserves the right to reject any or all tenders without assigning the reason. If there happens to be any holiday the same will be open on the next working day.

Sr. No.	Name of works	Estimated Cost	Earnest Money	Time Limit	Cost of Form	Class
1	Periodical renewal on Majra to Kotri road km 0/0 to Rs. 2/230. (SH:- Providing and laying G-III for repair to pot holes, 20mm thick premix carpet surfacing and P/L kilometer stone in km. 1/900 to 2/230 and V-shape drain in essential reaches under AMP for the year 2020-21). HP/1004MRL06243203.	Rs. 2,14,770/-	Two 4,300/-	350/- months	All	Class
2	Repair & maintenance of Sainik Rest House at Paonta Sahib (SH-P/L Roof treatment, paneled & glazed shutters, Aluminium fitting, distemper etc.).	Rs. 1,46,568/-	Rs. 3,000/-	Two months	350/-	C & D Class
3	A/R & M/O Civil Hospital Paonta Sahib, Tehsil Paonta Sahib, Distt. Sirmour (HP) (SH-P/L Wood work, grill, tiles work, roof treatment, distemper and painting and sanitary fitting in old hospital building) in DRTB Ward.	Rs. 1,35,178/-	Rs. 2,800/-	Two months	350/-	C & D Class
4	A/R & M/O link to village Lohgarh km 0/0 to 5/150. (SH:- P/L bearing coat over bridge slab & C/o parapets on both sides approaches of bridge at Km. 5/125.)	Rs. 98,983/-	Rs. 2000/-	Two months	350/-	C & D Class

Conditions:-
The tender document shall be issued to only those contractors / firms:-
1 Who possess valid Contractor Registration Number.
2 Who possess valid GST Registration Number.
3 Who possess valid Permanent Account Number.
4 Who Possess valid EPF Number.
5 Ambiguous / telegraphic / conditional tenders or tenders by FAX / E-mail shall not be entertained / considered in any case.
6 If any date mentioned above happens to be local/gazetted holiday, the same shall be processed on next days.
7 The earnest money for above cited work should be submitted with the applications for purchase of tender form, no exemption for earnest money will be allowed.
8 The contractor / Firms are requested to insert the rate of each item in words as well as in figures/failing which XEN reserves the right to accept/ reject any or all tenders.
9 List of machinery tool plants as per schedule F Sr. No. 6.19 Ref. Clause No. 18 i.e. R.C. and purchase bills alongwith proof of ownership/Affidavit hire basis.

Executive Engineer,
Paonta B&R Division, HP. PWD., Paonta Sahib.

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