## Embay

## Research

## Major indices movements

| Major indices | Clsg | 1d (\%) | 3 m | $(\%)$ |
| :--- | :---: | ---: | ---: | ---: |


| Advances/declines BSECash |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\mathbf{3 1}$ Oct $\mathbf{2 0 0 8}$ | A | B1 | B2 | Total |
| Advance | 163 | 1038 | 256 | 1457 |
| Decline | 40 | 559 | 166 | 765 |


| Commodity Prices |  |  |  |  |
| :--- | :---: | ---: | :--- | :--- |
|  | 3 Nov <br> 2008 | 1d (\%) | $\mathbf{3 m}(\%)$ | $\mathbf{6 m}$ <br> (\%) |
| Commodity | 68.2 | 0.6 | $(45.5)$ | $(41.3)$ |
| Crude (USD/Bbl) | 4,099 | $(2.4)$ | $(49.1)$ | $(52.1)$ |
| Copper(usd/t) | 2,040 | $(1.0)$ | $(31.5)$ | $(29.8)$ |
| Aluminum H.G.(usd/t) | 1,125 | $(3.0)$ | $(40.9)$ | $(49.6)$ |
| Zinc(usd/t) |  |  |  |  |
| Debt/Forex Mkt | 49.45 | 0.0 | $(16.7)$ | $(21.6)$ |
| Re/USD | 7.45 | $(1.0)$ | $(20.0)$ | $(6.0)$ |
| 10 yr Gsec Yield | 68.2 | 0.6 | $(45.5)$ | $(41.3)$ |
| Crude (USD/Bbl) |  |  |  |  |

## 9am with Emkay

## Morning meeting notes

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## News clippings

- GAIL and Indian Oil Corporation have signed a Memorandum of Understanding (MoU) for cooperation in the area of petrochemicals to collaborate for exploring the possibility of setting up of cracker complex including downstream derivatives at Barauni.

■ Union Cabinet has approved a Bill for comprehensive amendment of insurance laws, including a proposal to raise the foreign investment ceiling from 26 per cent to 49 per cent.

- The government has abolished a $5 \%$ tax on aviation fuel and has also abolished the $15 \%$ export duty on certain steel products such as pig iron, steel ingots, bars and rods and retained a levy on exports of scrap metal. The government has removed a $15 \%$ duty on overseas sales of iron ore fines and replaced it with a flat tax of Rs200 per metric ton.
- India's foreign exchange reserves, including gold and SDRs, dipped to \$258.4 billion during the week ended October 24 from $\$ 273$ billion as of October 10.
- International ratings agency Standard and Poor's affirmed its 'BBB-' long-term and 'A-3' short-term sovereign credit ratings on India.
- The Oil Marketing companies have decided to slash aviation turbine fuel (ATF) prices by 17 percent (over Rs 9,400 per kilolitre) while the Government has decided to abolish customs duty on the ATF. Inspite of these measures, the Airline companies are unlikely to reduce the airfares as these companies intent to bring down the losses incurred due to increases in ATF prices early this year.

Home

Welspun Gujarat Stahl Rohren Ltd.

| Reco | CMP |  | TP |
| :--- | ---: | ---: | ---: |
| N.A. | 115 |  | N.A |
|  |  |  |  |
| Y/e Mar | FY08 | FY07 | \% YoY |
| Net Sales (Rsm) | 40104.5 | 26834.4 | 46.7 |
| EBITDA (Rsm) | 6528.7 | 3285.3 | 98.7 |
| EBITDA \% | 16.3 | 12.2 | 410 bps |
| Net Profit (Rsm) | 3514.2 | 1425.87 | 146 |
| EPS (Rs) | 19.8 | 10.02 | 97.3 |

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## Research views

## Welspun Gujarat Stahl Rohren Ltd - Result Analysis

Welspun Gujarat Stahl Rohren Ltd (WGSRL) has announced its Q2FY09 result. The highlights of the same are as follows.
■ Welspun Gujarat Stahl Rohren has reported topline growth of $61 \%$ (y-o-y) to Rs 14.9 bn . The growth was supported by higher realization and $35 \%$ growth in pipes volume.
■ The company reported subdued bottomline with EBITDA grew by $4 \%(y-0-y)$ to Rs 1.569 bn and PAT declined by $21 \%$ to Rs 653.1 mn . The EBITDA and PAT took a hit of Rs 883.9 mn due to the impact of rupee depreciation. Out of the total Rs 883.9 mn , Rs 660 mn was MTM forex losses on foreign currency working capital and the rest was on ECB.

- The EBITDA during the quarter grew by $16.9 \%$ (on y-o-y basis) to Rs 1.98 bn and EBITDA margin grew by 148 basis points to $13.37 \%$. PAT during the quarter grew by $11.1 \%(y-o-y)$ to Rs 1 bn. If we adjust the one time MTM losses of Rs 883.9 mn , then EBITDA during the quarter has grown by $60 \%(\mathrm{Y}-\mathrm{o}-\mathrm{Y})$ to Rs 2.46 bn and PAT by $52 \%$ to Rs 1.25 bn. The EBITDA margin on per tonne basis remained flat at Rs 11,500 . The management expects to maintain EBITDA margin in the range of Rs $11,000-11,500$.
■ The management has guided for 800,000 tonnes of pipe volume whereas it has reduced the guidance for plate mills from 600,000 tonnes to 250,000-300,000 tonnes for FY09.
■ WGSRL added Rs 30 bn of fresh orders during the quarter. As a result, the order book position of the company at the end of Q2FY09 is at Rs 90 bn (2.2x FY08 net sales) which is to be executed in the next one year.
- The HSAW mill in the US is expected to be commissioned in Q3FY09. WGSRL has received final clearance for SEZ Anjar, India for its 300,000 tons of LSAW project. The same is likely to be completed by Q2FY10. 150,000 tonnes of HSAW project at Anjar has already got commissioned. The coil mill at Anjar, Gujarat is under installation and will be commissioned by Q4FY09.
■ The reported EPS for the quarter was at Rs 3.47 with a decline of $24 \%$ (on Y-o-Y). But after adjusting the forex losess, the EPS for the quarter comes to Rs 6.7 with Y-o-Y growth of $39 \%$. The scrip currently trades at 5.8 x its FY08 reported EPS.


## Standalone Financials

| Particulars Rs mn | Q2FY09 | Q2FY08 | \% change Y-o-Y | H1FY09 | H1FY08 | \% change Y-o-Y |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 14,928 | 9,319 | 60.2 | 25,898 | 17,484 | 48.1 |
| Other Income | 39 | 6 | 550.0 | 103 | 14 | 635.7 |
| (Increase)/ Decrease in stock in trade | 622 | -1,643 | -137.9 | -843 | -1,802 | -53.2 |
| Consumption of Raw Materials | 9,005 | 7,839 | 14.9 | 17,449 | 13,529 | 29.0 |
| Other manufacturing cost | 3,732 | 1,615 | 131.1 | 5,983 | 2,915 | 105.2 |
| EBIDTA | 1,569 | 1,508 | 4.0 | 3,309 | 2,842 | 16.4 |
| Net Interest/financial charge | 314 | 131 | 139.7 | 754 | 286 | 163.6 |
| Depreciation | 300 | 127 | 136.2 | 594 | 247 | 140.5 |
| Profit before Tax | 994 | 1,256 | -20.9 | 2,064 | 2,322 | -11.1 |
| Tax | 228 | 232 | -1.7 | 459 | 622 | -26.2 |
| Deferred Tax | 112 | 199 | -43.7 | 240 | 182 | 31.9 |
| Profit After Tax | 653 | 825 | -20.8 | 1,364 | 1,519 | -10.2 |
| Equity | 932.5 | 857.4 | 8.8 | 932.5 | 857.4 | 8.8 |
| EPS Diluted Rs | 3.47 | 4.54 | -23.6 | 7.25 | 8.35 | -13.2 |
| EBITDAM(\%) | 10.5 | 16.2 | -567 bps | 12.8 | 16.3 | -348 bps |
| PATM(\%) | 4.4 | 8.9 | -448 bps | 5.3 | 8.7 | -342 bps |

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## Research views

## McNally Bharat Engineering - Q2FY09 Result - First Cut <br> Strong performance at operational level

- McNally Bharat (MBE) reported strong revenue growth at $81 \%$ yoy to Rs2,070 mn , above estimates.

■ MBE witnessed operating margin expansion of 160 bps yoy to $8.9 \%$, ahead our estimates. Consequently operating profits increased 122\% yoy to Rs184 mn, above our estimates.

- Despite strong revenue growth and expansion in operating margins, adjusted net profit grew at lower than expected $13 \%$ yoy to Rs68 mn, below estimates. This was due to $259 \%$ yoy jump in interest charge to Rs81 mn from Rs 23 mn in Q2FY08, above estimates.
- Earnings for the quarter stood at Rs2.2 per share.
- Order book continued to witness strong traction- up $87 \%$ yoy to Rs26.5 bn.
- MBE has increased its stake in its newly acquired company - Sayaji Iron \& Engineering to $87.32 \%$ from $62.3 \%$ for additional consideration of Rs 164.7 mn .

■ At CMP the stock is trading at 3.5X FY09E and 2.5X FY10E earnings of Rs13.5 and Rs19.3 respectively.

Standalone Key Financials

| YE Mar (Rs Million) | Q2FY09 | Q2FY08 | YoY Gr(\%) | Q1FY09 | QoQ Gr(\%) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Sales | 2,070 | 1,143 | 81.1 | 1,205 | 71.8 |
| Expenses | 1,886 | 1,060 | 77.9 | 1,107 | 70.4 |
| Raw Materials | 1,143 | 559 | 104.3 | 699 | 63.6 |
| \% Of Sales | 55.2 | 48.9 | - | 58.0 | - |
| Job Outsourcing Exp | 403 | 258 | 56.1 | 187 | 115.7 |
| \% Of Sales | 19.5 | 22.6 | - | 15.5 | - |
| Employee Cost | 134 | 77 | 73.1 | 100 | 33.4 |
| \% Of Sales | 6.5 | 6.8 | - | 8.3 | - |
| Other Expenditure | 206 | 165 | 24.9 | 121 | 70.3 |
| \% Of Sales | 10.0 | 14.4 | - | 10.1 | - |
| Ebidta | 184 | 83 | 122.0 | 98 | 87.9 |
| Ebidta Margin (\%) | 8.9 | 7.3 | 160 bps | 8.1 | 80 bps |
| Other Income | 7 | 5 | 27.8 | 6 | 25.5 |
| Interest | 81 | 23 | 258.6 | 29 | 181.7 |
| Depreciation | 8 | 5 | 62.5 | 6 | 23.8 |
| PBT | 102 | 61 | 67.3 | 68 | 49.1 |
| Tax | 34 | 1 | 4112.5 | 23 | 44.0 |
| PAT (Before EO Item) | 68 | 60 | 13.3 | 45 | 51.8 |
| Net Margin (\%) | 3.3 | 5.3 | -200 bps | 3.7 | -40 bps |
| E/O Item | - | - | $(4)$ | 0.0 |  |
| Reported PAT | 44 | - | 6.5 | 41 | 57.0 |
| Earnings | 64 | 60 | -0.1 | 1.4 | 51.8 |

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## Research views

## ABG Shipyard Q2FY09 Result - First Cut Analysis

Disappointing results, but bags maiden Rig order worth USD 480 mn

- ABG Shipyard reported disappointing results in Q2FY09. Revenues (including subsidy) increased $32 \%$ yoy to Rs $2,802 \mathrm{mn}$, below estimates.
- Operating profits increased $31 \%$ yoy to Rs 841 mn , below estimates led by low revenue growth and 40 bps yoy drop in operating margins.
- Adjusted net profit grew $20 \%$ yoy to Rs 408 mn , lower than estimates- this was primarily due to higher financial charges. Adjusting for additional (extra-ordinary) financial charges of Rs148 mn incurred on account of the new rig order, ABG reported $23.5 \%$ yoy decline in net profit to Rs261 mn.
- ABG Shipyard has bagged its maiden Rig order from Essar Oilfield Services worth USD 480 mn . The order is for manufacture of 2 premium self-elevating Jack-up rigs at its upcoming Dahej Rig yard- in line with our earlier estimates. With the above order, ABG Shipyard's order book stands at USD 2.91bn.


## Key Financials

| YE Mar (Rs Million) | Q2FY09 | Q2FY08 | YoY $\operatorname{Gr}(\%)$ | Q1FY09 | QoQ Gr(\%) |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Sales | 2,802 | 2,118 | 32.3 | 2,722 | 2.9 |
| Expenses | 1,961 | 1,474 | 33.0 | 1,954 | 0.4 |
| Raw Materials | 1,577 | 1,224 | 28.9 | 1,488 | 6.0 |
| \% Of Sales | 56.3 | 57.8 | - | 54.7 | - |
| Other expenditure | 318 | 203 | 56.4 | 388 | -18.0 |
| \% Of Sales | 11.4 | 9.6 | - | 14.3 | - |
| Employee Cost | 65 | 47 | 39.4 | 78 | -15.9 |
| \% Of Sales | 2.3 | 2.2 | - | 2.9 | - |
| Ebidta | 841 | 644 | 30.6 | 769 | 9.5 |
| Ebidta\% | 30.0 | 30.4 | -40 | $b p s$ | 28.2 |
| Other Income | 3 | 1 | 140.8 | 14 | -79.0 |
| Interest | 215 | 109 | 97.8 | 153 | 40.4 |
| Depreciation | 27 | 17 | 57.3 | 22 | 22.3 |
| PBT | 602 | 520 | 15.9 | 608 | -0.9 |
| Tax | 194 | 178 | 8.6 | 202 | -4.0 |
| PAT (Before EO Item) | 408 | 341 | 19.8 | 406 | 0.6 |
| Net Margin\% | 14.6 | 16.1 | -150 | $b p s$ | 14.9 |

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## BILT Consolidated

| Reco | CMP |  | TP |
| :--- | :---: | :---: | :---: |
| UR | 20 |  | UR |
|  |  |  |  |
| Y/e Jun | Q1FY08 | Q1FY09 | \% YoY |
| Net Sales (Rsm) | 6577 | 7718 | 17.3 |
| EBITDA (Rsm) | 1796 | 1830 | 1.9 |
| EBITDA \% | 27.3 | 23.7 | -360 bps |
| APAT (Rsm) | 731 | 765 | 4.7 |
| Minority Interest | 0.9 | 99.9 | - |
| Net Profit (Rsm) | 740 | 673 | -9.0 |
| EPS (Rs) | 0.8 | 1.2 | 51.7 |

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## Research views

## BILT Q1FY09 results - in line with expectation

## Consolidated

Company reported Q1FY09 results which were inline with our expectation. Net sales increased by $17 \%$ YoY to Rs 7.7 bn as against our expectations of Rs 8.1 bn. Revenues from paper segment increased by $25 \%$ YoY to Rs 5.9 bn and pulp revenues increased by $20 \%$ YoY to Rs 901 mn . EBITDA margins declined by 360 bps YoY to $23.7 \%$ (we expected $23.2 \%$ ). EBITDA for the quarter inched up by $2 \%$ YoY to Rs 1.8 bn (we expected Rs 1.9 bn). EBIT margins in paper segment declined by 170 bps to $20.2 \%$ ( $21.9 \%$ previous year) and pulp margins increased by 650 bps to $13.3 \%$ (6.8\%). Company reported other income of Rs $21 \mathrm{mn},+8.3 \%$ YoY. PBT was marginally up $2 \%$ YoY to Rs 943 mn as against our expectation of Rs 1 bn . PAT was Rs $765 \mathrm{mn},+5 \%$ YoY as against our expectation of Rs 825 mn . For the quarter, company reported, minority interest of Rs 100 mn resulting in net profit of Rs 673 mn , which declined by $9 \%$ YoY. EPS for the quarter works out to Rs 1.2 against Rs 0.8 in Q1FY08.

## Valuations \& Recommendations

We expect BILT to report net revenues of Rs 31.8 bn and PAT of Rs 3.4 bn in FY09E and net revenues of Rs 38.8 bn and PAT of Rs 4.3 bn in FY10E. EPS works out at Rs 4.5 for FY09E and Rs 5.5 for FY10E. At present, the stock trades at $4.5 x$ FY09E earnings. We are likely to revise our price target.

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## Research views

## Tax revenues continue to report strong growth

The tax revenues continued to report strong growth as the same grew by $26.0 \%$ for the year till September 2008. The strong growth in tax revenues was driven by a $35.7 \%$ yoy growth in direct tax revenues.

The fiscal deficit after a slippage in the preceding months, remained under control as the same remained at $77.0 \%$ of the FY09E target.

While we believe that the reported numbers on the fiscal deficit are achievable and their might be positive surprise on the same driven by robust tax revenues, the off budget items are likely to cause strain on the liquidity in the system and consequently on interest rates. We estimate the impact of the off budget items to the tune of $2.5 \%$ of the GDP for FY09.

Central government accounts

| Rs bn | YTDFY09 | \% of FY09 | YTDFY08 | \% of FY08 | \% yoy chg | FY09BE | FY08P | \% yoy chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue receipt | 2,449.0 | 40.6 | 1,979.6 | 36.7 | 23.7 | 6,029.4 | 5,398.9 | 11.7 |
| Tax (net) | 2,022.5 | 39.9 | 1,605.0 | 36.7 | 26.0 | 5,071.5 | 4,375.2 | 15.9 |
| Non tax | 426.5 | 44.5 | 374.6 | 36.6 | 13.9 | 957.9 | 1,023.8 | -6.4 |
| Capital receipt | 15.3 | 10.4 | 387.4 | 88.3 | -96.1 | 146.7 | 438.9 | -66.6 |
| Recovery of loans | 14.9 | 33.0 | 20.3 | 39.8 | -26.8 | 45.0 | 51.0 | -11.7 |
| Others | 0.4 | 0.4 | 367.1 | 94.6 | -99.9 | 101.7 | 388.0 | -73.8 |
| Total receipt | 2,464.3 | 39.9 | 2,366.9 | 40.5 | 4.1 | 6,176.1 | 5,837.9 | 5.8 |
| Non-plan expenditure | 2,406.3 | 47.4 | 2,311.3 | 45.5 | 4.1 | 5,075.0 | 5,080.4 | -0.1 |
| Non-plan expenditure (Excl Int) | 1,545.7 | 48.8 | 1,583.1 | 47.0 | -2.4 | 3,166.9 | 3,365.5 | -5.9 |
| Revenue | 2,294.8 | 51.2 | 1,875.1 | 44.5 | 22.4 | 4,483.5 | 4,218.0 | 6.3 |
| Interest | 860.6 | 45.1 | 728.2 | 42.5 | 18.2 | 1,908.1 | 1,714.9 | 11.3 |
| Capital | 111.5 | 18.8 | 436.3 | 50.6 | -74.5 | 591.5 | 862.5 | -31.4 |
| Plan expenditure | 1,084.5 | 44.6 | 867.6 | 42.2 | 25.0 | 2,433.9 | 2,055.6 | 18.4 |
| Revenue | 937.3 | 44.7 | 715.7 | 41.2 | 31.0 | 2,097.7 | 1,736.3 | 20.8 |
| Capital | 147.3 | 43.8 | 151.9 | 47.6 | -3.0 | 336.2 | 319.3 | 5.3 |
| Total expenditure | 3,490.8 | 46.5 | 3,178.9 | 44.5 | 9.8 | 7,508.9 | 7,136.0 | 5.2 |
| Revenue | 3,232.1 | 49.1 | 2,590.8 | 43.5 | 24.8 | 6,581.2 | 5,954.3 | 10.5 |
| Capital | 258.7 | 27.9 | 588.1 | 49.8 | -56.0 | 927.7 | 1,181.7 | -21.5 |
| Fiscal surplus/(deficit) | -1,026.5 | 77.0 | -812.0 | 62.6 | 26.4 | -1,332.8 | -1,298.1 | 2.7 |
| Revenue surplus/(deficit) | -783.1 | 141.9 | -611.2 | 110.1 | 28.1 | -551.8 | -555.3 | -0.6 |
| Primary surplus/(deficit) | -165.9 | -28.8 | -83.8 | -20.1 | 98.0 | 575.3 | 416.8 | 38.0 |

Source: Controller General of accounts, Emkay Research
Tax revenues

| Rs bn | YTDFY09 | \% of FY09 | YTDFY08 | \% of FY08 | \% yoy chg | FY09BE | FY08P | \% yoy chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total direct taxes | 1,433.4 | 39.3 | 1,056.2 | 35.8 | 35.7 | 3,646.8 | 2,952.4 | 23.5 |
| Corporation tax | 969.9 | 42.8 | 701.8 | 37.0 | 38.2 | 2,263.6 | 1,895.4 | 19.4 |
| Income tax | 463.5 | 33.5 | 354.5 | 33.5 | 30.8 | 1,383.1 | 1,057.0 | 30.9 |
| Total indirect taxes | 1,368.0 | 42.3 | 1,178.7 | 39.8 | 16.1 | 3,230.4 | 2,958.8 | 9.2 |
| Customs | 562.4 | 47.3 | 481.0 | 46.8 | 16.9 | 1,189.3 | 1,028.8 | 15.6 |
| Excise | 478.7 | 34.7 | 448.9 | 36.4 | 6.6 | 1,378.7 | 1,233.2 | 11.8 |
| Others | 326.9 | 49.4 | 248.8 | 35.7 | 31.4 | 662.4 | 696.8 | -4.9 |
| Total tax collections (gross) | 2,801.4 | 40.7 | 2,234.9 | 37.8 | 25.3 | 6,877.2 | 5,911.2 | 16.3 |
| Transfer to states | 778.9 | 43.1 | 629.9 | 41.0 | 23.7 | 1,805.7 | 1,536.0 | 17.6 |
| Total tax collections (net) | 2,022.5 | 39.9 | 1,605.0 | 36.7 | 26.0 | 5,071.5 | 4,375.2 | 15.9 |

Source: Controller General of accounts, Emkay Research
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Research views

## IPCA-Q2FY09-First Cut

IPCA posted its Q2FY09 results. Revenues grew by $21 \%$ to Rs3476mn (Rs 2862 mn in Q2FY08) driven by robust growth in all the business segments. The EBIDTA during the quarter grew by $47 \%$ to Rs 832 mn (Rs 568 mn in Q2FY08) thereby improving the EBIDTA margins to $23.9 \%$ ( $19.8 \%$ in Q2FY08). The improvement in the EBIDTA margins was on the back of decline in the Raw Material cost to $37.1 \%$ of sales ( $43.1 \%$ of sales in Q2FY08). The RPAT declined by $20 \%$ to Rs 365 mnmn (Rs 454 mn in Q2FY08) mainly on the back of forex loss of Rs 235 mn in Q2FY09 as compared to a Forex gain of Rs 158 mn in Q2FY08. However after adjusting the Forex loss/gain, the company witnessed a growth of $103 \%$ in the Adjust PAT to Rs 601 mn (Rs 296mn in Q2FY08). At CMP of Rs383, the stock is trading at 4.8x FY10E FDEPS of Rs79.7.We maintain "Buy" Target price under review.

| Income Statement | Standalone |  |  |  |  | Consolidated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Y/E,Mar (Rs. m) | Q2FY09 | Q2FY08 | Y-o-Y Gr.(\%) | Q1FY09 | Q-o-Q Gr.(\%) | FY08 | FY09E | FY10E |
| Net Sales | 3476 | 2862 | 21\% | 2951 | 18\% | 10842 | 12671 | 14332 |
| Expenses | 2643 | 2294 | 15\% | 2354 | 12\% | 8660 | 9915 | 11229 |
| Raw Materials | 1288 | 1234 | 4\% | 1165 | 11\% | 4639 | 5251 | 5914 |
| \% of sales | 37.1 | 43.1 | -14\% | 39 | -6\% | 42.8 | 41.4 | 41.3 |
| Employee cost | 476 | 365 | 31\% | 439 | 9\% | 1470 | 1691 | 1919 |
| \% of sales | 13.7 | 12.7 | 8\% | 15 | -8\% | 13.6 | 13.3 | 13.4 |
| Other expenses | 879 | 696 | 26\% | 750 | 17\% | 2551 | 2973 | 3396 |
| $\%$ of sales | 25.3 | 24.3 | 4\% | 25 | 0\% | 24 | 23 | 24 |
| EBIDTA (Reported) | 832 | 568 | 47\% | 596.8 | 39\% | 2182 | 2757 | 3102 |
| EBIDTA \% | 23.9 | 19.8 |  | 20.2 |  | 20.1 | 21.8 | 21.6 |
| Other income | 5 | 3 | 47\% | 4 | 35\% | 100 | 37 | 40 |
| Interest | 71 | 52 | 37\% | 40 | 77\% | 204 | 258 | 231 |
| Depreciation | 94 | 80 | 17\% | 90 | 4\% | 325 | 368 | 398 |
| PBT | 437.3 | 597.7 | -27\% | 294.5 | 48\% | 1753.5 | 2167.2 | 2513.3 |
| Total Tax | 72.2 | 143.5 | -50\% | 58.2 | 24\% | 358.0 | 444.3 | 515.2 |
| Effective tax rate (\%) | 16.5 | 24.0 | -31\% | 19.8 | -16\% | 20.4 | 20.5 | 20.5 |
| RPAT | 365.1 | 454.2 | -20\% | 236.3 | 55\% | 1360.1 | 1722.9 | 1998.1 |
| E/O items | -235.9 | 158.2 |  | -176.5 |  | 0.0 | 0.0 | 0.0 |
| Adjusted PAT | 562 | 296.0 | 90\% | 377.9 | 49\% | 1360.1 | 1722.9 | 1998.1 |
| Net Margin (\%) | 17.3 | 10.3 |  | 14.0 |  | 12.5 | 13.6 | 13.9 |
| EPS (diluted) | 24.0 | 11.8 | 103\% | 16.5 | 46\% | 54.5 | 68.7 | 79.7 |

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## Research views

## Panacea Biotec- First Cut

Panacea Biotec's Q2FY09 numbers were significantly below our expectations. 28\% decline in vaccines sales resulted $16 \%$ decline in revenue to Rs1469mn (est. of Rs 1804 mn ). The decline in vaccine sales was mainly because of lower volume on the back of shifting of Polio Immunization Drive by Indian government to H2FY09. 1490bps increase in other expenditures (up by 49\%) mainly because of realised foreign currency loss on forward contracts (Rs81mn) and 540 bps increase in employee cost (up by 28\%) resulted 1410 bps contraction in EBIDTA margins to $16.6 \%$ i.e., EBIDTA of Rs 244 mn (down by $55 \%$ ). Adjusting to realised losses or gain on forward contracts, EBIDTA margins were down by $38 \%$ to Rs310mn. Panacea has reported Rs420.2mn un-realised mark to market loss on reinstatement of long term foreign currency debt (US\$65mn) including FCCBs (US\$36.8mn) in Q2FY09 vs. Rs391mn of gain over corresponding quarter. Higher interest cost (up by $182 \%$ to Rs60mn) and depreciation cost (up by $50 \%$ to Rs 150 mn ) coupled with forex losses resulted a loss of Rs440.6mn in Q2FY09 vs. profit of Rs321mn in Q2FY08. However adjusting to un-realised forex loss of Rs 420.2 mn , APAT de-grew by $107 \%$ to loss of Rs20mn vs. profit of Rs282mn in Q2FY08. Our earning estimates and target price are under review.

| Income Statement | Standalone |  |  |  |  | Consolidated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Y/E,Mar (Rs. mn) | Q2FY09 | Q2FY08 | Y-o-Y Gr.(\%) | Q1FY09 | Q-o-Q Gr.(\%) | FY08E | FY09E | FY10E |
| Net Sales | 1469 | 1751 | -16.1\% | 2245 | -35\% | 8413 | 9818 | 12355 |
| Expenses | 1225 | 1214 | 1\% | 1668 | -27\% | 6392 | 7177 | 8821 |
| Raw Materials | 479 | 688 | -30\% | 797 | -40\% | 3648 | 4251 | 5288 |
| \% of sales | 32.6 | 39.3 |  | 35.5 |  | 43 | 43 | 43 |
| Employee cost | 234 | 183 | 28\% | 232 | 1\% | 980 | 1129 | 1359 |
| \% of sales | 15.9 | 10.4 |  | 10.3 |  | 12 | 12 | 11 |
| Other expenses | 512 | 343 | 49\% | 638 | -20\% | 1764 | 1797 | 2174 |
| \% of sales | 34.9 | 20 |  | 28 |  | 21 | 18 | 18 |
| EBIDTA | 244 | 537.2 | -55\% | 577 | -58\% | 2021 | 2641 | 3533 |
| EBIDTA \% | 16.6 | 30.7 |  | 25.7 |  | 24.0 | 26.9 | 28.6 |
| EBIDTA Adjusted | 310.0 | 498.1 | -38\% | 818 | -62\% | 2021 | 2641 | 3533 |
| EBIDTA \% adjusted | 21.1 | 28.4 |  | 36.4 |  | 24.0 | 26.9 | 28.6 |
| Other income | 63 | 8 | 734\% | 75 | -16\% | 342 | 217 | 261 |
| Interest | 60 | 21 | 182\% | 48 | 25\% | 151 | 255 | 195 |
| Depreciation | 150 | 100 | 50\% | 137 | 9\% | 335 | 533 | 666 |
| E/o items W/O | 420 | -39 |  | 240 |  | 0 | 410 | 0 |
| PBT | -323.4 | 462.4 | -170\% | 467.0 | -169\% | 1879 | 1660 | 2934 |
| Total Tax | 117.2 | 141.5 | -17\% | 126.5 | -7\% | 587.0 | 506.4 | 733.4 |
| Effective tax rate (\%) | -36.2 | 30.6 |  | 27.1 |  | 31.2 | 30.5 | 25.0 |
| PAT | -440.6 | 320.9 | -237\% | 340.5 | -229\% | 1292 | 1154 | 2200 |
| E/O items | -420.2 | 39.1 |  | -240.3 |  | 0.0 | 0.0 | 0.0 |
| Adjuted PAT | -20.4 | 281.8 | -107\% | 580.8 | -104\% | 1292 | 1154 | 2200 |
| Net Margin (\%) | -1.4 | 16.1 |  | 25.9 |  | 15.4 | 11.8 | 17.8 |
| EPS (diluted) | -0.31 | 4.28 | -107\% | 8.69 | -104\% | 18.1 | 16.2 | 30.8 |
| FDEPS | -0.3 | 3.9 | -107\% | 8.1 | -104\% | 18.1 | 16.2 | 30.8 |

Home

## Emkay

R esearch

October 31, 2008

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## Inflation

## Falls below 11.0\%

■ Inflation continues to decline for the fifth consecutive week as it stood at $10.68 \%$ for week ended October 18, 2008 as compared to $11.07 \%$ reported in the last week.
■ The prices of primary articles grew by a slower $10.9 \%$ for week ended October 18, 2008 as compared to $11.5 \%$ for the preceding week.

■ The prices of fuel items grew by $14.1 \%$ for the week from $14.5 \%$ in preceding week.

- The inflation for manufactured products continued to decline for eight consecutive week to $9.3 \%$ during the week, as compare to $9.5 \%$ for the preceding week.
- The moderation amongst the prices of manufactured articles as the prices of metal products, Beverages tobacco \& tobacco products, woods products and chemicals rose by slower pace than the preceding week.

WPI - all (wt 100\%)


WPI - Fuel, power, light and lubricants (wt 14.23\%)


WPI - primary articles (wt 22.03\%)


WPI - manufacturing products and ex primary products (wt 63.75\%)




WPI - paper and paper products (wt 2.04\%)




WPI - leather and leather products (wt 1.02\%)








WPI - transportation equipments (wt 4.29\%)


## Research

$31^{\text {st }}$ October 2008

## BUY

| Price | Target Price |
| :--- | ---: |
| Rs303 | Rs410 |

Sensex - 9,045

Price Performance

| (\%) | $\mathbf{1 M}$ | $\mathbf{3 M}$ | $\mathbf{6 M}$ | $\mathbf{1 2 M}$ |
| :--- | ---: | ---: | ---: | ---: |
| Absolute | $(40)$ | $(40)$ | $(55)$ | $(59)$ |
| Rel. to Sensex | $(16)$ | $(8)$ | $(14)$ | $(11)$ |

Source: Bloomberg

## Stock Details

| Sector | Automobiles |
| :--- | ---: |
| Reuters | MAHM.BO |
| Bloomberg | MM@IN |
| Equity Capital (Rs mn) | 2586 |
| Face Value (Rs) | 10 |
| No of shares o/s (mn) | 259 |
| 52 Week H/L (Rs) | $872 / 236$ |
| Market Cap (Rs bn/USD mn) | $78 / 1,569$ |
| Daily Avg Vol (No of shares) | 572368 |
| Daily Avg Turnover (US\$ mn) | 5.8 |


| Shareholding Pattern (\%) |  |  |  |
| :--- | ---: | ---: | ---: |
|  | $30 / 09 / 08$ | $30 / 06 / 08$ | $31 / 03 / 08$ |
| Promoters | 26.5 | 22.7 | 22.6 |
| FII/NRI | 32.5 | 32.9 | 34.1 |
| Institutions | 26.5 | 28.0 | 26.4 |
| Private Corp | 4.7 | 6.0 | 6.5 |
| Public | 9.9 | 10.5 | 10.4 |

Source: Capitaline

[^1]
## In line, rating revision

M\&M's 2QFY09 performance was in line with expectation aided by higher inventory accretion and lower tax rate. While net sales at 31.1 bn were below our expectation by 4\%, Adjusted EBIDTA at Rs 2.5 bn was ahead of our expectation by 4\%. Adjusted net profits at Rs 2.3 bn , were in line with our expectation. The improved operating performance is largely attributable to significant inventory accretion. Increase in inventory (as \% of sales) was $8 \%$, higher by 120 bps YoY. With subdued demand in the near term, inventory accretion warrant some caution.

We had a HOLD rating on the stock. Post the recent correction in the stock price and improved performance of Punjab Tractors (which will be merged w.e.f. April 2009), we believe that current stock price factors in a steep discount for its subsidiaries, which is unwarranted for. Infact currently, the implied discount for subsidiaries works out to be $95 \%$. Hence we upgrade our rating on the stock from HOLD to BUY with a target price of Rs 410.

## Volumes led sales performance

M\&M registered a $9.3 \%$ YoY growth in volumes to 78892 units in 2QFY09. Average realizations improved by $4.7 \%$ YoY to Rs 392,049 . This is despite of adverse volumes mix. (Higher share of three wheelers and Bolero family withing Uvs). While the company has not made any significant price hikes in the UVs segment, Trctors witnessed a pricing action of around $12 \%$ to $15 \%$.

| Product mix \% | 2QFY09 | 2QFY08 | 1QFY09 |
| :--- | ---: | ---: | ---: |
| Uvs | 48.8 | 50.9 | 45.9 |
| Three wheelers | 18.2 | 13.1 | 13.8 |
| Tractors | 26.7 | 29.5 | 33.9 |
| Exports | 6.4 | 6.5 | 6.4 |

## Inventory accretion aids EBIDTA outperformance

EBIDTA (adjusted for MTM forex loss of Rs 967 mn and Octroi refund of Rs 270 mn ) at Rs 2449 mn was in line with our expectation. However, there has been a significant inventory build up during the quarter (Rs 2846 mn , YoY change of $35 \%$ ). As a \% of sales, increase in inventory stood at $8.0 \%$, an increase of 120 bps YoY.

## Lower tax rate aid net profits

Adjusted net profits at Rs 2268 mn , were in line with our expectation. Effective tax rate stood at $14 \%$ in 2QFY09 vis a vis $22.7 \%$ in 2QFY08 and $25.4 \%$ in 1QFY09. The company expects to remain under MAT provisions and hence the tax rate is on the lower side.

## Valuation and View

We had a HOLD rating on the stock. Post the recent correction in the stock price, improved performance of Punjab Tractor (which will be merged w.e.f. April 2009), we believe that current stock price factors in a steep discount for its subsidiaries, which is unwarranted for. Based on CMP of Rs 303, the implied discount works out to be as high as $95 \%$. Hence we upgrade our rating on the stock from HOLD to BUY with a target price of Rs 410.

We have valued the stock based on SOTP as indicated below. We have determined the SOTP value based on fully diluted equity of 292 mn shares.

| Particulars | Basis | Discount | Value per share (Rs) |
| :--- | :---: | ---: | ---: |
| M\&M | PER |  | 263 |
| Punjab Tractors | PER |  | 23 |
| Total |  |  | 285 |
|  |  |  |  |
| Listed Subsidiaries | CMP | 30 | 23 |
| Mahindra Finance | CMP | 30 | 3 |
| Mahindra Forgings | CMP | 30 | 9 |
| Mahindra Life | CMP | 30 | 1 |
| Mahindra Ugine | CMP | 30 | 46 |
| Tech Mahindra |  |  |  |
|  |  | 30 | 42 |
| Unlisted subsidiaries | $0.5 x$ PE deal |  | 410 |
| Mahindra Resort |  |  |  |

Quarterly results summary

| Rs mn | 2QFY08 | 2QFY09 | \% change | 1HFY08 | 1HFY09 | \% change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 27,182 | 31,110 | 14.5 | 53,310 | 64,045 | 20.1 |
| Operating Expenses |  |  |  |  |  |  |
| Raw Materials | 17,855 | 22,089 | 23.7 | 35,729 | 45,056 | 26.1 |
| \% of Sales | 65.7 | 71.0 |  | 67.0 | 70.4 |  |
| Staff Costs | 2,303 | 2,575 | 11.8 | 4,216 | 4,797 | 13.8 |
| \% of Sales | 8.5 | 8.3 |  | 7.9 | 7.5 |  |
| Other Expenses | 4,052 | 3,998 | -1.3 | 7,575 | 8,495 | 12.1 |
| \% of Sales | 14.9 | 12.9 |  | 14.2 | 13.3 |  |
| Forex loss/(gain) | -39.8 | 967.5 |  | 61.9 | 779.0 |  |
| EBIDTA | 3,012 | 1,481 | -50.8 | 5,727 | 4,918 | -14.1 |
| EBIDTA \% | 11.1 | 4.8 |  | 10.7 | 7.7 |  |
| Adj EBIDTA | 2,972 | 2,449 |  | 5,789 | 5,697 |  |
| Adj EBIDTA \% | 10.9 | 7.9 |  | 10.9 | 8.9 |  |
| Depreciation | 577 | 639 | 10.8 | 1,148 | 1,260 | 9.8 |
| EBIT | 2,436 | 842 | -65.4 | 4,580 | 3,658 | -20.1 |
| Other Income | 692 | 1,143 | 65.3 | 1,008 | 1,527 | 51.5 |
| Interest | 82 | 153 | 84.9 | 31 | 250 | 698.2 |
| PBT | 3,045 | 1,833 | -39.8 | 5,556 | 4,934 | -11.2 |
| Extraordinary inc/(exp) | 909.8 | 783.0 |  | 893.9 | 783.0 |  |
| Tax | 1,008 | 348 | -65.4 | 1,647 | 889 | -46.0 |
| Net Profit | 2,947 | 2,268 | -23.0 | 4,803 | 4,828 | 0.5 |
| Net Margin \% | 10.8 | 7.3 |  | 9.0 | 7.5 |  |
| Adj Net Profit | 2,322 | 2,408 | 3.7 | 4,276 | 4,583 |  |
| Net Margin \% | 8.5 | 7.7 |  | 8.0 | 7.2 |  |
| EPS | 11.3 | 8.7 |  | 18.4 | 18.5 |  |
| Adj EPS | 9.7 | 9.2 |  | 17.9 | 17.9 |  |

## Financials

| Profit \& Loss Account |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Mar ending (Rs mn) | FY07 | FY08 | FY09E | FY10E |
| Net Sales | 98,161 | 112,058 | 130,137 | 150,079 |
| Growth YoY \% | 20.9 | 14.2 | 16.1 | 15.3 |
| Operating Expenses |  |  |  |  |
| Raw Materials | 68,498 | 77,441 | 92,759 | 106,664 |
| \% of sales | 69.8 | 69.1 | 71.3 | 71.1 |
| Staff Costs | 6,662 | 8,525 | 9,496 | 10,712 |
| \% of sales | 6.8 | 7.6 | 7.3 | 7.1 |
| Other Expenses | 12,715 | 15,625 | 16,680 | 19,581 |
| \% of sales | 13.0 | 13.9 | 12.8 | 13.0 |
| EBIDTA | 10,287 | 10,468 | 11,202 | 13,122 |
| Growth \% | 18.9 | 1.8 | 7.0 | 17.1 |
| EBIDTA \% | 10.5 | 9.3 | 8.6 | 8.7 |
| Depreciation | 2,096 | 2,387 | 2,341 | 3,001 |
| EBIT | 8,191 | 8,082 | 8,861 | 10,121 |
| Other Income | 4,050 | 4,064 | 4,186 | 4,515 |
| Interest | 198 | 876 | 1,619 | 1,817 |
| PBT | 12,043 | 11,270 | 11,428 | 12,820 |
| Extraordinary inc/(exp) | 1,622 | 2,877 | 783 | 0 |
| Tax | 3,501 | 3,034 | 2,857 | 3,205 |
| Net Profit | 10,164 | 11,114 | 9,354 | 9,615 |
| NPM \% | 10.4 | 9.9 | 7.2 | 6.4 |
| Adj Net Profits | 8,722 | 8,567 | 8,571 | 9,615 |
| NPM \% | 8.9 | 7.6 | 6.6 | 6.4 |
|  | 40.9 | 44.5 | 35.8 | 36.8 |
| EPS | 35.1 | 34.3 | 32.8 | 36.8 |
| Adj EPS |  |  |  |  |


| Balance Sheet |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Mar ending (Rs mn) | FY07 | FY08 | FY09E | FY10E |
| Share Capital | 2,486 | 2,497 | 2,613 | 2,613 |
| Reserves | 33,044 | 41,003 | 52,187 | 57,024 |
| Misc Exp | $(176)$ | $(135)$ | 0 | 0 |
| Owned Funds | 35,354 | 43,365 | 54,800 | 59,636 |
| Secured Loans | 1,067 | 6,173 | 6,173 | 6,173 |
| Unsecured Loans | 15,294 | 19,698 | 26,198 | 34,198 |
| Loan Funds | 16,360 | 25,871 | 32,371 | 40,371 |
| Differed Tax Liability | 198 | 567 | 567 | 567 |
| Total | 51,912 | 69,803 | 87,738 | 100,574 |
| Gross Fixed Assets | 32,297 | 36,561 | 42,561 | 54,561 |
| Acc. Depreciation | 16,391 | 18,417 | 20,758 | 23,759 |
| Net Fixed Assets | 15,906 | 18,145 | 21,804 | 30,803 |
| Capital WIP | 2,806 | 5,465 | 11,000 | 13,000 |
| Net Block | 18,712 | 23,609 | 32,804 | 43,803 |
| Investments | 22,375 | 42,151 | 47,651 | 53,651 |
| Sundry Debtors | 7,009 | 10,049 | 10,961 | 12,641 |
| Inventory | 8,785 | 10,841 | 12,136 | 13,995 |
| Cash \& Bank | 13,261 | 8,612 | 11,636 | 7,274 |
| Advances | 8,394 | 6,919 | 9,288 | 11,535 |
| Other Current Assets | 33 | 133 | 133 | 133 |
| Current Assets | 37,482 | 36,554 | 44,153 | 45,578 |
| Liabilities | 19,502 | 23,076 | 27,015 | 31,109 |
| Provisions | 7,154 | 9,435 | 9,854 | 11,348 |
| Current Liabilities | 26,656 | 32,510 | 36,870 | 42,457 |
| Net Current Assets | 10,825 | 4,044 | 7,284 | 3,121 |
| Total | 51,911 | 69,803 | 87,738 | 100,574 |

## Cash Flow

| Mar ending (Rs mn) | FY07 | FY08 | FY09E | FY10E |
| :--- | ---: | ---: | ---: | ---: |
| Net Profit before tax | 12,043 | 11,270 | 11,428 | 12,820 |
| Add: Depreciation | 2,096 | 2,387 | 2,341 | 3,001 |
| Add: Interest exp | 198 | 876 | 1,619 | 1,817 |
| Less: Other income | 4,050 | 4,064 | 4,186 | 4,515 |
| Dec/ (Inc) in Working capital | 1,978 | $(2,472)$ | $(216)$ | $(200)$ |
| Other non operating items | $(2,859)$ | $(3,039)$ | $(1,435)$ | $(1,570)$ |
| Less: Tax paid | 3,434 | 2,777 | 2,857 | 3,205 |
| Cash from operations | 11,689 | 8,258 | 6,694 | 8,147 |
| Capex | $(4,819)$ | $(7,171)$ | $(11,536)$ | $(14,000)$ |
| Investments and Others | $(6,680)$ | $(14,926)$ | $(5,500)$ | $(6,000)$ |
| Other income | 1,995 | 1,346 | 4,186 | 4,515 |
| Cash from Investing activities | $(9,504)$ | $(20,751)$ | $(12,850)$ | $(15,485)$ |
| Borrowings/Equity raising | 9,293 | 10,095 | 13,757 | 8,000 |
| Interest paid | $(278)$ | $(801)$ | $(1,619)$ | $(1,817)$ |
| Dividend paid | $(4,530)$ | $(823)$ | $(2,959)$ | $(3,208)$ |
| Cash from financing activities | 4,486 | 8,470 | 9,179 | 2,975 |
| Cash generation during the year | 6,671 | $(4,022)$ | 3,024 | $(4,363)$ |
| Opening Balance | 7,303 | 13,261 | 8,612 | 11,636 |
| Forex (loss) / gain | $(357)$ | -626.5 |  |  |
| Closing balance | 13,617 | 8,612 | 11,636 | 7,274 |

Valuation Summary

| Mar ending | FY07 | FY08 | FY09E | FY10E |
| :--- | ---: | ---: | ---: | ---: |
| Per Share Data |  |  |  |  |
| EPS | 35.1 | 34.3 | 32.8 | 36.8 |
| Cash EPS | 43.5 | 43.9 | 41.8 | 48.3 |
| BVPS | 142.2 | 173.6 | 209.7 | 228.2 |
|  |  |  |  |  |
| Valuation ratio |  |  |  |  |
| P/E | 8.6 | 8.8 | 9.2 | 8.2 |
| Cash P/E | 7.0 | 6.9 | 7.3 | 6.3 |
| P/BV | 2.1 | 1.7 | 1.4 | 1.3 |
| EV/EBIDTA | 12.8 | 12.1 | 11.7 | 10.5 |
| Return Ratios (\%) |  |  |  |  |
| AROE | 31.6 | 28.2 | 19.1 | 16.8 |
| AROCE | 26.9 | 20.0 | 16.6 | 15.5 |
| Dupont | 10.4 | 9.9 | 7.2 | 6.4 |
| NPM (\%) | 1.2 | 1.1 | 1.0 | 1.0 |
| Sales/TA | 2.2 | 2.4 | 2.3 | 2.4 |
| TA/Equity |  |  |  |  |
| Other key ratios | 0.5 | 0.6 | 0.6 | 0.7 |
| D/E | 11.0 | 3.6 | 5.6 | 2.1 |
| NCA/Sales (\%) |  |  |  |  |

## Research

November 3, 2008

## REDUCE

| Price | Target Price |
| :--- | ---: |
| Rs67 | UR |
| Sensex | $\mathbf{9 , 7 8 8}$ |

## Price Performance

| (\%) | 1 M | 3 M | 6 M | 12 M |
| :--- | :---: | :---: | :---: | :---: |
| Absolute | $(63)$ | $(76)$ | $(87)$ | $(90)$ |
| Rel. to Sensex | $(51)$ | $(65)$ | $(77)$ | $(80)$ |

Source: Capitaline

## Stock Details

| Sector | Shipbuilding |
| :--- | ---: |
| Reuters | BHAR.BO |
| Bloomberg | BHSL@IN |
| Equity Capital (Rs mn) | 276 |
| Face Value(Rs) | 10 |
| No of shares o/s (mn) | 28 |
| 52 Week H/L | $865 / 63$ |
| Market Cap (Rs bn/USD mn) | $2 / 40$ |
| Daily Avg Volume (No of sh) | 87699 |
| Daily Avg Turnover (US\$mn) | 0.4 |

Shareholding Pattern (\%)

|  | S'08 | J'08 | M'08 |
| :--- | :---: | :---: | :---: |
| Promoters | 36.3 | 36.3 | 36.3 |
| FII/NRI | 16.4 | 18.5 | 16.3 |
| Institutions | 36.7 | 35.8 | 37.8 |
| Private Corp | 3.1 | 2.9 | 3.2 |
| Public | 7.4 | 6.4 | 6.5 |

## Bharati Shipyard

## Under Review

Bharati Shipyard (BSL) reported below expected results in Q2FY09 - (1) revenue up 44\% yoy to Rs2.1 bn (2) operating margins decline 170 bps yoy to $19.6 \%$ and (3) net profit grew $29 \%$ yoy to Rs332 mn. Management has clarified that FCCB worth Rs2.2 bn (USD 33.1 mn ) are due for conversion by December 2010 versus Media speculation of December 2008. This addresses the key overhang and investor concern on the company. We will fine tune our earnings estimates for FY09E and FY10E to factor the delays in Dabhol and Mangalore Expansion and higher than expected slowdown in incremental order inflows. Post our initiating coverage with 'REDUCE' rating, BSL has corrected by $88 \%$. We will review our 'REDUCE' rating amidst sharp decline in stock price.

## Q2FY09 results below estimates - decline in execution

Q2FY09 performance of BSL was below expectation. Revenue growth at $44 \%$ yoy to Rs2.1 bn was below expectation- largely attributed to decline in execution at Ratnagiri Yard and lower than expected booking on the Rig order. Operating margins declined by 170 bps yoy to $19.6 \%$, below estimates. Consequently, operating profit growth at $33 \%$ yoy to Rs419 mn was below expectation. BSL reported higher than estimated subsidy income of Rs216 mn, up $65 \%$ yoy. Led by low revenue growth and drop in operating margins, net profit grew $29 \%$ yoy to Rs332 mn, below estimates. Earnings for the quarter stood at Rs12 per share.

## Rs2.2 bn FCCB due for conversion by December 2010- no nearterm impact on cash flows

Management has clarified that FCCB worth Rs2.2 bn (USD 33.1 mn ) are due for conversion by December 2010 versus Media speculation of December 2008. This addresses the key overhang and investor concern on the company. Thus, FCCB will not impact the near term cash flows. We expect BSL to modify its growth plans in coming quarters to accommodate FCCB repayment in December 2010- though categorically denied by the management.

## Dabhol- Phase II to commence operations in Q3FY09

Expansion plans at Dabhol and Mangalore are running behind schedule. Dabhol Phase II will commence operations in Q3FY09 - almost 3 Months behind schedule. Delays in delivery and installation of Swan Hunter Machinery led to delays in expansion of Dabhol Yard. Further, commencement of Mangalore Yard is expected to be later than earlier evinced.

## Rating is Under Review- amidst 64\% fall in stock price

We maintain our negative bias on the global shipbuilding industry amidst cyclical slowdown in incremental order inflows. But, recent fall in valuations and market capitalization of BSL is higher than our expectation. Post our initiating coverage with 'REDUCE' rating, BSL has corrected by $88 \%$. We will fine tune our earnings estimates for FY09E and FY10E to factor the delays in Dabhol and Mangalore Expansion and higher than expected slowdown in incremental order inflows. We will review our 'REDUCE' rating amidst sharp decline in stock price.

| Key Financials: |  |  |  |  |  |  |  |  | Rs Mn |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| YE-Mar | Net | EBITDA |  | APAT | AEPS <br> (Rs) | $\begin{gathered} \text { EV/ } \\ \text { EBITDA } \end{gathered}$ | P/BV | Div YId <br> (\%) | RoE <br> (\%) | P/E |
|  | Sales | (Core) | (\%) |  |  |  |  |  |  |  |
| FY2007 | 3,601 | 665 | 18.5 | 732 | 32.5 | 4.6 | 0.6 | 4.5 | 34.4 | 2.1 |
| FY2008 | 6,420 | 1,312 | 20.4 | 1,074 | 38.5 | 3.0 | 0.3 | 3.7 | 25.8 | 1.7 |
| FY2009E | 14,635 | 3,086 | 21.1 | 1,909 | 59.6 | 2.2 | 0.2 | 5.2 | 24.5 | 1.1 |
| FY2010E | 17,295 | 3,611 | 20.9 | 2,521 | 78.7 | 2.1 | 0.2 | 5.2 | 22.9 | 0.9 |
| FY2011E | 13,703 | 2,414 | 17.6 | 1,374 | 42.9 | 2.4 | 0.2 | 5.2 | 10.7 | 1.6 |
| FY2012E | 13,181 | 2,195 | 16.6 | 1,010 | 31.5 | 2.1 | 0.1 | 5.2 | 7.3 | 2.1 |

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## Key Financials

| YE Mar (Rs Million) | Q2FY09 | Q2FY08 | YoY Gr(\%) | Q1FY09 | QoQ Gr(\%) |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net Sales | 2,138 | 1,480 | 44.4 | 2,054 | 4.1 |  |
| Expenses | 1,718 | 1,165 | 47.5 | 1,657 | 3.7 |  |
| Raw Materials | 1,195 | 833 | 43.4 | 1,148 | 4.1 |  |
| \% Of Sales | 55.9 | 56.3 | - | 55.9 | - |  |
| Employee Cost | 267 | 149 | 78.7 | 253 | 5.6 |  |
| \% Of Sales | 12.5 | 10.1 | - | 12.3 | - |  |
| Other expenditure | 257 | 183 | 40.4 | 257 | 0.0 |  |
| \% Of Sales | 12.0 | 12.4 | - | 12.5 | - |  |
| Ebidta | 419 | 315 | 33.1 | 397 | 5.8 |  |
| Ebidta Margin (\%) | 19.6 | 21.3 | -170 bps | 19.3 | 30 bps |  |
| Other Income | 1 | 11 | -93.6 | 2 | -64.7 |  |
| Subsidy Income | 216 | 131 | 64.8 | 169 | 27.7 |  |
| Interest | 109 | 47 | 133.8 | 93 | 17.3 |  |
| Depreciation | 23 | 19 | 19.9 | 23 | 0.1 |  |
| PBT | 504 | 391 | 28.8 | 452 | 11.6 |  |
| Tax | 172 | 134 | 29.0 | 155 | 11.4 |  |
| PAT (Before EO Item) | 332 | 258 | 28.8 | 297 | 11.7 |  |
| Net Margin (\%) | 15.5 | 17.4 | -190 | $b p s$ | 14.5 | 110 bps |
| E/O Item | - | - | - | - | - |  |
| Reported PAT | 332 | 258 | 28.8 | 297 | 11.7 |  |
| Earnings | 12.0 | 10.8 | 11.1 | 10.8 | 11.7 |  |


| Company | No. Of Shares <br> (In lacs) | \% Change <br> In price |
| :--- | :---: | :---: |
| Carin | 69.43 | 10.6 |
| HDFC | 20.72 | 17.5 |
| M \& M | 6.29 | 23.1 |
| Sterlite | 23.05 | 14.5 |
| Tata Steel | 35.28 | 12.1 |

## Nifty movers

| Top Gainers | Price | Index Points |
| :--- | :---: | :---: |
| Reliance Ind | 1375.45 | 44.2 |
| HDFC | 1764.70 | 12.0 |
| Bharti Artl | 653.75 | 11.4 |
| ICICI Bank | 398.75 | 9.6 |
| NTPC | 141.10 | 9.5 |
| Losers |  |  |
| BPCL | 287.10 | -1.2 |
| Hero Honda | 745.40 | -0.8 |
| Sun Pharma | 1118.25 | -0.6 |
| Unitech | 48.40 | -0.6 |
| TCS | 537.50 | -0.2 |

Index- volatility

| Indices | Sensex | Nifty |
| :--- | :---: | :---: |
| High | 9870 | 2921 |
| Low | 9361 | 2696 |
| Close | 9788 | 2885 |
| Volatility | 509 | 225 |
| $($ in $\%)$ | 5.16 | 7.70 |

## Dealer Comments

Market Summary: The markets opened the session on firm note with 320 odd points upward gap reflecting strong cues from the global markets particularly the overnight US markets on the back of steep rate cut, a good decline in the inflation to $10.68 \%$ and market buzz of government planning measures to pump in more liquidity in the system triggered a solid rally in the early trades. The markets after rallying in the initial trades slumped post noon trades reflecting weak clues from the global markets with profit booking chipping at higher levels. The day's rally was led by heavy buying mainly in index heavy weights with metal, oil \& gas, banking, telecom, capital goods and auto stocks witnessing major buying action. Since most global markets had rallied in the past week with Indian markets lagging behind so Friday's rally was mainly to catch up with global markets. Even heavy short covering in mostly borrowed short lending by FIl's also played a crucial role in the day's rally as SEBI declared the crucial combined data of FIl's short selling position in almost 224 stocks as on October $9^{\text {th }}$ worth about 6500 crores led to aggressive buying in the last hour of trade. The overall market breadth was fairly positive and was at $1.8 x$. Finally Sensex closed a whopping 744 points or $8.22 \%$ higher to settle at 9788 levels while Nifty gained 189 points or $6.99 \%$ higher to settle at 2886 levels. Among the sectoral indices all of them ended in the green with Metal, Oil \& Gas, Bankex, Teck, Auto, IT, Power, Capital Goods and FMCG out performing the most. Among the index heavy weights, which gained the most were Reliance Ind, HDFC, Bharti Airtel, ICICI Bank and NTPC while BPCL, Hero Honda, Sun Pharma, Unitech and TCS were weak and ended as losers. Among the midcap space some of the stocks which saw good buying action were JSW Steel, United Phosp, McDowell, Tata Chem, JP Associates, GE Shipping, CESC, IDFC, Aban Offshore, Nagarjuna Const, Voltas, Yes Bank, Educomp, LIC Hsg Fin, Welspun Guj and Glenmark and were up in the range of 11 $30 \%$ respectively.

The overall traded volumes were much lower compared to earlier day by almost $24 \%$ and were at Rs 529 bn. Delivery-based volumes were at $41.3 \%$ the total turnover.

Among the institutional activities Fll's were net sellers to the tune of Rs 10.75 bn while Domestic Funds were net buyers to the tune of Rs 6.20 bn respectively in the cash segment on $29^{\text {th }}$ October 2008. While on $31^{\text {st }}$ October 2008 FIl's bought shares worth Rs. 12.37 bn in cash segment (provisional) and in the F\&O segment bought Futures and Options worth Rs. 12.93 bn whereas Domestic Funds sold shares worth Rs. 1.16 bn (provisional).

## Movement of indices

| Indices | Previous <br> close | This <br> week | \% chg |
| :--- | :---: | :---: | :---: |
| Sensex | 8701 | 9788 | 12.49 |
| Nifty | 2584 | 2885 | 11.65 |
| S\&P CNX 500 | 2035 | 2225 | 9.34 |
| BSE 500 | 3257 | 3570 | 9.61 |
| BSE Mid-Cap | 3095 | 3200 | 3.39 |
| BSE Small-Cap | 3661 | 3765 | 2.84 |
| BSE Auto | 2480 | 2685 | 8.27 |
| BSE Health | 2811 | 2778 | -1.17 |
| BSE FMCG | 1817 | 1799 | -0.99 |
| BSE IT | 2598 | 2861 | 10.12 |
| BSE PSU | 4422 | 4564 | 3.21 |
| BSE Bankex | 4649 | 5011 | 7.79 |
| BSE Oil \& Gas | 5151 | 6195 | 20.27 |
| BSE Metals | 4393 | 5367 | 22.17 |
| BSE Cons Dur | 2011 | 2072 | 3.03 |
| BSE Cap Good | 6610 | 7017 | 6.16 |
| BSE Realty | 1743 | 1978 | 13.48 |
| BSE Power | 1452 | 1583 | 9.02 |

## Levels to watch

|  | Sensex | Nifty |
| :--- | :---: | :---: |
| Week High | 9870 | 2921 |
| Week Low | 7697 | 2252 |
| 34 DMA | 11447 | 3435 |
| 55 DMA | 12289 | 3686 |
| Swing High | 9870 | 2252 |
| Swing Low | 7697 | 2921 |

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## Technical Comments



## Outlook for next week

After a sharp fall, Nifty opened weak tested our target of 2300 and made a low of 2252, but the five week fall terminated on Monday, we witnessed sharp bounce back after that the Bulls took the driver's seat and maintained a tight hold throughout the week. Finally, after nonstop five week fall, Nifty has registered decent gains and closed at 2885 with a gain of $11.65 \%$ w-o-w basis. In sectoral indices, last week, the BSE Metals (+22.17\%) and BSE Oil \& Gas index (+20.27\%) were the star performers. However, BSE Realty (+13.48\%), BSE Power ( $+9.02 \%$ ) and BSE IT (10.12\%) participated in the rally. The BSE HC ( $-1.17 \%$ ) and BSE FMCG ( $-0.99 \%$ ) closed with marginal losses.

On Monday Nifty took support at upper band of the 8 years old "Channel" and made a low of 2252 after that it recovered smartly and on the daily chart it had formed "Hammer" pattern, and "Stochastic" oscillator had given buy signals. And after Tuesday's move "RSI" had also given a buy signal. All these factors indicated a "Trend Reversal" for short term. Looking at these positive developments, on Wednesday we gave short term target of 3450 on Nifty. After Friday's closing, we are more confident that Nifty can test our target in the coming weeks. On the weekly chart, Nifty has made a "Piercing" pattern and "Stochastic" oscillator has given a Buy signal. Thus we believe that this rally will continue and Nifty can test 3168 and above that 3451, these are $38.20 \%$ and $50 \%$ retracement levels of the fall from 4649 to 2252.

## Today's Strategy:

Hold Long position in Nifty Nov Futures with stop-loss of 2439.30 for the target of 3075. For Intra-day, Nifty is having resistance at 2921 and it has support at 2778.

## Sectoral Speak

The BSE Metals index outperformed the broader markets last week; it tested our first target of 5149 on Friday and finally closed at 5367 with a gain of $22.17 \%$ w-o-w basis. On the weekly chart, It made a "Piercing" pattern and "Stochastic" oscillator has given a Buy signal. Thus we revised our target from 5564 to 7555 and above that 8713 , these are $38.20 \%$ and $50 \%$ retracement levels of the fall from 13620 to 3806.

On Friday the BSE Oil \& Gas index tested our mentioned target of 5976 and finally closed at 6195 with a gain of $20.27 \%$ w-o-w basis. On the weekly chart, It made a "Piercing" pattern and "Stochastic" oscillator has given a Buy signal. Now it can test 6866 and above that 7576 , these are $38.20 \%$ and $50 \%$ retracement levels of the fall from 10582 to 4569.

After taking support at 1512 on Monday, The BSE Realty index bounced back sharply and closed at 1978 with a gain of $13.48 \%$ w-o-w basis. The "Stochastic" oscillator has given a Buy signal on the weekly chart. Thus we maintain bullish view on this index with the target of 2272 and above that 2452.

The BSE CG index also made a "Piercing" pattern and "Stochastic" oscillator has given a Buy signal on the weekly chart. It finally closed at 7017 with a gain of $6.16 \%$. Thus we may see further recovery and it can test 8509 , it is $38.20 \%$ retracement level of the fall from 12815 to 5847.

| Nifty |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 4 . 1 0 . 0 8}$ | 31.10 .08 | Chg | \% Chg |
| Spot | 2557.25 | 2905.25 | 348 | 13.61 |
| Nov Fut | 2520 | 2900 | 380 | 15.08 |
| Dec Fut | 2537.8 | 2898.05 | 360.25 | 14.20 |


| Nifty Cost of Carry |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 4 . 1 0 . 0 8}$ |  | $\mathbf{3 1 . 1 0 . 0 8}$ |  |
|  | Basis | COC \% | Basis | COC \% |
| Nov Fut | -37.3 | -15.6 | -5.3 | -2.4 |

## Nifty open interest

| No of Shares ('000) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 24.10 .08 | 31.10 .08 | Chg | \%Chg |
| Nov Fut | 18256 | 28679 | 10423 | 57.09 |
| Dec Fut | 826 | 1060 | 234 | 28.33 |
| Total | 42424 | 29755 | -12669 | -29.86 |

## Nifty put call ratio

| No of Shares ('000) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 4 . 1 0 . 0 8}$ | 31.10 .08 | Chg | \%Chg |
| Call OI | 62122 | 25742 | -36380 | -58.56 |
| Put OI | 40759 | 27435 | -13324 | -32.69 |
| PCR | 0.66 | 1.07 | 0.41 |  |

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## Derivative Comments

## Market Activity

This week Nifty opened negative; and continued trading with a negative bias initially. But later on it took strong support and lower levels and posted a smart recovery to give a weekly close at 2885.60 with a gain of 301.6 points (11.67\%) from its previous weeks close. Major Gainers for the week were Unitech, Coreproject, JSW Steel,OFSS and Essar Oil. Losers were SCI, Auropharma, Brigade, Matrix Labs and AIA Engg.

Flls remained net Buyers in Index futures to the tune of 87722 contracts and have shed 288921 contracts in OI. They remained net Buyers in Index options to the tune of 63979 contracts and the OI has decreased by 548622 contracts. In stock futures too they were net Buyers to the tune of 126074 contracts and have shed 338573 contracts in OI.

## Market Outlook:

The Nov futures cost of carry for the Nifty stood at a Negative 2.44 \% against a Negative 15.64 \% for the last week. Nifty Nov Futures traded at a Discount of 0-5 Points. The Implied Volatility of Nifty dropped from around $85 \%$ to $70-71 \%$ levels this Friday. These levels of IV are uncomfortably high and hence traders could witness very high amount of volatility in the coming days. Also on a week on week basis Nifty shed 126.7 lac shares (29.86\%) in Open Interest.

## Open Interest (OI) Analysis:

On Friday in the November series Long OI was seen in Educomp(9\%),Essar Oil(12\%),Hind Oil $\operatorname{Exp}(9 \%), I D B I(10 \%), J S W \quad$ Steel(25\%), M\&M(9\%), MLL(13\%), RPL(14\%), RPower(8\%) and Tata Comm(38\%). Hence we expect these stocks to show further upside move. CoC for Essar Oil and M\&M having turned Negative we would advise clients to enter these stocks at lower levels.

## Put Call Ratio Analysis:

The Put Call Ratio of Nifty WoW increased from 0.66 to 1.07 . On w-o-w basis Nifty Call options shed 363.8 Lakh shares ( $58.56 \%$ ) and Put options shed 133.24 Lakh shares (32.7\%) in OI.

On Friday on the calls side incrementally maximum OI was added at 3000(15.39L) strike followed by strike 3100(10.77L).
On the Puts front maximum OI addition was witnessed at 2700 Strike (20.18L) also significant OI addition was seen at 2800 Strike (11.98L).Now on the puts front maximum OI build up stands at 2700 strike(20.23L). Hence Nifty has immediate support at 2700 levels.

## Cost of Carry (CoC):

Turned Positive: BPCL, DLF, HCC, Hindalco, HPCL, IDBI, IDEA, IDFC, IFCI, ITC, Maruti, RNRL, RPL, SAIL, SBI, TCS and Tech M.

Turned Negative: Bank of India, Bharti Airtel, Essar Oil, Gail, Lic Hsg Fin, M\&M, MTNL, ONGC and TTML.

FII's Weekly Derivative Statistics 29.10.08

|  | Buy |  | Sell |  | Open Interest as on 29.10.08 |  | Open Interest as on 23.10.08 |  | Change in FIls Open Interest (W-o-W) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. Of Contracts | Amt in Crs. | No. Of Contracts | Amt in Crs. | No. Of Contracts | Amt in Crs. | No. Of Contracts | Amt in Crs. | No. Of Contracts | Amt in Crs. |
| Index Futures | 874146 | 11384.07 | 786424 | 10287.82 | 576921 | 7840.38 | 865842 | 12701.01 | -288921 | -4860.63 |
| Index Options | 153387 | 2168.91 | 89408 | 1358.77 | 741920 | 10004.98 | 1290542 | 18966.01 | -548622 | -8961.03 |
| Stock Futures | 750258 | 7992.66 | 624184 | 6831.56 | 845862 | 8984.74 | 1184435 | 13658.88 | -338573 | -4674.14 |
| Stock Options | 0 | 0 | 361 | 3.25 | 1966 | 12.31 | 46663 | 601.86 | -44697 | -589.55 |
| TOTAL | 1777791 | 21545.64 | 1500377 | 18481.4 | 2166669 | 26842.41 | 3387482 | 45927.76 | -1220813 | -19085.4 |

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