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| Sectoral Movements |  | \% Change |  |  |  |
| :--- | ---: | :---: | :---: | :---: | :---: |
|  | 28-May-09 | 1-d | 1-mo | 3-mo | 1-y |
| Banking | 8,163 | 1.8 | 43.6 | 92.5 | 5.8 |
| IT | 3,115 | $(0.2)$ | 12.4 | 48.7 | $(32.1)$ |
| Pharmaceuticals | 3,483 | $(0.4)$ | 13.5 | 34.1 | $(19.5)$ |
| Oil | 10,086 | 1.1 | 24.0 | 66.3 | $(4.6)$ |
| Power | 2,824 | 1.3 | 33.7 | 61.2 | $(7.4)$ |
| Auto | 4,459 | 0.6 | 27.5 | 66.2 | 1.1 |
| Metals | 10,550 | 2.8 | 53.2 | 124.9 | $(36.7)$ |
| Real Estate | 3,578 | 1.7 | 67.9 | 153.2 | $(49.7)$ |
| FMCG | 2,091 | $(0.2)$ | $(0.2)$ | 2.4 | $(13.6)$ |
| Capital Goods | 11,449 | 1.7 | 44.8 | 94.1 | $(10.7)$ |


| I ndia | Change in \% |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 28-May-09 | 1-d | 1-mo | 3-mo |
| Nifty | 4,337 | 1.4 | 24.8 | 56.9 |
| Sensex | 14,296 | 1.3 | 25.4 | 60.8 |
| CNX 500 | 3,488 | (0.5) | 31.0 | 65.1 |
| Global I ndices |  |  |  |  |
|  | 28-May-09 | 1-d | 1-mo | 3-mo |
| DJIA | 8,404 | 1.3 | 2.7 | 19.0 |
| NASDAQ | 1,752 | 1.2 | 2.3 | 27.1 |
| Hang Seng | 18,006 | 0.7 | 23.7 | 40.5 |
| Nikkei 225 | 9,457 | 0.1 | 11.3 | 25.0 |
| Net Inv (INR Bn) |  |  |  |  |
| 26-May-09 |  | Buy | Sell | Net |
| FII Cash |  | 40.8 | 36.4 | 4.4 |
| FII F\&O |  | 90.7 | 98.0 | (7.3) |
| MF Cash |  | 17.4 | 7.3 | 10.0 |
| Value Traded - India ( I NR Bn) |  |  | Change in \% |  |
|  | 28-May-09 | 1-d | 1-mo | 3-mo |
| BSE Cash | 70.3 | 1.4 | 65.3 | 130.3 |
| NSE Cash | 256.6 | 24.4 | 92.7 | 188.4 |
| NSE F\&O | 906.1 | 7.0 |  |  |


| Forex/ Money Market |  | Change in \% |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 28-May-09 | 1-d | 1-mo | 3-mo |
| INR/USD | 47.6 | 0.2 | 6.1 | 9.1 |
| USD/EUR | 1.4 | $(0.4)$ | $(5.1)$ | $(10.1)$ |
| USD/YEN | 1.0 | $(0.5)$ | $(1.4)$ | $(1.1)$ |
| 10 Yr G-Sec | 6.7 | 1.2 | 8.4 | 11.3 |


| Commodities (USD/ Mt ton) | Change in \% |  |  |  |
| :--- | ---: | :--- | :---: | ---: |
|  | 28-May-09 | 1-d | 1-mo | 3-mo |
| Copper | $4,737.0$ | 1.7 | 13.2 | 38.4 |
| Aluminium | $1,381.3$ | 0.8 | $(1.4)$ | 5.6 |
| *Gold | 964.6 | 0.5 | 7.4 | 2.4 |
| *Silver | 15.3 | 0.9 | 19.8 | 16.5 |
| **NYMEX | 65 | 2.6 | 30.4 | 45.4 |
| *USD/Troy Ounce | **USD/bbl |  |  |  |


| Agri Commodities ( 1 NR/ QT) |  |  | Change in \% |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 28-May-09 | 1-d | 1-mo | 3-mo |
| Sugar | 2,428.2 | (0.1) | (1.0) | 6.9 |
| Cotton^ | 2,516 | (0.0) | 5.3 | 20.9 |



## STOCKS IN THE NEWS

Tata Motors may have to infuse funds to bridge J LR pension gap.(ET)
Tata Motors rolls out World Truck. (ET)
Dhanalakshmi zeroes in on Bajaj cos for insurance distribution. (ET)
NTPCto invest Rs 10,000 cr in Andhra, TN. (ET)
New RIL gas find may put India among top 15 gas producers in the world. (ET)
AB Group may not buy L\&T's stake in UltraTech (ET)
Novartis hikes offer price for arm to Rs 450. (ET)
Sanofi pulls out of race for Shantha; GSK in fray. (ET)
Unitech Wireless awards \$500m network contract to Ericsson. (ET)
NTPC Simhadri Unit III to be ready by Nov 2010. (BS)
J SW Steel to raise \$1 bn via QIP, FCCB issue. (BS)
SAI L likely to double capex up to Rs $10,000 \mathrm{cr}$. (BL)
Siemens to invest Rs 275 cr in steam turbine facility. (BL)

## RESULTS FOR THE DAY

|  | PAT |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Name of company | Q4FY09E | Q4FY08 | Y-o-Y \% | Q3FY09 | Q-0-Q \% |
| Lanco Infratech | 1,417 | 1,595 | $(11.2)$ | 481 | 194.6 |
| Colgate | 649 | 556 | 16.6 | 778 | $(16.6)$ |
| Welspun Gujarat | 544 | 1,022 | $(46.8)$ | 1,257 | $(56.7)$ |
| Pvr | 3 | 27 | $(88.9)$ | 47 | $(93.6)$ |
| Tata Motors | $(624)$ | 5,975 | $(110.5)$ | $(845)$ | $(26.1)$ |
| Voltas | 604 | 441 | 37.0 | 426 | 41.8 |
| Ivrcl Infra | 708 | 1,092 | $(35.2)$ | 556 | 27.3 |
| locl | 45,614 | $(4,143)$ | $(1,201.0)$ | 29,679 | 53.7 |
| Bpcl | 19,234 | 584 | $3,193.5$ | 7,998 | 140.5 |

## SALES TRADERS COMMENTARY

Indian markets opened yesterday's session with marginal gains, but soon slipped into the negative territory on selective profit booking across counters. However, benchmark indices gained strength during the session with the BSE Sensex ending above the 14250 level and the NSE Nifty above the 4337.10 mark. The May series was magnificent for the markets, with Nifty posting the biggest percentage gain ever. Both equity benchmarks surged $25 \%$ each in this series. Among the sectors, realty, metal, bank and capital goods indices were the highest percentage gainers, and went up 43.5-68\%.

Nifty crossed the 4350 level during the day, closing at 4337.10 , and was up $\sim 1.43 \%$. Sensex closed up $1.32 \%$. The market turnover was at INR 1,22,918.11 cr.

Gainers were Ranbaxy Labs. (4.24\%), followed by Sterlite Inds. (3.59\%), Bharti Airtel (3.42\%), NTPC (2.80\%), Tata Steel (2.77\%) and ICICl Bank (2.67\%).

Losers were Tata Motors (3.17\%), Grasim Industries (2.80\%), Wipro (2.68\%), Reliance Communications (2.68\%) , Reliance Infra (1.34\%) and Infosys (0.56\%).

Inflation was completely a non-event; for the week-ended May 16, it remained unchanged at $0.61 \%$ week-on- week (W-o-W).

## Sector-specific highlights

The banking space moved significantly in the last hour of trade; Kotak Mahindra Bank, IClCl Bank, SBI and HDFC Bank went up 2-3.5\%.

The metal and capital goods sectors were on the buyer's radar; smart movers were SAIL (6.58\%), JSW Steel (6.53\%), Tata Steel (2.77\%), ABB (3.56\%), Siemens (3.21\%), L\&T (2.32\%) and BHEL (1.89\%) - all ending in the positive territory.

Realty stocks like Indiabulls Realty shot up 10.56\%; Puravankara Projects was up $4.96 \%$ and DLF gained $1.78 \%$.

Mixed trend was seen in the auto space. Bharat Forge, Maruti Suzuki and M\&M gained 2$6.5 \%$, while Tata Motors, Hero Honda, Amtek Auto and Ashok Leyland declined 1-3\%.

Asian markets ended mixed. Seoul Composite was up $2.21 \%$ and Nikkei gained $0.13 \%$. However, Straits Times fell $0.57 \%$. Shanghai, Hang Seng and Taiwan Weighted were shut for trade. European markets were trading in the red. In Frankfurt, the DAX Index was trading lower by $1.32 \%$ and, in London, FTSE 100 was trading down $1.35 \%$.

## I NFLATI ON

## Inflation remains unchanged

## I nflation in line with expectations

The Wholesale Price Index (WPI)-based inflation for the week-ended May 16 came in at $0.61 \%$ Y-o-Y, broadly in line with expectations (Consensus: $0.69 \%$ ) and unchanged at previous week's number of $0.61 \%$.

During the week, primary articles' inflation rose by $0.04 \% \mathrm{~W}-\mathrm{o}-\mathrm{W}$. Food articles fell by $0.04 \%$, with food grains $(0.12 \%)$, cereals ( $0.12 \%$ ), and fruits \& vegetables ( $-0.73 \%$ ) contributing to the change. Non-food primary articles rose by $0.17 \%$, with fibres increasing by $1.35 \%$. Manufactured group inflation rose by $0.1 \% \mathrm{~W}-\mathrm{o}-\mathrm{W}$. Food products, which rose $0.52 \% \mathrm{~W}$-o-W, were the primary driver of the jump in manufacturing group inflation. Fuel group inflation rose by $0.09 \%$, due to an increase in the price of mineral oils.

## Food prices primary drivers of rise since March

After softening significantly from the peak of 241.7 during September, WPI has either been on the rise or remained constant over the past ten weeks. The table below shows the rise in prices since March 7, the week when the index was the lowest since March 2008.

| WPI | 7-Mar | 16-May | \% rise |
| :---: | :---: | :---: | ---: |
| Primary articles | 226.7 | 232.2 | 2.4 |
| Food articles | 245.5 | 256.1 | 4.3 |
| Food grains | 242.5 | 251.4 | 3.7 |
| Cereals | 244.3 | 251.2 | 2.8 |
| Pulses | 240.8 | 247.7 | 2.9 |
| Fruits \& vegetables | 270.0 | 276.8 | 2.5 |
| Non-food articles | 245.9 | 271.7 | 10.5 |
| Fibres | 223.4 | 234.7 | 5.1 |
| Oil seeds | 194.5 | 209.6 | 7.8 |
| Fuel group | 232.0 | 246.8 | 6.4 |
| Manufactured products | 321.0 | 324.0 | 0.9 |
| Food products | 199.2 | 203.5 | 2.2 |
| Oil cakes | 212.8 | 232.6 | 9.3 |
| Sugar | 318.9 | 410.1 | 28.6 |
| Beverages | 187.1 | 201.3 | 7.6 |
| Textiles | 301.5 | 302.4 | 0.3 |
| Chemicals \& chemical products | 140.5 | 141.0 | 0.4 |

Source: Office of economic research, Edelweiss research

Food prices have been the primary factor driving the overall index. Prices of industrial commodities or fuel have, however, not risen significantly during this period. We believe with muted demand for industrial commodities, pressure on food related prices will not be powerful enough to push inflation up on a sustained basis (though food related prices are typically volatile in India). Effects of a very high base will also be visible on the Y-o-Y inflation number over the next three-four months.

We reiterate our view that the $\mathrm{Y}-\mathrm{o}-\mathrm{Y}$ inflation number will soon enter into negative territory and will stay there for a significant part of H1FY10.

May 28, 2009

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## LARSEN \& TOUBRO

INR 1,342

## I mproved outlook, rich valuations

ACCUMULATE

## Beats estimates again; encouraging performance in tough times

Larsen and Toubro's (LT) FY09 results, marginally ahead of our estimates (~2\%), were encouraging in an otherwise challenging environment. Earnings grew $30 \% \mathrm{Y}$-o-Y, while top-line grew $36.5 \%$ for the year. Despite higher working capital requirements, slower growth in the products businesses and minor delays in some projects, LT reported $30 \%$ plus revenue growth, driven by strong performance of its engineering and construction division (E\&C, 82\% of FY09 revenues, up $48 \%$ Y-o-Y, to INR 286 bn). EBITDA margins remained stable at $11.4 \%$ (ahead of our estimates of $10.6 \%$ ) due to faster execution of few large projects like Delhi Airport leading to better profitability. Consolidated revenues grew 37\% Y-o-Y, while adj. earnings grew 31\% Y-o-Y mirroring standalone (SA) performance.

## Order accretion up 23\% ; FY10E guidance - intake up 25-35\% , revenues up 15-20\%

Even as LT missed its initial guidance of $30 \%$ growth in order accretion due to lower ordering velocity in O\&G, intake grew $23 \%$ Y-o-Y, to INR 516 bn. The order backlog stands at INR 703 bn, up $33 \%$ Y-o-Y and at $2 \times$ FY09 SA revenues. Even as uncertainty prevails on private spending, LT remains confident of push in infra creation and has guided for $25-35 \%$ growth in order intake. Key accretion drivers are likely to be infrastructure, power ( $\sim$ INR 100 bn), railways (INR 35 bn ) and fertilizers. LT continues to target for a $75: 25$ domestic to international mix and has taken concrete steps by setting up new JVs in Qatar, Kuwait and Saudi Arabia where it has not done well in the past. The management has guided for a 15-20\% top-line growth for FY10E.

## Biggest beneficiary of stable government and improving business environment

Even as we have been circumspect on the business environment, recent data-points such as - improving order intake, rising enquires, strong cement dispatches, falling interest rates and improving liquidity - suggest improvement in outlook. With a stable government at the Centre and infrastructure being its urgent priority, LT (with its depth and width across infrastructure verticals) is likely to be the biggest beneficiary of this infra spending.

## Outlook and valuations: Default I ndia growth play; upgrade to 'ACCUMULATE’

Factoring in improving business fundamentals, we have revised our order intake growth assumption to $20 \%$ (against $10 \%$ decline earlier) with primary drivers being infrastructure and power verticals. We have also revised our revenue growth estimates to $15.5 \%$ for FY10E and $21.3 \%$ for FY11E against our earlier 10-13\% estimates, anticipating higher order intake, faster project execution and improving working capital metrics. On our revised EPS of INR 62.2 (up 7\%) and INR 75.3 (up 15\%) in FY10E and FY11E, LT is trading at P/E of $21.6 x$ and 17.8 x for FY10E and FY11E, respectively. Despite recent run-up in stock price (up $53 \%$ in a month) and rich valuations, we believe LT remains a default India infrastructure play with pick-up in government spending being a near term stock price trigger. We are upgrading our recommendation to 'ACCUMULATE' from 'REDUCE'.
Financials (standalone)

| Year to March | Q4FY09 | Q4FY08 | \% Change | Q3FY09 | \% | Change | FYO9E | FY10E |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Rev. (net) (INR mn) | 106,052 | 85,556 | 24.0 | 86,156 | 23.1 | 339,264 | 391,973 |  |
| EBITDA (INR mn) | 15,870 | 11,856 | 33.9 | 9,047 | 75.4 | 38,568 | 44,516 |  |
| Adj. net profit (INR mn) | 11,424 | 8,795 | 29.9 | 6,877 | 66.1 | 27,092 | 30,942 |  |
| Diluted EPS (INR) | 19.5 | 15.3 | 27.2 | 11.8 | 65.9 | 46.2 | 52.8 |  |
| Diluted P/E (x) |  |  |  |  |  | 29.1 | 25.4 |  |
| EV/EBITDA (x) |  |  |  |  |  | 20.0 | 17.5 |  |
| ROAE (\%) |  |  |  |  |  |  |  |  |



Table 1: Key revisions

|  | New |  | Old |  | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY10E | FY11E | FY10E | FY11E |  |
| E\&C order intake (INR mn) | 546,204 | 665,334 | 436,052 | 514,275 | Order intake growth at 20\% vis-à-vis earlier decline in FY10E on government backed push in infrastructure projects |
| SA Revenues (INR mn) | 391,973 | 475,376 | 377,165 | 429,151 | Increased revenue growth on higher than expected order intake in FY10E and faster execution with liquidity and working capital issues receding |
| EBITDA (INR mn) | 44,516 | 53,988 | 39,905 | 43,424 | Margins are likely to remain stable as raw material costs will start easing out and execution will pick-up leading to higher profit booking on large projects (DIAL) |
| \% margins | 11.4 | 11.4 | 10.6 | 10.1 |  |
| Core PAT(INR mn) | 30,942 | 37,701 | 28,644 | 31,916 |  |



Despite the recent run-up in stock price (up $53 \%$ in a month) with re-rating playing out with improving macro-fundamentals, we believe LT remains a default India infrastructure play with pick-up in government spending being a near term stock price trigger. We are upgrading our recommendation to ‘ACCUMULATE’ from ‘REDUCE’.

Chart 1: Further P/E re-rating could be likely as seen in previous up-cycle (FY05-08)


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## Segmental details

Nearly 48\% growth in E\&C revenues (projects business) propelled overall revenues growth of $36 \%$. Revenue growth in the products businesses, namely, MIP and EBG, were under pressure and was muted at $2.4 \%$ and $4.2 \%$, respectively.

The E\&C segment also reported strong profitability with $12.1 \%$ EBIT margins for FY09, its highest in the past five years.

Table 2: E\&C powers growth even as products businesses suffer

| Year to March | Q4FY09 | Q4FY08 | Q3FY09 | FY09 | FY08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Segment Y-o-Y growth (\%) |  |  |  |  |  |
| Electrical \& Electronics (EBG) | (5.3) | 20.4 | 5.1 | 4.2 | 28.8 |
| Engineering \& Construction (E\&C) | 39.6 | 38.2 | 53.8 | 47.6 | 44.4 |
| Machinery and Industrial products (MIP) | (23.1) | 21.5 | (10.2) | 2.4 | 30.8 |
| Others | (67.0) | 59.4 | (54.0) | (16.9) | 38.7 |
|  |  |  |  |  |  |
| Segment revenue mix (\%) |  |  |  |  |  |
| Electrical \& Electronics (EBG) | 7.2 | 9.5 | 7.2 | 7.9 | 10.3 |
| Engineering \& Construction (E\&C) | 85.9 | 76.8 | 85.0 | 81.9 | 75.2 |
| Machinery and Industrial products (MIP) | 5.7 | 9.2 | 5.9 | 7.1 | 9.4 |
| Others | 1.2 | 4.6 | 2.0 | 3.1 | 5.1 |
|  |  |  |  |  |  |
| EBIT margin (\%) |  |  |  |  |  |
| Electrical \& Electronics (EBG) | 12.4 | 13.7 | 10.5 | 14.4 | 15.0 |
| Engineering \& Construction (E\&C) | 15.6 | 15.0 | 10.4 | 12.1 | 12.0 |
| Machinery and Industrial products (MIP) | 18.8 | 17.2 | 12.5 | 18.9 | 17.9 |
| Others | (4.8) | 12.9 | 6.6 | 4.8 | 7.5 |
|  |  |  |  |  |  |
| EBIT mix (\%) |  |  |  |  |  |
| Electrical \& Electronics (EBG) | 5.8 | 8.7 | 7.2 | 9.1 | 12.2 |
| Engineering \& Construction (E\&C) | 87.6 | 76.9 | 84.5 | 79.0 | 71.5 |
| Machinery and Industrial products (MIP) | 7.0 | 10.5 | 7.0 | 10.7 | 13.2 |
| Others | (0.4) | 3.9 | 1.2 | 1.2 | 3.0 |


| Financials snapshot (standalone) |  |  |  |  |  |  |  |  |  | (INR mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year to March | Q4FY09 | Q4FY08 | \% | Change | Q3FY09 | \% | Change | FYO9 | FY10E | FY11E |
| Revenues (net) | 106,052 | 85,556 |  | 24.0 | 86,156 |  | 23.1 | 339,264 | 391,973 | 475,376 |
| Raw material | 78,526 | 64,669 |  | 21.4 | 68,482 |  | 14.7 | 262,320 | 303,120 | 367,616 |
| Staff cost | 3,765 | 3,782 |  | (0.5) | 4,806 |  | (21.7) | 19,980 | 23,084 | 27,996 |
| Other operating expenses | 7,891 | 5,249 |  | 50.3 | 3,821 |  | 106.5 | 18,395 | 21,253 | 25,775 |
| Total expenditure | 90,181 | 73,700 |  | 22.4 | 77,109 |  | 17.0 | 300,695 | 347,457 | 421,388 |
| EBITDA | 15,870 | 11,856 |  | 33.9 | 9,047 |  | 75.4 | 38,568 | 44,516 | 53,988 |
| Depreciation | 889 | 682 |  | 30.5 | 781 |  | 13.9 | 3,060 | 3,616 | 4,262 |
| EBIT | 14,981 | 11,174 |  | 34.1 | 8,266 |  | 81.2 | 35,509 | 40,901 | 49,726 |
| Interest | 1,455 | 499 |  | 191.6 | 975 |  | 49.1 | 3,502 | 3,993 | 4,403 |
| Other income | 2,306 | 1,816 |  | 27.0 | 3,072 |  | (24.9) | 7,398 | 9,051 | 10,676 |
| PBT | 15,833 | 12,491 |  | 26.7 | 10,363 |  | 52.8 | 39,404 | 45,959 | 55,999 |
| Tax | 4,409 | 3,696 |  | 19.3 | 3,485 |  | 26.5 | 12,312 | 15,018 | 18,298 |
| Core Profit | 11,424 | 8,795 |  | 29.9 | 6,877 |  | 66.1 | 27,092 | 30,942 | 37,701 |
| Extraordinary items | $(1,439)$ | 872 |  | (264.9) | 8,323 |  | (117.3) | 7,725 | 0 | 0 |
| Profit after tax | 9,985 | 9,667 |  | 3.3 | 15,200 |  | (34.3) | 34,817 | 30,942 | 37,701 |
| PAT after minority | 9,985 | 9,667 |  | 3.3 | 15,200 |  | (34.3) | 34,817 | 30,942 | 37,701 |
| Adjusted net profit | 11,424 | 8,795 |  | 29.9 | 6,877 |  | 66.1 | 27,092 | 30,942 | 37,701 |
| Equity capital(FV:INR 2) | 1,171 | 574 |  | 104.2 | 585 |  | 100.3 | 1,169 | 1,169 | 1,169 |
| \# of shares (mn) | 586 | 287 |  | 104.2 | 292 |  | 100.3 | 586 | 586 | 586 |
| Diluted EPS (INR) | 20 | 15.3 |  | 27.2 | 11.8 |  | 65.9 | 46.2 | 52.8 | 64.3 |


| as \% of net revenues |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Raw material | 74.0 | 75.6 | 79.5 | 77.3 | 77.3 | 77.3 |
| Staff cost | 3.5 | 4.4 | 5.6 | 5.9 | 5.9 | 5.9 |
| Other operating expenses | 7.4 | 6.1 | 4.4 | 5.4 | 5.4 | 5.4 |
| EBITDA | 15.0 | 13.9 | 10.5 | 11.4 | 11.4 | 11.4 |
| Adjusted net profit | 10.8 | 11.3 | 170.8 | 38.9 | 32.9 | 7.9 |
| Tax rate $(\%)$ | 25.5 | 31.8 |  | 32.7 |  |  |

Chart 2: E\&C - Q4 intake sedate, backlog at highest level ever - INR 687 bn

-Opening order book Order intake(LHS) - Order backlog (RHS)
Source: Company, Edelweiss research
Chart 3: Process and O\&G verticals bear the brunt of economic slowdown in FY09


Chart 4: Infra and power to drive growth - 63\% of backlog


Source: Company, Edelweiss research

Chart 5: 85\% of inflows and backlog is I ndia-based


Chart 6: 60: $\mathbf{4 0}$ private public mix both in backlog and inflows



## Company Description

Larsen \& Toubro (LT), headquartered in Mumbai, is a technology-driven engineering and construction organisation, and one of the largest companies in India's private sector. It has additional interests in manufacturing, services, and information technology. A strong customer-focused approach and the constant quest for top-class quality has enabled the company attain and sustain leadership in its major lines of businesses over seven decades. LT has an international presence, with a global spread of offices. A thrust on international business over the past few years has seen overseas earnings growing to $18 \%$ of total revenues. With factories and offices located around the country, further supplemented by a wide marketing and distribution network, LT's image and equity extend to virtually every district of India.

## I nvestment Theme

LT's standalone business operations have gathered significant traction over the past few years with revenue CAGR of $32 \%$ over FY04-06; this is commendable, given the company's scale of operations. The order backlog currently stands in excess of INR 703 bn and is likely to swell with LT'S entry into new verticals like ship building, aviation, nuclear, and defense, which have immense potential. We expect LT's standalone revenues and earnings to grow at CAGR of $18 \%$ over FY09-11E.

A strong balance sheet, sound execution engine, range of capabilities and integrated set of operations (tailored to suit the India infrastructure growth story), lead us to repose faith in the default India infrastructure story-LT.

## Key Risks

Economy slowdown: Being a play across India growth spectrum, any slowdown in the broad economy will impact LT's operations. Also, given that a large part of the infrastructure capex is government-driven, any political instability could impact the roll-out plans and, in turn, LT's growth plans.

Raw material costs and execution risks: Any sudden surge in prices of base raw material comprising steel, aluminum, cement etc., could detrimentally affect the company's margin/operations, despite most contracts having a built-in price escalation clause. Also given the scale of projects being executed by LT, any execution delay could cost company dearly.

## Financial Statements

| Income statement |  |  |  |  | ( INR mn) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Year to March | FY07 | FY08 | FY09 | FY10E | FY11E |
| Income from operations | 205,153 | 293,504 | 404,799 | 469,978 | 562,499 |
| Direct costs | 146,718 | 219,794 | 302,128 | 351,368 | 421,306 |
| Employee costs | 15,741 | 20,494 | 26,660 | 29,377 | 35,080 |
| Other expenses | 16,962 | 17,227 | 26,423 | 29,370 | 34,929 |
| Total operating expenses | 179,421 | 257,514 | 355,212 | 410,115 | 491,315 |
| EBITDA | 25,732 | 35,990 | 49,586 | 59,863 | 71,184 |
| Depreciation and amortisation | 3,413 | 5,118 | 7,283 | 7,840 | 8,745 |
| EBIT | 22,319 | 30,872 | 42,303 | 52,023 | 62,439 |
| Interest expenses | 538 | 2,031 | 4,620 | 7,437 | 8,112 |
| Other income | 3,548 | 5,325 | 5,754 | 9,132 | 10,915 |
| Profit before tax | 25,329 | 34,166 | 43,437 | 53,719 | 65,242 |
| Provision for tax | 7,327 | 11,608 | 14,257 | 17,495 | 21,087 |
| Core Profit | 18,002 | 22,558 | 29,181 | 36,224 | 44,155 |
| Extraordinary items | 4,610 | 20 | 7,891 | - | - |
| Profit after tax | 22,612 | 22,578 | 37,071 | 36,224 | 44,155 |
| Less: Minority interests | 1,162 | 683 | (314) | 1,106 | 1,326 |
| Add: Share in profits of associates | 969 | 1,358 | 509 | 1,395 | 1,395 |
| PAT after minority interest | 22,419 | 23,254 | 37,895 | 36,513 | 44,224 |
| Adjusted net profit | 17,810 | 23,233 | 30,004 | 36,513 | 44,224 |
| Basic shares outstanding (mn) | 283 | 292 | 586 | 586 | 586 |
| EPS (INR) basic | 31.4 | 39.7 | 51.2 | 62.3 | 75.5 |
| Diluted equity shares (mn) | 285 | 294 | 587 | 587 | 587 |
| EPS (INR) fully diluted | 31.2 | 39.5 | 51.1 | 62.2 | 75.3 |
| CEPS (INR) | 37.3 | 49.0 | 63.8 | 75.7 | 90.4 |
| Dividend per share | 6.5 | 8.5 | 10.5 | 11.5 | 13.5 |
| Dividend payout (\%) | 19.2 | 24.6 | 19.0 | 21.6 | 20.9 |

Common size metrics- as \% of net revenues

| Year to March | FY07 | FY08 | FY09 | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Direct cost | 71.5 | 74.9 | 74.6 | 74.8 | 74.9 |
| Employee expenses | 7.7 | 7.0 | 6.6 | 6.3 | 6.2 |
| S G \&A expenses | 8.3 | 5.9 | 6.5 | 6.2 | 6.2 |
| Operating expenses | 87.5 | 87.7 | 87.8 | 87.3 | 87.3 |
| Depreciation and amortization | 1.7 | 1.7 | 1.8 | 1.7 | 1.6 |
| Interest expenditure | 0.3 | 0.7 | 1.1 | 1.6 | 1.4 |
| EBITDA margins | 12.5 | 12.3 | 12.2 | 12.7 | 12.7 |
| EBIT margins | 10.9 | 10.5 | 10.5 | 11.1 | 11.1 |
| Core net profit margins | 8.8 | 7.7 | 7.2 | 7.7 | 7.8 |

Growth metrics (\%)

| Year to March | FY07 | FY08 | FY09 | FY10E | FY11E |
| :--- | :---: | :---: | :---: | ---: | ---: |
| Revenues | 23.9 | 43.1 | 37.9 | 16.1 | 19.7 |
| EBITDA | 62.7 | 39.9 | 37.8 | 20.7 | 18.9 |
| PBT | 51.8 | 34.9 | 27.1 | 23.7 | 21.5 |
| Core net profit | 45.6 | 25.3 | 29.4 | 24.1 | 21.9 |
| EPS | 35.9 | 26.4 | 29.3 | 21.7 | 21.1 |


| Balance sheet |  |  |  |  | (INR mn) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As on 31st March | FY07 | FY08 | FY09E | FY10E | FY11E |
| Equity capital | 567 | 585 | 1,171 | 1,171 | 1,171 |
| Reserves \& surplus | 68,649 | 107,726 | 141,054 | 169,687 | 204,660 |
| Shareholders funds | 69,216 | 108,311 | 142,225 | 170,858 | 205,831 |
| Minority interest | 6,457 | 9,226 | 9,754 | 10,860 | 12,186 |
| Secured loans | 31,090 | 65,601 | 94,023 | 106,357 | 114,438 |
| Unsecured loans | 33,232 | 57,558 | 97,599 | 110,265 | 120,364 |
| Borrowings | 64,322 | 123,160 | 191,622 | 216,622 | 234,802 |
| Sources of funds | 139,995 | 240,697 | 343,602 | 398,340 | 452,819 |
| Gross block | 61,147 | 78,738 | 115,241 | 173,473 | 182,625 |
| Depreciation | 21,299 | 24,034 | 26,749 | 33,839 | 41,273 |
| Net block | 39,848 | 54,704 | 88,492 | 139,633 | 141,352 |
| Capital work in progress | 14,692 | 30,531 | 49,136 | 15,224 | 21,951 |
| Total fixed assets | 54,539 | 85,235 | 137,628 | 154,857 | 163,304 |
| Investments | 24,793 | 55,523 | 40,765 | 61,257 | 65,164 |
| Inventories | 36,764 | 50,190 | 67,323 | 80,040 | 96,656 |
| Sundry debtors | 61,381 | 82,344 | 170,023 | 199,300 | 239,012 |
| Cash and equivalents | 17,180 | 15,608 | 40,410 | 18,159 | 27,859 |
| Loans and advances | 52,260 | 108,742 | 84,443 | 108,751 | 129,831 |
| Total current assets | 167,585 | 256,883 | 362,199 | 406,250 | 493,358 |
| Sundry creditors and others | 92,648 | 133,552 | 166,554 | 189,362 | 228,824 |
| Provisions | 13,370 | 22,460 | 29,179 | 33,404 | 38,926 |
| Total CL \& provisions | 106,019 | 156,012 | 195,734 | 222,765 | 267,750 |
| Net current assets | 61,566 | 100,871 | 166,465 | 183,485 | 225,608 |
| Net deferred tax | $(1,074)$ | $(1,217)$ | $(1,284)$ | $(1,284)$ | $(1,279)$ |
| Others | 170 | 285 | 28 | 25 | 22 |
| Uses of funds | 139,996 | 240,697 | 343,602 | 398,340 | 452,819 |
| Adjusted BV per share (INR) | 122 | 185 | 243 | 292 | 351 |

Free cash flow

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | :---: | :---: | ---: | ---: | ---: |
| Net profit | 22,419 | 23,254 | 37,895 | 36,513 | 44,224 |
| Depreciation | 3,413 | 5,118 | 7,283 | 7,840 | 8,745 |
| Deferred tax | $(70)$ | 317 | 104.40 | - | - |
| Others | 71 | $(115)$ | 1,545 | 3 | 2 |
| Gross cash flow | 25,833 | 28,573 | 46,827 | 44,355 | 52,971 |
| Less: Changes in WC | 12,311 | 40,878 | 40,791 | 39,272 | 32,422 |
| Operating cash flow | 13,522 | $(12,304)$ | 6,036 | 5,084 | 20,549 |
| Less: Capex | 55,079 | 58,358 | 80,036 | 49,247 | 40,808 |
| Free cash flow | $\mathbf{( 4 1 , 5 5 7 )}$ | $\mathbf{( 7 0 , 6 6 2 )}$ | $\mathbf{( 7 4 , 0 0 0 )}$ | $\mathbf{( 4 4 , 1 6 3 )}$ | $\mathbf{( 2 0 , 2 5 8 )}$ |

Cash flow metrices

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | :---: | :---: | ---: | ---: | ---: |
| Operating cash flow | 13,522 | $(12,304)$ | 6,036 | 5,084 | 20,549 |
| Financing cash flow | 26,684 | 74,351 | 61,270 | 17,120 | 8,928 |
| Investing cash flow | $(63,116)$ | $(89,087)$ | $(65,278)$ | $(69,739)$ | $(44,715)$ |
| Net cash flow | $(22,910)$ | $(27,041)$ | 2,028 | $(47,536)$ | $(15,237)$ |
| Capex | $(55,079)$ | $(58,358)$ | $(80,036)$ | $(49,247)$ | $(40,808)$ |
| Dividends paid | $(3,683)$ | $(4,953)$ | $(6,150)$ | $(6,736)$ | $(7,907)$ |
| Share issuance / (buyback) | 1,657 | 21,229 | 2 | - | - |

Profitability \& liquidity ratios

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| ROAE (\%) (on adjusted profits) | 30.1 | 26.2 | 24.0 | 23.3 | 23.5 |
| ROACE (\%) | 24.2 | 20.6 | 17.3 | 16.3 | 17.2 |
| Inventory days | 77 | 72 | 71 | 77 | 77 |
| Debtors days | 102 | 89 | 114 | 143 | 142 |
| Payable days | 196 | 188 | 181 | 185 | 181 |
| Cash conversion cycle | $(18)$ | $(26)$ | 3 | 35 | 38 |
| Current ratio | 1.6 | 1.6 | 1.9 | 1.8 | 1.8 |
| Debt/EBITDA | 2.5 | 3.4 | 3.9 | 3.6 | 3.3 |
| Interest coverage | 41.5 | 15.2 | 9.2 | 7.0 | 7.7 |
| Fixed assets $t /$ (x) | 6.1 | 6.2 | 5.7 | 4.1 | 4.0 |
| Debt/equity | 0.9 | 1.1 | 1.3 | 1.3 | 1.1 |
| Adjusted debt/Equity | 0.9 | 1.1 | 1.3 | 1.3 | 1.1 |

Operating ratios

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total asset turnover | 1.8 | 1.5 | 1.4 | 1.3 | 1.3 |
| Fixed asset turnover | 6.1 | 6.2 | 5.7 | 4.1 | 4.0 |
| Equity turnover | 3.5 | 3.3 | 3.2 | 3.0 | 3.0 |

Du pont analysis

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| NP margin (\%) | 8.7 | 7.9 | 7.4 | 7.8 | 7.9 |
| Total assets turnover | 1.8 | 1.5 | 1.4 | 1.3 | 1.3 |
| Leverage multiplier | 1.9 | 2.1 | 2.3 | 2.4 | 2.3 |
| ROAE (\%) | 30.1 | 26.2 | 24.0 | 23.3 | 23.5 |

Valuation parameters

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Diluted EPS (INR) | 31.2 | 39.5 | 51.1 | 62.2 | 75.3 |
| Y-o-Y growth (\%) | 35.9 | 26.4 | 29.3 | 21.7 | 21.1 |
| CEPS | 37.3 | 49.0 | 63.8 | 75.7 | 90.4 |
| Diluted P/E (X) | 42.9 | 34.0 | 26.3 | 21.6 | 17.8 |
| Price/BV (x) | 11.0 | 7.3 | 5.5 | 4.6 | 3.8 |
| EV/Sales (x) | 4.0 | 2.9 | 2.2 | 2.0 | 1.7 |
| EV/EBITDA (X) | 31.7 | 23.5 | 18.3 | 15.6 | 13.2 |
| Dividend yield (\%) | 0.5 | 0.6 | 0.8 | 0.9 | 1.0 |

## TRANSPORT CORPORATION OF INDIA INR 60

## Gearing for growth

## ACCUMULATE

## Slow pick up in volumes; margins improve

Transport Corporation of India's (TCI) Q4FY09 results were in line with our expectations. Trade in the logistics sector has been picking up slowly in the past two months of Q4FY09, which has had a positive impact on companies, as expected. The impact is even more positive on companies in the road logistics segment, like TCI, as reflected in its significant margin improvement. Net revenues for the company (standalone) declined $0.5 \% \mathrm{Y}-\mathrm{o}-\mathrm{Y}$, but increased $1.8 \% \mathrm{Q}-\mathrm{o}-\mathrm{Q}$, to INR 3.2 bn . The company is clearly facing pressure on volumes as the pick-up in trade has been slow. Net profit for the company declined 5.6\% Y-o-Y and increased $159.3 \%$ Q-o-Q, to INR 147 mn (as Q3FY09 was a bad quarter).

## Freight and XPS slow down; shipping steady

On a standalone basis, revenues in the transport division (accounting for $53.7 \%$ of the revenues in Q4FY09) declined $2.9 \%$ Y-o-Y and $2.1 \%$ Q-o-Q. Decline in the transport division was on account of drop in the utilsation rates of trucks as volumes have been slow to pick up in Q4FY09. The XPS division, which contributed $\sim 25.9 \%$ to revenues in Q4FY09, declined $5.1 \%$ Y-o-Y, to INR 844 mn . The shipping division, contributing $\sim 5.3 \%$ to the overall revenues of the company, increased $6.1 \% \mathrm{Y}-\mathrm{o}-\mathrm{Y}$. EBITDA margin for the company improved 420bps Q-o-Q, to $10.9 \%$, and 390 bps Y -o-Y. Improvement in margins has been mainly on account of stable fuel prices in the current quarter.

## Capex delayed due to slowdown in freight business

TCI is expected to incur a capex of INR 1.6 bn for FY10. Out of this, INR $\sim 1$ bn is likely to be towards the purchase of ships for the ocean logistics segment. On account of slowdown in cargo movement and low freight rates, the company has decided to go slow on capex related to the ocean logistics segment. It is expected to invest INR $\sim 300 \mathrm{mn}$ in the trucks and other segment, and the remaining INR $\sim 300 \mathrm{mn}$ in the warehouse segment.

## Outlook and valuations: Long-term bet; maintain 'ACCUMULATE'

Volumes have picked-up in Q4FY09, but at a slow pace. Slow pick-up in volumes, together with lower domestic cargo, could impact margins adversely over the short term. On our estimates, the stock is trading at a P/E of 15 x and 12.6 x FY10E and FY11E EPS of INR 4 and INR 4.8, respectively. We, however, believe that in the event of volumes picking up, TCI is best-placed to tap growth opportunities. With corporates looking to lower costs and improve operational efficiencies in these recessionary conditions, the SCM division is poised to benefit in the long term. Hence, we maintain our 'ACCUMULATE' recommendation on the stock.

| Financials |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Year to March | Q409 | Q408 | \% change | Q309 | \% change | FYO9E | FY10E |
| Revenues (INR mn) | 3,267 | 3,283 | $(0.5)$ | 3,208 | 1.8 | 14,211 | 16,022 |
| EBITDA (INR mn) | 355 | 229 | 54.9 | 214 | 65.9 | 891 | 968 |
| Net profit (INR mn) | 147 | 156 | $(5.6)$ | 57 | 159.3 | 276 | 310 |
| EPS (INR) | 0.8 | 0.3 | 149.1 | 0.8 | 1.8 | - |  |
| P/E (x) |  |  |  |  |  | 16.9 | 15.0 |
| EV/EBITDA (x) |  |  |  |  |  | 7.8 | 7.3 |
| ROAE (\%) |  |  |  |  |  | 9.6 | 9.8 |

May 27, 2009

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| Reuters |  |  | TCIL.BO |
| :---: | :---: | :---: | :---: |
| Bloomberg |  |  | TRPC IN |
| Market Data |  |  |  |
| 52-week range (INR) |  |  | 96/30 |
| Share in issue (mn) |  |  | 72.5 |
| M cap (INR bn/USD mn) |  |  | 4.3 / 90.9 |
| Avg. Daily Vol. BSE/NSE ('000) |  |  | 22.8 |
| Share Holding Pattern (\%) |  |  |  |
| Promoters* |  |  | 67.6 |
| MFs, FIs \& Banks |  |  | 1.4 |
| Flls |  |  | 9.8 |
| Others |  |  | 21.2 |
| * Promoters pledged shares (\% of share in issue) |  |  | Nil |
| Relative Performance (\%) |  |  |  |
|  | Sensex | Stock | Stock over Sensex |
| 1 month | 28.2 | 42.9 | 14.7 |
| 3 months | 63.9 | 51.8 | (12.2) |
| 12 months | (14.6) | (34.2) | (19.5) |

## Key highlights

- TCl's net revenues (standalone) declined $0.5 \% \mathrm{Y}-\mathrm{o}-\mathrm{Y}$, but increased $1.8 \% \mathrm{Q}-\mathrm{o}-\mathrm{Q}$, to INR 3.2 bn.
- EBITDA for the quarter grew 54.9\% Y-o-Y and 65.9\% Q-o-Q, to INR 355 mn . EBITDA margin grew to $10.9 \%$, improving 420bps Q-o-Q and 390bps $\mathrm{Y}-\mathrm{o}-\mathrm{Y}$.
- PBIT margins on a standalone basis improved 130bps, to 8.7\%, in Q4FY09.
- Net profit declined $5.6 \%$ Y-o-Y and increased $159.3 \%$ Q-o-Q, to INR 147 mn (as Q3FY09 was a bad quarter). Net margins for the company in Q4FY09 were at 4.5\%, an improvement of 270 bps Q-o-Q.
- The company had 7.8 mn sq ft of warehouse space at the end of Q4FY09.
- TCI currently has $\sim 1,200$ owned trucks and 6 ocean going vessels.

| Financial snapshot |  |  |  |  |  |  | ( INR mn) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year to March | Q409 | Q408 | \% change | Q309 | \% change | FY09E | FY10E | FY11E |
| Net sales | 3,267 | 3,283 | (0.5) | 3,208 | 1.8 | 14,211 | 16,022 | 18,041 |
| Total expenditure | 2,912 | 3,054 | (4.6) | 2,994 | (2.7) | 13,320 | 15,055 | 16,935 |
| Direct cost | 2,481 | 2,646 | (6.2) | 2,559 | (3.0) | 11,372 | 12,616 | 13,877 |
| Employee expenses | 161 | 166 | (2.6) | 166 | (2.9) | 789 | 1,025 | 1,333 |
| Other expenditure | 270 | 243 | 11.0 | 269 | 0.2 | 1,159 | 1,414 | 1,725 |
| EBITDA | 355 | 229 | 54.9 | 214 | 65.9 | 891 | 968 | 1,106 |
| Other income | (5) | 13 | (139.4) | 12 | (142.7) | 42 | 46 | 51 |
| Depreciation | 71 | (3) | (2932.0) | 64 | 10.5 | 306 | 321 | 358 |
| EBIT | 279 | 244 | 14.2 | 161 | 72.7 | 627 | 693 | 799 |
| Interest | 58 | 43 | 34.3 | 76 | (23.2) | 203 | 217 | 229 |
| PBT | 221 | 201 | 9.9 | 86 | 157.0 | 424 | 476 | 570 |
| Provision for taxation - Current | 74 | 45 | 64.1 | 29 | 152.6 | 148 | 167 | 199 |
| Adjusted PAT | 147 | 156 | (5.6) | 57 | 159.3 | 276 | 310 | 370 |
| Tax rate (\%) | 33 | 22 |  | 34 |  | 35 | 35 | 35 |


| \% of sales | 76.0 | 80.6 | 79.8 | 80.0 | 78.7 | 76.9 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Direct cost | 4.9 | 5.0 | 5.2 | 5.5 | 6.4 | 7.4 |
| Emp exp. | 8.3 | 7.4 | 8.4 | 8.2 | 8.8 | 9.6 |
| Other exp. | 10.9 | 7.0 | 6.7 | 6.3 | 6.0 | 6.1 |
| OPM $(\%)$ | 4.5 | 4.8 | 1.8 | 1.9 | 1.9 | 2.1 |
| NPM $(\%)$ |  |  |  |  |  |  |

## Company Description

Incorporated in 1958, TCI is the largest supply chain management company in India, providing solutions ranging from supply chain management, transport management, warehousing, inventory and supply-chain management, to customer clearance. It has the largest network of strategically located 1000 company-owned branches across India. It operates through a mammoth fleet comprising over 3000 trucks and manages cargo worth more than INR 350 bn every year.

## I nvestment Theme

TCI is aggressively focusing on growing its high margin logistics and XPS divisions. The logistics division is expected to grow rapidly with increase in outsourcing by companies looking at re-aligning their supply chains. TCI also provides dedicated multi modal services through its XPS division. These two segments are expected to provide higher growth, going forward. TCI is also planning to add significant capacity in its shipping division, to cater to the growth in coastal cargo movement.

## Key Risks

TCI is heavily dependent on its trucking business that is very fragmented, hence, any price war from the regional players could lead to lower profitability in this segment and (b) any impediments to the planned expansion in the shipping and warehousing divisions, in terms of land acquisition or vessel acquisition, could thwart growth.

## Financial Statements

| I ncome statement |  |  |  | (I NR mn) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| Income from operations | 10,885 | 11,985 | 14,211 | 16,022 | 18,041 |
| Direct costs | 8,942 | 9,692 | 11,372 | 12,616 | 13,877 |
| Employee costs | 464 | 595 | 789 | 1,025 | 1,333 |
| Other expenses | 746 | 934 | 1,159 | 1,414 | 1,725 |
| Total operating expenses | 10,152 | 11,221 | 13,320 | 15,055 | 16,935 |
| EBITDA | 733 | 764 | 891 | 968 | 1,106 |
| Depreciation and amortisation | 199 | 208 | 306 | 321 | 358 |
| EBIT | 534 | 556 | 585 | 647 | 748 |
| Interest expense | 103 | 168 | 203 | 217 | 229 |
| Other income | 42 | 44 | 42 | 46 | 51 |
| Profit before tax | 473 | 431 | 424 | 476 | 570 |
| Provision for tax | 134 | 148 | 148 | 167 | 199 |
| Core profit | 339 | 284 | 276 | 310 | 370 |
| Profit after tax | 339 | 284 | 276 | 310 | 370 |
| Profit after minority interest | 339 | 284 | 276 | 310 | 370 |
| Equity shares outstanding (mn) | 68 | 73 | 78 | 78 | 78 |
| EPS (INR) basic | 5.0 | 3.9 | 3.6 | 4.0 | 4.8 |
| Diluted shares (mn) | 68 | 73 | 78 | 78 | 78 |
| EPS (INR) fully diluted | 5.0 | 3.9 | 3.6 | 4.0 | 4.8 |
| DPS | 0.4 | 0.4 | 0.3 | 0.3 | 0.4 |
| Dividend payout (\%) | 10.1 | 11.7 | 10.1 | 10.1 | 10.1 |

Common size metrics- as \% of net revenues

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating expenses | 93.3 | 93.6 | 93.7 | 94.0 | 93.9 |
| Depreciation | 1.8 | 1.7 | 2.2 | 2.0 | 2.0 |
| Interest expenditure | 0.9 | 1.4 | 1.4 | 1.4 | 1.3 |
| EBITDA margins | 6.7 | 6.4 | 6.3 | 6.0 | 6.1 |
| Net profit margins | 3.1 | 2.4 | 1.9 | 1.9 | 2.1 |

Growth metrics (\%)

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | :---: | ---: | ---: | ---: | ---: |
| Revenues | 20.3 | 10.1 | 18.6 | 12.7 | 12.6 |
| EBITDA | 37.0 | 4.2 | 16.7 | 8.6 | 14.3 |
| Net profit | 26.4 | $(16.2)$ | $(2.9)$ | 12.3 | 19.6 |
| EPS | 26.5 | $(22.0)$ | $(9.2)$ | 12.3 | 19.6 |



Cash flow statement

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | :---: | :---: | ---: | ---: | ---: |
| Net profit | 339 | 284 | 276 | 310 | 370 |
| Add: Depreciation | 199 | 208 | 306 | 321 | 358 |
| Add: Deferred tax | 37 | 0 | 0 | 0 | 0 |
| Add: Others | 19 | 84 | 0 | 0 | 0 |
| Gross cash flow | 595 | 576 | 582 | 630 | 728 |
| Less: Changes in working capital | 475 | 600 | $(227)$ | 416 | 648 |
| Operating cash flow | 120 | $(24)$ | 808 | 214 | 80 |
| Less: Capex | 985 | 664 | 968 | 303 | 34 |
| Free cash flow | $\mathbf{( 8 6 5 )}$ | $\mathbf{( 6 8 8 )}$ | $\mathbf{( 1 6 0 )}$ | $\mathbf{( 8 9 )}$ | $\mathbf{4 6}$ |

Cash flow metrics

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Operating cash flow | 120 | $(24)$ | 808 | 214 | 80 |
| Financing cash flow | 919 | 839 | 182 | 119 | 113 |
| Investing cash flow | $(985)$ | $(664)$ | $(968)$ | $(303)$ | $(34)$ |
| Net cash flow | 54 | 152 | 23 | 30 | 159 |
| Capex | $(985)$ | $(664)$ | $(968)$ | $(303)$ | $(34)$ |
| Dividend paid | $(34)$ | $(33)$ | $(28)$ | $(31)$ | $(37)$ |
| Share issuance/(Buyback) | $(102)$ | 620 | 10 | 0 | 0 |

Ratios

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| ROAE (\%) | 19.4 | 12.3 | 9.6 | 9.8 | 10.7 |
| ROACE (\%) | 14.9 | 11.5 | 10.4 | 10.7 | 11.5 |
| Inventory (days) | 0 | 0 | 1 | 1 | 1 |
| Debtors (days) | 45 | 53 | 47 | 44 | 52 |
| Debt/Equity (x) | 1.2 | 0.9 | 0.9 | 0.8 | 0.8 |
| Interest cover (x) | 5.2 | 3.3 | 2.9 | 3.0 | 3.3 |
| Payable (days) | 13 | 13 | 14 | 16 | 18 |
| Cash conversion cycle | 33 | 41 | 33 | 29 | 35 |
| Current ratio | 4.7 | 5.2 | 5.2 | 5.1 | 5.5 |
| Debt/EBITDA | 3.0 | 3.2 | 3.0 | 2.9 | 2.7 |
| Adjusted debt/Equity | 1.3 | 0.9 | 0.9 | 0.9 | 0.8 |

Operating ratios

|  | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Year to March | 3.0 | 2.4 | 2.5 | 2.6 | 2.7 |
| Total asset turnover $(x)$ | 4.8 | 4.2 | 4.2 | 4.3 | 5.1 |
| Fixed assets turnover $(x)$ | 6.2 | 5.2 | 4.9 | 5.1 | 5.2 |
| Equity turnover $(x)$ |  |  |  |  |  |

Du pont analysis

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| NP margin (\%) | 3.1 | 2.4 | 1.9 | 1.9 | 2.1 |
| Total assets turnover | 3.0 | 2.4 | 2.5 | 2.6 | 2.7 |
| Leverage multiplier | 2.1 | 2.1 | 2.0 | 2.0 | 1.9 |
| ROAE (\%) | 19.4 | 12.3 | 9.6 | 9.8 | 10.7 |

Valuation parameters

| Year to March | FY07 | FY08 | FY09E | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Diluted EPS (INR) | 5.0 | 3.9 | 3.6 | 4.0 | 4.8 |
| Y-o-Y growth (\%) | 26.5 | $(22.0)$ | $(9.2)$ | 12.3 | 19.6 |
| CEPS (INR) | 8.5 | 6.8 | 7.5 | 8.1 | 9.4 |
| Diluted PE (x) | 12.0 | 15.3 | 16.9 | 15.0 | 12.6 |
| Price/BV (x) | 2.2 | 1.6 | 1.5 | 1.4 | 1.3 |
| EV/Sales (x) | 0.6 | 0.5 | 0.5 | 0.4 | 0.4 |
| EV/EBITDA (x) | 8.2 | 8.5 | 7.8 | 7.3 | 6.4 |
| Dividend yield (\%) | 0.7 | 0.6 | 0.5 | 0.6 | 0.7 |

## Rollover Analysis

May 28, 2009

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June series would start with a market wide futures OI of INR 333 bn, with $69 \%$ of market wide positions getting rolled into the mid month, which is significantly less than the $\sim 75 \%$ rolls we usually witness by expiry. In contract terms, we are nearly $21 \%$ down (from 1.3 mn to 0.99 mn contracts). Stock futures roll cost expanded further to $\sim 35-40$ bps by the end of the session, showing that long positions have been aggressive in moving their positions into the next series. Only $63 \%$ of the Nifty positions got rolled into the June series, which is also significantly less than the $66 \%$ average seen in the previous expiries. The roll cost has hovered between 50 to 55 bps in the last few trading session after considering the 13 points dividend. Around 316,820 Nifty contracts got expired on the expiry day along with a fresh addition of $\sim 65,000$ contracts in the June series. Nifty June series would begin with an OI of $\sim 540,000$ contracts as against an OI of $\sim 730,000$ contracts in the beginning of May series. Even in value terms, the Nifty OI stands much lower at INR 117 bn as against INR 127 bn that was seen in the beginning of May series.

## Focus Sectors

Strong Rollovers: Sugar (84\%), Pharma (80\%) and Cement (80\%)
Weak Rollovers: Oil \& Gas (72\%), Banking (70\%), Construction (72\%)

## Focus Stocks

Strong Rollovers: GTL Infra (95\%), HCC (90\%), GMR Infra (88\%)
Weak Rollovers: Amtek Auto (28\%), HDFC Bank (53\%), Kotak Bank (55\%) and ICICI Bank (58\%)

Expiry Day Rollovers

| Instrument | Mid/Total Current Expiry | $\begin{gathered} \text { Total OI } \\ \text { 29-Apr-09 } \end{gathered}$ | $\begin{gathered} \text { Mid OI } \\ \text { 29-Apr-09 } \end{gathered}$ | Mid/Total Previous Expiry | *Roll Cost 22-May-09 | $\begin{aligned} & \text { Roll Cost } \\ & \text { 29-Apr-09 } \end{aligned}$ | Instrument | Mid/Total Current Expiry | $\begin{gathered} \text { Total OI } \\ \text { 29-Apr-09 } \end{gathered}$ | $\begin{gathered} \text { Mid OI } \\ \text { 29-Apr-09 } \end{gathered}$ | Mid/Total Previous Expiry | $\begin{gathered} \text { Roll Cost } \\ \text { 22-May-09 } \end{gathered}$ | $\begin{aligned} & \text { Roll Cost } \\ & \text { 29-Apr-09 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BANK Nifty | 51\% | 29,990 | 15,408 | 69\% | -0.64\% | -1.02\% | DLF Limited | 73\% | 46,540 | 34,112 | 84\% | -1.84\% | 0.25\% |
| CNX 100 |  | - | - | 0\% | 0.00\% | 0.00\% | Dr. Reddy's Laboratories | 76\% | 2,038 | 1,552 | 75\% | 0.70\% | -0.04\% |
| CNXIT | 41\% | 128 | 52 | 71\% | 1.18\% |  | Edelweiss Capital Ltd. | 75\% | 648 | 484 | 80\% | 0.00\% | 0.75\% |
| CNX Nifty Junior |  | - | - | 0\% | 0.00\% |  | Educomp Solutions Ltd | 77\% | 10,320 | 7,994 | 71\% | -0.93\% | -0.36\% |
| Mini Nifty | 41\% | 53,168 | 21,775 | 60\% | 0.22\% | 0.16\% | Everest Kanto Cylinder Ltc | 84\% | 674 | 564 | 78\% | 0.00\% | 0.75\% |
| CNX NIFTY MID CAP 50 |  | 4 | - | 0\% | 0.00\% |  | Escorts India Ltd. | 90\% | 1,640 | 1,472 | 68\% | 0.00\% | 0.75\% |
| S\&P CNX Nifty | 63\% | 857,530 | 538,267 | 73\% | 0.22\% | 0.07\% | Essar Oil Ltd. | 75\% | 6,126 | 4,618 | 75\% | -0.43\% | 0.66\% |
| 31 INFOTECH LTD. | 86\% | 1,556 | 1,344 | 90\% | 0.00\% | 0.75\% | Everonn Systems Ind. Ltd | 37\% | 210 | 78 | 76\% | 0.00\% | 0.92\% |
| Aban Offshore Ltd. | 87\% | 31,888 | 27,768 | 86\% | -2.10\% | -1.87\% | Federal Bank Ltd. | 64\% | 470 | 302 | 47\% | 0.00\% | 0.75\% |
| ABB Ltd. | 76\% | 5,914 | 4,502 | 74\% | -0.02\% | 0.51\% | Financial Technologies (1) । | 61\% | 1,256 | 760 | 69\% | -0.04\% | 0.15\% |
| Aditya Birla Nuvo Limited | 88\% | 902 | 798 | 63\% | 0.00\% | 0.75\% | Firstsource Solu. Ltd. | 85\% | 2,388 | 2,024 | 76\% | -0.60\% | 0.84\% |
| Associated Cement Co. L1 | 70\% | 12,376 | 8,644 | 84\% | 0.28\% |  | GAIL (India) Ltd. | 66\% | 5,255 | 3,465 | 76\% | 0.54\% | 0.25\% |
| Adlabs Films Ltd | 90\% | 10,496 | 9,408 | 73\% | 0.00\% | 0.86\% | Gateway Distriparks Ltd. | 44\% | 1,114 | 488 | 73\% | 0.00\% | 0.49\% |
| Allahabad Bank | 64\% | 634 | 406 | 65\% | -0.12\% | 0.64\% | The Great Eastern Shippir | 71\% | 1,848 | 1,320 | 68\% | 0.46\% | 0.96\% |
| Alok Industries Ltd. | 71\% | 6,454 | 4,563 | 70\% | -3.69\% | 0.84\% | Gitanjali Gems | 72\% | 1,800 | 1,304 | 87\% | 0.00\% | -0.96\% |
| Ambuja Cements Ltd. | 79\% | 4,416 | 3,496 | 76\% | 0.70\% |  | Glaxosmithkline Pharma L | 33\% | 12 | 4 | 53\% | -1.30\% | 0.08\% |
| Amtek Auto Ltd. | 27\% | 848 | 232 | 64\% | 0.70\% | 0.75\% | GMR Infrastructure Ltd. | 88\% | 15,720 | 13,756 | 83\% | -1.97\% | 0.65\% |
| Andhra Bank | 63\% | 324 | 204 | 66\% | -4.28\% | -0.17\% | Gujarat Narmada Fertilizer | 83\% | 820 | 684 | 66\% | 0.00\% | 0.52\% |
| Alstom Projects India Ltd | 73\% | 1,074 | 780 | 76\% | 0.00\% | 0.75\% | Grasim Industries Ltd. | 71\% | 9,700 | 6,900 | 73\% | 0.41\% | 0.00\% |
| APTECH LIMITED | 92\% | 2,058 | 1,896 | 75\% | -0.63\% | 0.75\% | Gujarat State Petro Ltd | 88\% | 1,680 | 1,476 | 76\% | 0.00\% | 0.60\% |
| Arvind Mills Ltd. | 87\% | 2,092 | 1,820 | 57\% | 0.00\% | -0.33\% | GTL Ltd. | 94\% | 5,080 | 4,780 | 95\% | 0.07\% | 0.54\% |
| Ashok Leyland Ltd | 69\% | 1,300 | 900 | 76\% | 0.70\% | 0.75\% | Gtl Infra.Ltd | 95\% | 3,536 | 3,342 | 83\% | 0.50\% | 0.72\% |
| Asian Paints | 20\% | 10 | 2 | 0\% | 0.00\% | 0.75\% | Great Offshore | 86\% | 3,376 | 2,912 | 81\% | 0.43\% | 0.78\% |
| Aurobindo Pharma Ltd. | 95\% | 864 | 820 | 83\% | 0.70\% | 0.75\% | Gujarat Alkalies \& Chem | 61\% | 744 | 456 | 79\% | 0.00\% | 0.75\% |
| AXIS Bank Ltd. | 70\% | 18,760 | 13,208 | 83\% | -1.20\% | 0.48\% | Gvk Pow. \& Infra Ltd. | 82\% | 3,632 | 2,996 | 70\% | 0.37\% | 0.60\% |
| Bajaj Auto Ltd. | 51\% | 1,344 | 680 | 39\% | -0.34\% | -0.11\% | HAVELLS INDIA LIMITED | 53\% | 90 | 48 | 25\% | -13.09\% | 0.75\% |
| Bajaj Hindustan Ltd. | 85\% | 8,520 | 7,278 | 80\% | 0.30\% | 0.55\% | Hindustan Construction C | 90\% | 4,212 | 3,792 | 83\% | -0.05\% | 0.47\% |
| Bajaj Holding | 0\% | 4 | - | 17\% | 0.00\% |  | HCl Infosystems Ltd | 0\% | 10 | - | 60\% | 0.00\% |  |
| Balaii Telefilms Limited. | 77\% | 852 | 652 | 26\% | 0.00\% | 0.75\% | HCL Technologies Ltd. | 63\% | 3,696 | 2,344 | 75\% | -0.33\% | 0.35\% |
| Ballarpur Industries Ltd. | 86\% | 1,024 | 876 | 69\% | -0.18\% | 0.75\% | Housing Development Fini | 56\% | 27,860 | 15,586 | 76\% | 0.12\% | 0.43\% |
| Barampur Chini Mills Ltd. | 82\% | 5,776 | 4,736 | 89\% | 0.70\% | 0.42\% | HDFC Bank Ltd. | 53\% | 22,234 | 11,728 | 86\% | -0.12\% | 0.45\% |
| Bank of Baroda | 37\% | 1,958 | 720 | 67\% | -1.15\% |  | Housing Development anc | 83\% | 18,510 | 15,354 | 79\% | 0.36\% | 0.87\% |
| Bank of India | 67\% | 2,607 | 1,751 | 84\% | 0.34\% | 0.56\% | Hero Honda Motors Ltd. | 83\% | 5,211 | 4,333 | 85\% | -0.01\% | 0.75\% |
| Bata India Ltd. | 68\% | 148 | 100 | 78\% | 0.00\% | -0.71\% | Hindalco Industries Ltd. | 68\% | 10,360 | 7,060 | 74\% | 0.33\% | 0.13\% |
| Bharat Electronics Ltd. | 80\% | 676 | 544 | 69\% | 0.00\% | -0.07\% | Hindustan Oil Exploration | 82\% | 620 | 508 | 81\% | 0.00\% | 0.50\% |
| Bharat Earth Movers Ltd. | 39\% | 294 | 114 | 76\% | 0.00\% | 0.75\% | Hindustan Petroleum Cork | 87\% | 1,765 | 1,529 | 76\% | 0.36\% | 0.76\% |
| Bharat Forge Co Ltd | 87\% | 2,016 | 1,756 | 89\% | 0.00\% | 0.75\% | Hindustan Unilever Ltd | 72\% | 12,370 | 8,898 | 77\% | -1.04\% | 0.72\% |
| Bharti Airtel Ltd | 76\% | 46,804 | 35,738 | 75\% | 0.49\% | 0.63\% | Hindustan Zinc | 77\% | 156 | 120 | 79\% | 0.00\% | 0.75\% |
| Bharat Heavy Electricals L | 69\% | 30,016 | 20,664 | 68\% | 0.19\% | 0.25\% | Hotel Leela Ventures Ltd | 70\% | 552 | 384 | 72\% | 0.00\% | 0.75\% |
| BHUSHAN STEEL \& STRI | 79\% | 908 | 720 | 69\% | 0.00\% | 0.75\% | Indiabulls Real Est. Ltd | 68\% | 22,136 | 15,128 | 76\% | 0.59\% | 0.44\% |
| BIOCON LIMITED. | 89\% | 1,444 | 1,284 | 65\% | 0.00\% | 0.91\% | ICICI Bank Ltd. | 58\% | 83,712 | 48,300 | 63\% | -0.91\% | -1.13\% |
| Birla Corporation Ltd | 58\% | 288 | 168 | 45\% | 1.90\% | 0.75\% | ICSA (India) Limited | 84\% | 1,464 | 1,224 | 84\% | 0.00\% | 0.75\% |
| Bombay Dyeing \& Mfg. Cc | 79\% | 2,196 | 1,740 | 67\% | 0.70\% | 0.83\% | Industrial development ba | 78\% | 5,124 | 4,004 | 81\% | 0.50\% | 0.79\% |
| MICO Ltd | 65\% | 102 | 66 | 94\% | 0.00\% | 0.74\% | Idea Cellular Ltd. | 82\% | 9,720 | 7,972 | 81\% | 0.56\% | 0.39\% |
| Bharat Petroleum Corpore | 63\% | 3,570 | 2,232 | 79\% | 0.70\% | 0.50\% | Infrastructure Developmer | 76\% | 7,972 | 6,064 | 59\% | 0.12\% | 0.41\% |
| Bombay Rayon Fashions I | 72\% | 1,366 | 990 | 33\% | -1.91\% | 0.19\% | IFCI Ltd. | 85\% | 20,640 | 17,568 | 86\% | 0.65\% | 0.66\% |
| Caim India Limited | 79\% | 14,382 | 11,336 | 85\% | 0.36\% | 0.65\% | Indian Hotels Co. Ltd. | 86\% | 1,960 | 1,680 | 65\% | 0.08\% | 0.73\% |
| Canara Bank | 52\% | 1,358 | 700 | 63\% | -2.16\% | -1.34\% | India Cements Ltd. | 92\% | 15,800 | 14,496 | 78\% | 0.81\% | 0.75\% |
| Central Bank of India | 66\% | 200 | 132 | 66\% | 0.00\% | 0.55\% | India Infoline Limited | 87\% | 2,648 | 2,292 | 50\% | -1.19\% | 0.75\% |
| Century Textiles Ltd | 75\% | 9,744 | 7,312 | 86\% | 0.70\% | 0.46\% | Indian Bank | 93\% | 718 | 666 | 75\% | -1.02\% | 0.75\% |
| CESC Ltd. | 80\% | 352 | 282 | 73\% | 1.39\% | 0.29\% | Indusind Bank Ltd. | 86\% | 2,180 | 1,876 | 77\% | -2.35\% | 0.49\% |
| Chambal Fertilizers Ltd. | 74\% | 2,520 | 1,854 | 77\% | 0.39\% | 0.57\% | Infosys Technologies Ltd. | 67\% | 28,488 | 19,132 | 88\% | 0.37\% | -0.54\% |
| Chennai Petroleum Corpo | 86\% | 544 | 468 | 79\% | 0.00\% | 0.87\% | Indian Overseas Bank | 87\% | 1,720 | 1,500 | 65\% | 0.30\% | 0.06\% |
| Cipla Ltd. | 72\% | 3,000 | 2,151 | 73\% | 0.56\% | 0.59\% | Indian Oil Corporation Ltd | 62\% | 1,374 | 853 | 77\% | 0.49\% | 0.67\% |
| Colgate Palmolive (1) Ltd. | 64\% | 265 | 169 | 68\% | -0.20\% | 0.71\% | IRB Infrastructure Develor | 81\% | 2,552 | 2,056 | 72\% | 0.00\% | 0.75\% |
| Container Corp Of Ind Ltd | 0\% | 2 | - | 0\% | 0.00\% |  | Ispat India Ltd | 81\% | 9,450 | 7,698 | 76\% | 0.47\% | 0.85\% |
| Corporation Bank | 27\% | 66 | 18 | 55\% | -3.93\% | 0.75\% | ITC Ltd. | 78\% | 18,180 | 14,162 | 82\% | 0.52\% | 0.30\% |
| Crompton Greaves Ltd. | 56\% | 412 | 232 | 55\% | 0.00\% | -0.43\% | IVRCL Infrastructure \& Prc | 74\% | 2,680 | 1,976 | 77\% | 0.48\% | 0.42\% |
| Cummins India Ltd | 85\% | 268 | 228 | 33\% | 0.00\% | 0.90\% | Jet Airways (India) Ltd. | 78\% | 2,124 | 1,650 | 71\% | 0.70\% | 0.70\% |
| Dabur India Ltd. | 80\% | 427 | 343 | 50\% | -0.04\% | 0.63\% | Jindal Saw | 85\% | 1,540 | 1,316 | 77\% | 1.70\% | 0.75\% |
| Development Credit Bank | 91\% | 3,920 | 3,580 | 71\% | 1.02\% | 0.75\% | Jindal Steel \& Power Ltd | 80\% | 4,004 | 3,206 | 60\% | 0.69\% | 0.49\% |
| Deccan Chronicle Hold Lti | 85\% | 2,392 | 2,032 | 90\% | 0.00\% | 0.68\% | Jaiprakash Associates Ltc | 68\% | 18,246 | 12,396 | 69\% | 0.34\% | 0.48\% |
| Dena Bank | 83\% | 1,616 | 1,344 | 77\% | -1.03\% | 0.00\% | Jaiprakash Hydro-Power I | 87\% | 3,404 | 2,976 | 79\% | 1.20\% | 0.92\% |
| Dish Tv India Ltd. | 85\% | 4,380 | 3,716 | 76\% | 0.35\% | 0.75\% | Jindal Stainless Ltd. | 61\% | 1,032 | 632 | 60\% | 0.00\% | 0.00\% |
| Divi's Laboratories Ltd. | 79\% | 2,022 | 1,590 | 58\% | 0.69\% | 0.49\% | JSW Steel Ltd. | 77\% | 6,984 | 5,346 | 55\% | -0.66\% | -0.02\% |

Mid/Total: Current Mid Open Interest/Total Open Interest 5 days back
*Rollover Cost: Cost of rolling over the near month future to the next month
Open interest in contracts

Expiry Day Rollovers Contd....

| Instrument | Current | Total OI | Mid OI |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Expiry | 29-Apr-09 | 29-Apr-09 | Expiry | 22-May-09 | 29-Apr-09 |
| Kesoram Industries Ltd | 92\% | 1,184 | 1,092 | 98\% | 0.00\% | 0.75\% |
| Kingfisher Airlines | 84\% | 7,960 | 6,720 | 81\% | 0.88\% | 0.67\% |
| Kotak Mahindra Bank Ltd. | 55\% | 7,408 | 4,100 | 83\% | 0.70\% | 0.55\% |
| KSK | 0\% | 2 | - | 0\% | 0.70\% | 0.00\% |
| K S Oils Limited | 92\% | 3,878 | 3,578 | 77\% | 0.70\% | 0.54\% |
| The Karnataka Bank Ltd. | 72\% | 300 | 216 | 55\% | 0.00\% | 0.66\% |
| LAKSHMI MACHINES LTL | 80\% | 980 | 788 | 81\% | 0.00\% | 0.75\% |
| LIC Housing Finance Ltd | 82\% | 1,678 | 1,374 | 64\% | -1.71\% | -0.51\% |
| Lanco Infratech Ltd. | 82\% | 5,394 | 4,434 | 67\% | 0.70\% | 0.73\% |
| Larsen \& Toubro Ltd. | 76\% | 40,196 | 30,560 | 82\% | 0.08\% | 0.38\% |
| Lupin Ltd. | 85\% | 748 | 635 | 63\% | -1.44\% |  |
| Mahindra \& Mahindra Ltd. | 85\% | 8,896 | 7,528 | 86\% | -0.03\% | -0.50\% |
| Mahindra Lifespace Develr | 29\% | 28 | 8 | 18\% | 0.00\% | 0.75\% |
| Maharashtra Seamless Ltc | 73\% | 400 | 292 | 68\% | 0.00\% | 0.63\% |
| Maruti Udyog Ltd. | 71\% | 17,512 | 12,516 | 84\% | -0.33\% | 0.01\% |
| United Spirits Ltd. | 92\% | 7,840 | 7,210 | 76\% | -0.19\% | 0.53\% |
| Mindtree Limited | 39\% | 118 | 46 | 52\% | 0.00\% | -1.39\% |
| Mercator Lines Limited | 86\% | 1,860 | 1,592 | 85\% | -2.43\% | 0.17\% |
| Monnet Ispat Ltd | 53\% | 68 | 36 | 0\% | 0.00\% | 0.75\% |
| Moser-Baer (l) Ltd | 84\% | 3,810 | 3,186 | 74\% | -0.16\% | 0.92\% |
| Mphasis Ltd. | 89\% | 1,210 | 1,076 | 91\% | -6.09\% | 0.75\% |
| Mrf Ltd | 0\% | 8 | - | 0\% | 0.00\% |  |
| Mangalore Refinery and P1 | 82\% | 1,692 | 1,380 | 67\% | 0.00\% | 0.56\% |
| Mahanagar Telephone Niç | 85\% | 4,310 | 3,644 | 82\% | 0.48\% | 0.70\% |
| Nagarjuna Constrn. Co. L1 | 67\% | 2,688 | 1,788 | 79\% | 0.70\% | 0.75\% |
| Nagarjuna Fertiliser \& Che | 81\% | 5,358 | 4,320 | 78\% | 0.52\% | 0.78\% |
| National Aluminium Co. Lt | 67\% | 5,244 | 3,492 | 75\% | 0.70\% | -0.88\% |
| Nava Bharat Ventures Lim | 91\% | 212 | 192 | 72\% | 0.00\% |  |
| NDTV Ltd. | 82\% | 1,440 | 1,182 | 61\% | 0.00\% | 0.90\% |
| Network 18 Fincap | 73\% | 1,000 | 732 | 64\% | 0.00\% | 0.78\% |
| Neyveli Lignite Corporatior | 83\% | 3,360 | 2,796 | 73\% | -0.04\% | 0.98\% |
| NIIT Ltd | 80\% | 2,484 | 1,992 | 73\% | 0.62\% | 0.51\% |
| Noida Toll Bridge Co Ltd | 81\% | 1,160 | 940 | 50\% | 0.00\% | 0.81\% |
| National Thermal Power C | 71\% | 21,900 | 15,540 | 75\% | 0.39\% | 0.74\% |
| I-FLEX Solutions Ltd. | 85\% | 792 | 676 | 83\% | 0.00\% | -0.89\% |
| Oil \& Natural Gas Corp. Lt | 68\% | 32,780 | 22,150 | 70\% | 0.31\% | 0.40\% |
| Opto Circuits (1) Ltd. | 88\% | 3,044 | 2,672 | 80\% | -0.36\% | 0.75\% |
| Orchid Chemicals Ltd. | 86\% | 1,648 | 1,412 | 72\% | 0.08\% | 0.80\% |
| Oriental Bank of Commers | 54\% | 1,288 | 700 | 84\% | -2.98\% | 0.75\% |
| Pantaloon Retail (l) Ltd | 75\% | 3,028 | 2,276 | 79\% | 0.00\% | 0.89\% |
| Patel Engineering Ltd. | 58\% | 632 | 368 | 69\% | 0.00\% | 0.75\% |
| Patni Computer Syst Ltd | 82\% | 468 | 384 | 82\% | 0.70\% | 0.97\% |
| Peninsula Land Limited | 33\% | 36 | 12 | 22\% | 0.00\% | 0.75\% |
| Petronet LNG Limited | 68\% | 2,944 | 2,012 | 81\% | -0.47\% | 0.75\% |
| Power Finance Corporatio | 90\% | 1,372 | 1,228 | 39\% | 0.70\% | 0.81\% |
| PIR Health | 60\% | 20 | 12 | 54\% | 0.00\% |  |
| Punjab National Bank | 71\% | 3,849 | 2,741 | 74\% | -2.96\% | 0.06\% |
| Polaris Software Lab Ltd. | 74\% | 532 | 392 | 76\% | 0.70\% | 0.75\% |
| Power Grid Corp | 75\% | 12,730 | 9,548 | 77\% | -0.80\% | 0.33\% |
| Praj Industries Ltd. | 88\% | 4,208 | 3,684 | 88\% | 0.70\% | 0.88\% |
| Ptc India Limited | 76\% | 2,198 | 1,674 | 56\% | 0.00\% | -0.35\% |
| Punj Lloyd Ltd. | 88\% | 9,960 | 8,724 | 78\% | 0.38\% | 0.54\% |
| Rajesh Exports Ltd | 85\% | 1,596 | 1,362 | 81\% | 2.04\% | 0.91\% |
| Ranbaxy Laboratories Ltd | 79\% | 6,174 | 4,852 | 79\% | 0.45\% | 0.31\% |
| Reliance Communications | 80\% | 74,752 | 60,028 | 87\% | -0.63\% | 0.22\% |
| Rural Electric Ltd. | 77\% | 790 | 610 | 47\% | 0.00\% | 0.74\% |
| Reliance Capital Ltd | 75\% | 43,256 | 32,564 | 80\% | -0.62\% | 0.41\% |
| Reliance Industries Ltd. | 67\% | 108,808 | 72,760 | 65\% | 0.45\% | 0.56\% |
| Reliance Energy Ltd. | 78\% | 35,272 | 27,348 | 82\% | 0.23\% | 0.65\% |
| Shree Renuka Sugars Ltd | 81\% | 1,322 | 1,077 | 74\% | 0.39\% | 0.75\% |
| Reliance Industrial Infrastrı | 75\% | 2,264 | 1,704 | 55\% | 0.13\% | 0.80\% |
| Rel. Nat. Resources Ltd. | 80\% | 19,632 | 15,792 | 76\% | 0.39\% | 0.63\% |
| Rolta India Ltd | 88\% | 6,334 | 5,598 | 74\% | 0.26\% | 0.79\% |
| Reliance Petroleum Ltd. | 70\% | 11,048 | 7,706 | 77\% | 0.51\% | -1.78\% |
| Reliance Power | 84\% | 48,640 | 40,844 | 78\% | 0.21\% | 0.34\% |


| Instrument | Current <br> Expiry | Total OI 29-Apr-09 | Mid OI 29-Apr-09 | Previous <br> Expiry | Roll Cost 22-May-09 | Roll Cost 29-Apr-09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Steel Authority of India Ltc | 70\% | 14,984 | 10,496 | 74\% | 0.50\% | 0.49\% |
| State Bank of India | 71\% | 34,024 | 24,000 | 72\% | -1.24\% | 0.49\% |
| Shipping Corporation of II | 85\% | 2,936 | 2,484 | 76\% | 0.54\% | 0.87\% |
| Sesa Goa Ltd. | 90\% | 5,138 | 4,602 | 82\% | -0.22\% | 0.16\% |
| Siemens Ltd | 60\% | 4,156 | 2,496 | 75\% | 0.20\% | 0.65\% |
| Sintex Industries Ltd | 63\% | 262 | 166 | 51\% | 0.00\% | 0.75\% |
| S Kumars Nationwide Ltd | 88\% | 3,678 | 3,222 | 90\% | 0.00\% | 0.48\% |
| Srei Infrastructure Finan | 56\% | 680 | 384 | 83\% | 0.00\% | 0.75\% |
| SRF Ltd. | 89\% | 980 | 868 | 75\% | 0.41\% | 0.54\% |
| Strides Arcolab Ltd. | 87\% | 1,216 | 1,056 | 76\% | 0.00\% | 0.75\% |
| Sterite Industries () Ltd | 77\% | 42,060 | 32,440 | 77\% | 0.45\% | 0.43\% |
| Sterling Biotech Ltd | 64\% | 436 | 280 | 43\% | -0.11\% | 0.75\% |
| Sun Pharmaceuticals Indie | 68\% | 4,448 | 3,033 | 77\% | 0.55\% | -0.91\% |
| Sun TV Network Ltd. | 75\% | 354 | 266 | 64\% | 0.00\% | 0.75\% |
| Suzlon Energy Ltd. | 71\% | 65,874 | 47,040 | 72\% | -0.95\% | 0.50\% |
| Syndicate Bank | 91\% | 1,590 | 1,450 | 56\% | -0.07\% | -1.06\% |
| Tata Chemicals Ltd | 73\% | 1,232 | 896 | 61\% | 0.13\% | 0.83\% |
| Tata Communication | 75\% | 2,992 | 2,230 | 79\% | 0.70\% | -0.09\% |
| Tata Motors Ltd. | 75\% | 25,920 | 19,364 | 78\% | -2.74\% | -1.43\% |
| Tata Power Co. Ltd. | 61\% | 5,672 | 3,454 | 70\% | 0.77\% | -0.05\% |
| Tata Steel Ltd. | 66\% | 49,656 | 32,820 | 79\% | -0.48\% | -0.91\% |
| Tata Tea Ltd. | 84\% | 1,832 | 1,544 | 57\% | 0.88\% | 0.80\% |
| Tata Consultancy Services | 57\% | 23,522 | 13,372 | 81\% | -0.05\% | 0.31\% |
| Tech Mahindra Limited | 85\% | 2,556 | 2,160 | 77\% | -0.21\% | 0.75\% |
| Thermax Ltd | 0\% | 12 | - | 0\% | 0.00\% | 0.00\% |
| Titan Industries Ltd. | 82\% | 514 | 420 | 80\% | -0.12\% | 0.32\% |
| Torrent Power Ltd | 86\% | 214 | 184 | 44\% | 0.00\% | 0.75\% |
| Triveni Engg. \& Inds. Ltd. | 77\% | 1,608 | 1,240 | 78\% | 0.00\% | 0.75\% |
| Tata Teleserv(Maharastra) | 79\% | 2,632 | 2,090 | 71\% | 0.49\% | 0.78\% |
| Tulip IT Services Ltd | 71\% | 56 | 40 | 43\% | 6.33\% | -1.49\% |
| Tv18 India Limited | 76\% | 812 | 616 | 85\% | 0.00\% | 0.96\% |
| TVS Motor Company Ltd. | 71\% | 808 | 572 | 83\% | 0.00\% | 0.92\% |
| Uco Bank | 89\% | 540 | 480 | 75\% | -1.22\% | 0.49\% |
| Ultratech Cement Ltd. | 99\% | 1,976 | 1,954 | 76\% | 0.00\% | 0.60\% |
| Union Bank of India | 41\% | 629 | 255 | 62\% | 0.60\% | 0.53\% |
| United Phosphorous Ltd | 95\% | 730 | 694 | 45\% | 0.00\% | 0.50\% |
| Unitech Ltd | 69\% | 84,460 | 58,270 | 53\% | -0.56\% | 0.46\% |
| Utv Soft. Comm. Ltd. | 0\% | 148 | - | 47\% | 0.00\% |  |
| Vijaya Bank | 88\% | 2,514 | 2,216 | 80\% | -1.58\% | 0.75\% |
| Voltas Ltd. | 83\% | 2,388 | 1,986 | 72\% | 0.00\% | 0.59\% |
| Welspun Guj St. Ro. Ltd. | 70\% | 11,848 | 8,268 | 87\% | 0.10\% | 0.82\% |
| Wipro Ltd. | 70\% | 10,506 | 7,392 | 76\% | 0.72\% | -0.18\% |
| Wockhardt Ltd. | 85\% | 1,760 | 1,492 | 71\% | -1.02\% | 0.65\% |
| Yes Bank Limited | 83\% | 2,052 | 1,704 | 73\% | 0.70\% | 0.81\% |
| Zee Entertainment Enterpr | 66\% | 2,152 | 1,416 | 79\% | -0.43\% | 0.71\% |
| Bajaj Auto Ltd. | 39\% | 256 | 100 | 31\% | 0.00\% | -0.39\% |
| Cummins India Ltd | 33\% | 144 | 48 | 67\% | 0.00\% | 0.75\% |
| Bombay Rayon Fashions I | 33\% | 976 | 320 | 44\% | -0.09\% | 0.15\% |
| Balaji Telefilms Limited. | 26\% | 476 | 124 | 64\% | -4.11\% | 0.75\% |
| HAVELLS INDIA LIMITED | 25\% | 24 | 6 | 53\% | -2.92\% | -0.07\% |
| Peninsula Land Limited | 22\% | 108 | 24 | 57\% | 0.00\% | -0.14\% |
| Mahindra Lifespace Devel | 18\% | 44 | 8 | 59\% | 0.00\% | 0.75\% |
| Bajaj Holding | 17\% | 24 | 4 | 0\% | 0.00\% | 0.75\% |
| ABG Shiping | 0\% | 180 | - | 80\% | 0.00\% | 0.00\% |
| Container Corp Of Ind Ltd | 0\% | 4 | - | 0\% | 0.00\% | -6.65\% |
| KSK | 0\% | 8 | - | 4\% | -0.37\% | 0.75\% |
| Monnet Ispat Ltd | 0\% | 12 | - | 57\% | 0.00\% | -20.77\% |
| Mrf Ltd | 0\% | 2 | - | 33\% | 0.00\% | -27.35\% |
| Thermax Ltd | 0\% | 76 | - | 33\% | 0.00\% | -30.55\% |
| Voltamp Transformers Ltd | 0\% | 12 | - | 0\% | 0.00\% | 0.00\% |

*Rollover Cost: Cost of rolling over the near month future to the next month
Sorted on Descending order of Mid/Total OI
Open interest in contracts

## Bond Vector

Edelweiss
Ideas create, values protect

May 28, 2009

## Auction cut-offs and devolvement sustain investor pessimism; 10-yr up 11bps

- The 10-year benchmark paper soared 11bps today to close at $6.73 \%$ (highest since April 13). Investor pessimism seemed well ingrained in the government bond market as yields trailed consistently higher for most of the day; the curve drifted up by 5 -10bps. Total volumes on the NDS-OM platform stood at INR 63.95 bn .
- The INR 150 bn auction turned a catalyst for the ongoing bearishness, reporting cut-offs worse than expectations along with the devolvement in the longer dated securities. The $7.59 \%$ GoI 2016 bond was the most liquid counter, auctioned today at a cut-off yield 10bps below (at 6.94\%) market expectations.
- Liquidity in the system remained plush with excess cash under the RBI's reverse repo holding at INR 1.33 tn . Total volumes in the overnight money market were marginally held back from the INR 1 tn mark (at INR 969 bn) at a weighted average return of $2.84 \%$.
- The INR 150 bn auction concluded with this financial year's maiden devolvement INR 3.71 bn of the 26 -year bond ( $7.40 \%$ GoI 2035) bought by primary dealers. Cut-off yields for all securities, barring the 7 -year paper, were issued at much higher (4-5bps) yields than market expectations.
- Annual Wholesale Price Index (WPI) for the week-ended May 16 rose $0.1 \%$, reporting a $\mathrm{Y}-\mathrm{o}-\mathrm{Y}$ inflation of $0.61 \%$. Prices of tea (up $10 \%$ ), select pulses (up $1 \%$ each), aviation turbine fuel and furnace oil (up $2 \%$ each) held an upside on wholesale prices; the annual inflation unchanged from the previous week.
- Yields on the PSU 5 and 10-year corporate papers rose 10bps each, while select participants were also seen selling 2 -year papers. RPL continued to take recourse to CPs, raising another INR 3.50 bn at $4.25 \%$ (up 15bps) in the 3-month segment.


## Yield curve-India and developed markets



Yield curve-Domestic markets


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|  | Yield Curve |  |  |
| :---: | :---: | :---: | :---: |
|  | 27-May | 28-May | Change* |
| Govt. Bonds |  |  |  |
| 6.07\% 2014 | 6.26\% | 6.33\% | 7 |
| 7.59\% 2016 | 6.96\% | 6.94\% | -2 |
| 6.05\% 2019 | 6.62\% | 6.73\% | 11 |
| 6.35\% 2020 | 6.88\% | 6.93\% | 5 |
| $C D$ |  |  |  |
| 1 mth | 2.80\% | 2.90\% | 10 |
| 3 mth | 3.80\% | 3.80\% | 0 |
| 1 yr | 5.50\% | 5.75\% | 25 |
| Corp. Bond | - |  |  |
| 5 yrs | 8.05\% | 8.15\% | 10 |
| 10 yrs | 8.77\% | 8.85\% | 8 |
| $C P$ |  |  |  |
| 3 mth | 5.35\% | 5.35\% | 0 |
| 6 mth | 5.85\% | 5.85\% | 0 |
| 12 mth | 6.50\% | 6.50\% | 0 |

* Changes are in basis point

| Money <br> Market | WAR <br> 28-May | Volume <br> (INR bn) |
| :---: | ---: | ---: |
| CBLO | $2.79 \%$ | 618.46 |
| Call | $3.22 \%$ | 96.59 |
| Repo | $2.83 \%$ | 254.89 |
|  |  |  |
| LAF | Bids Accepted |  |


| Events \& Updates | Expected | Actual | Previous |
| :--- | ---: | ---: | ---: |
| 25-May Redemption flows | - | INR 12.39 bn | - |
| 26-May Industrial New Orders SA (MoM) EZ March | $0.80 \%$ | $-0.8 \%$ | $-0.60 \%$ |
| SDL Auction INR 45 bn | - | $7.44-7.53 \%$ | - |
| 28-May Interest payment flows | - | INR 3.80 bn |  |
| Annual Inflation for week ended May 9 | - | - | $0.61 \%$ |
| 7.59\% GoI 2016 - INR 60 bn | - | $-9.9 \%$ | - |
| 7.94\% GoI 2021 - INR 30 bn | - | $7.34 \%$ | - |
| 8.24\% GoI 2027 - INR 30 bn | - | $7.70 \%$ | - |
| 7.40\% GoI 2035 - INR 30 bn | -31.00 | -31.00 | -31.00 |
| Euro-Zone Consumer Confidence, May | - | INR 26.565 bn | - |
| 29-May Interest payment flows | - | INR 70 bn | - |
| Redemption flows | $5.20 \%$ | - | $5.30 \%$ |
| GDP QoQ (Annualized) 4Q FY09 | $-5.50 \%$ | - | $-6.10 \%$ |
| GDP QoQ (Annualized) US 1Q | $2.00 \%$ | $2.20 \%$ |  |


| Participant | Date | Net Flow* | Month till date |
| :--- | :---: | ---: | ---: |
| FII | 22-May | $(0.49)$ | - |
|  | 25-May | 0.27 | $(0.67)$ |
| Mutual Funds | 26-May | $(6.96)$ | - |
|  | 27-May | $(4.79)$ | 97.75 |
| *Flows in Debt segment |  |  | (INR bn) |


| Corporate bond spread (bps) |  |  |  |
| :---: | :---: | :---: | :---: |
| Tenor | AAA | AA+ | AA |
| 1 yr | 162 | 266 | 284 |
| 5 yrs | 172 | 214 | 232 |
| 10 yrs | 201 | 255 | 273 |
| *AA + and AA spread as per Bloomberg pricing |  |  |  |


| Market activity in corporate debt |  |  |
| :--- | :---: | ---: |
|  | 27-May | 28-May |
| CD Primary | 0.00 | 0.00 |
| CD Secondary | 5.00 | 2.00 |
| CP Total | 1.75 | 3.50 |
| Corporate Bonds | 13.80 | 14.15 |
| Total | 20.55 | 19.65 |


| Cash Reserve Ratio (5.0\%) |  |
| :--- | ---: |
| For fortnight ended | 5-Jun |
| Actual CRR maintained * |  |
| 24-May | $100 \%$ |
| 25-May |  |
| *For Scheduled Commercial Banks | Source: Edelweiss research |


| Others | 27-May | 28-May |
| :--- | ---: | ---: |
| Crude (USD/Barrel) | 62.82 | 63.74 |
| INR/USD | 47.695 | 47.62 |
| JPY/USD | 95.22 | 96.9 |
| USD/EUR | 1.3905 | 1.3855 |
| Sensex | 14109.64 | 14296.01 |
| Nifty | 4276.05 | 4337.1 |
| MIBOR (o/n) | $3.26 \%$ | $3.26 \%$ |
| LIBOR (1mth) | $0.32 \%$ | $0.45 \%$ |

* Figures are as on 17:30 hrs IST

Source: CCIL, Bloomberg and Edelweiss Fixed Income research

## RESULT UPDATE

## Steel Authority of I ndia L td. (SAIL I N, I NR 164, REDUCE)

SAIL's Q4FY09 results were slightly ahead of our estimates and were much higher than the street estimates. SAIL reported PAT of INR 14.8 bn (up 76.3\% Q-o-Q) vis-à-vis our estimate of INR 13bn and consensus estimate of $\sim$ INR 8 bn .

The steel costs per tonne have gone down by INR 5,360/tonne Q-o-Q. Our channel checks had indicated that SAIL had contracted coking coal for Q4FY09 at ~USD 190/tonne and this could be a possible reason for lower costs (we hope to have colour on this in the conference call tomorrow). However, the $23 \%$ Q-o-Q decline in staff costs was a surprise to us. The company registered a sales volume of $\sim 3.7 \mathrm{mn}$ tonne which was in line with our estimate of 3.8 mn tonne; However, we believe that the consensus volume estimate was on a lower side.

## Key points:

- Net revenues at INR 12.1bn were higher by $35 \%$ Q-o-Q mainly due to higher sales volume (at 3.7 mn tonnes, up $53 \% \mathrm{Q}-\mathrm{o}-\mathrm{Q}$ ) on account of revival in demand during the quarter. Blended realization per tonne was down by $11.6 \%$ Q-0-Q at INR 32855/tonne on account of the correction in steel prices during the quarter.
- EBITDAM for the quarter at $17.5 \%$ went up by 484 bps sequentially on account of significant savings in costs. EBITDA/tonne rose sharply by $22 \%$ Q-o-Q. On the costs front, the sharp decline in staff costs, raw material and other expenses was the surprise. Staff costs have come down by $23.4 \%$ Q-o-Q. Raw material cost per tonne has come down by $26.5 \%$ sequentially. Interest cost was down by $62 \%$ Q-o-Q.
- PAT at INR 14.8bn was up by $76 \% \mathrm{Q}-\mathrm{o}-\mathrm{Q}$ but down by $37 \%$ on a Y -o- Y basis.
- Owing to improvement in domestic market conditions, domestic sales during Q4 bounced back-53\% higher as compared to Q3FY09, leading to significant reduction in stocks. Overall inventory of semis and finished steel and raw materials was brought down by INR 28bn during the quarter.


## Steel volumes up 52\% Q-o-Q but realisations decline



- As a cost saving effort, share of costlier imported coking coal in the blend was re duced by $5 \%$ and same was replaced with cheaper indigenous coking coal. All these measures resulted in savings of over INR 7.5bn during the quarter.
- There was an overall reduction of over 7,500 in the company's manpower strength during 2008-09 after accounting for around 1,300 fresh additions to improve skill and age-mix. This brought down SAIL's manpower further to $1,21,295$ as on 31st March 2009. SAIL has stated that it is likely to continue this in the current year as well. The company has made full provision to the tune of over INR 50bn on account of wage revisions which are due with effect from $1^{\text {st }}$ January 07 , in its financial accounts for FY08 and FY09.

EBITDA margins expand by 484 bps Q-o-Q


PAT up by 76\% Q-o-Q, down 37\% . PAT margins up by 288 bps Q-o-Q


| (I NR/ tonne) | Q4FY09 | Q4FY08 | Change (\%) | Q3FY09 | Change (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Production vol. (mn tonne) | 3.5 | 3.4 | 1.2 | 3.0 | 15.2 |
| Sales vol. (mn tonne) | 3.7 | 3.8 | -3.4 | 2.4 | 52.9 |
| Realisation | 32855 | 35468 | -7.4 | 37169 | -11.6 |
| EBITDA per tonne | 5749 | 8799 | -34.7 | 4703 | 22.2 |


| Financials snapshot (standalone) |  |  |  |  |  |  |  | (INR mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year to March | Q4FY09 | Q4FY08 | \% change | Q3FY09 | \% change | FY09E | FY10E | FY11E |
| Total net revenues | 120,578 | 134,779 | (10.5) | 89,206 | 35.2 | 442,465 | 340,410 | 353,311 |
| Dec/(inc) in stock | 13,843 | 10,036 | 37.9 | $(19,924)$ | (169.5) | $(19,345)$ | $(3,393)$ | 0 |
| Raw material | 49,798 | 34,238 | 45.4 | 58,805 | (15.3) | 187,814 | 143,486 | 127,731 |
| Staff costs | 13,369 | 32,701 | (59.1) | 17,459 | (23.4) | 84,015 | 80,303 | 82,433 |
| Stores \& spares | 7,153 | 7,603 | (5.9) | 6,647 | 7.6 | 30,211 | 31,721 | 30,742 |
| Power \& fuel | 7,648 | 7,498 | 2.0 | 7,128 | 7.3 | 31,146 | 30,212 | 30,783 |
| Other expenses | 7,670 | 9,245 | (17.0) | 7,786 | (1.5) | 38,388 | 36,469 | 36,742 |
| Total expenditure | 99,481 | 101,342 | (1.8) | 77,920 | 27.7 | 352,230 | 318,798 | 308,432 |
| EBITDA | 21,097 | 33,437 | (36.9) | 11,287 | 86.9 | 90,235 | 21,611 | 44,880 |
| Exceptional items | 160 | 3,133 |  | 0 |  | 0 | 0 | 0 |
| Interest | 412 | 522 | (21.1) | 1,078 | (61.8) | 2,532 | 2,532 | 4,532 |
| Depreciation | 3,298 | 3,171 | 4.0 | 3,194 | 3.3 | 12,851 | 12,851 | 14,876 |
| Other income | 5,323 | 3,774 | 41.1 | 5,550 | (4.1) | 19,023 | 12,302 | 8,723 |
| PBT | 22,871 | 36,650 | (37.6) | 12,566 | 82.0 | 93,874 | 18,530 | 34,194 |
| Tax | 8,004 | 12,883 | (37.9) | 4,132 | 93.7 | 32,286 | 6,353 | 11,723 |
| Adjusted net profit | 14,867 | 23,768 | (37.4) | 8,433 | 76.3 | 61,588 | 12,177 | 22,471 |
| Reported net profit | 14,867 | 23,768 | (37.4) | 8,433 | 76.3 | 61,588 | 12,177 | 22,471 |
| Equity capital (FV INR 10) | 41,304 | 41,304 |  | 41,304 |  | 41,304 | 41,304 | 41,304 |
| \# of shares (mn) | 4,130 | 4,130 |  | 4,130 |  | 4,130 | 4,130 | 4,130 |
| EPS (INR) | 3.6 | 5.8 | (37.4) | 2.0 | 76.3 | 14.9 | 2.9 | 5.4 |


| as \% of net revenues |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Raw material | 52.8 | 32.9 | 43.6 | 38.1 | 41.2 | 36.2 |
| Staff costs | 11.1 | 35.7 | 15.8 | 19.0 | 23.6 | 23.3 |
| Stores \& spares | 5.9 | 8.3 | 6.0 | 6.8 | 9.3 | 8.7 |
| Power \& fuel | 6.3 | 5.6 | 8.0 | 7.0 | 8.9 | 8.7 |
| Other expenses | 6.4 | 6.9 | 8.7 | 8.7 | 10.7 | 10.4 |
| EBITDA | 17.5 | 24.8 | 12.7 | 20.4 | 6.3 | 12.7 |
| Adjusted net profit | 12.3 | 17.6 | 9.5 | 13.9 | 3.6 | 6.4 |
| Tax rate | 35.0 | 35.2 | 32.9 | 34.4 | 34.3 | 34.3 |

The concall is scheduled for tomorrow at 10 am . The dial-in numbers is 66290101 . Our FY10 and FY11 estimates are likely to get revised. We shall come out with a detailed note post the concall.

## Cummins India (KKCIN, INR 262, ACCUMULATE)

## Revenue growth at 30\% , driven by strong exports in FY09

Cummins India's (KKC) standalone FY09 results were broadly in line our expectations. However, driven by strong performance of the subsidiaries and JV companies, consolidated numbers were ahead of our estimates both in terms of revenue and profitability. Standalone numbers of the current year represent numbers of the amalgamated entity (post amalgamation of Cummins Sales and Service, CSS, and Cummins Auto Services, CASL) and, hence, are not comparable Y-o-Y. Adjusted for numbers of CSS and CASL, revenues for FY09 grew $22.8 \%$ Y-oY, to INR 28.6 bn, led by robust exports during the year that grew $\sim 80 \%$ Y-o-Y, to INR 13 bn. Domestic sales, however, declined $\sim 3 \%$ ło-Y, to INR 15.6 bn, on account of demand slowdown in the end-user segments such as construction and auto.

Consolidated EBITDA grew $25 \%$ Ko-Y, to INR 6 bn. Consolidated EBITDA margin for the year declined marginally by 70 bps Y -o-Y, to $16.7 \%$. In the current year, KKC reported exceptional income of INR 192 mn on sale of the power genset rental business. Excluding the same, PAT margins stood at $11.8 \%$, which is flat Y -o-Y. Consolidated adjusted PAT grew $31.1 \% \mathrm{Y}$-o-Y, to INR 4.5 bn. Higher PAT growth (compared with EBITDA growth) was on account of lower tax provisioning in the current year. Effective tax rate, at $28.1 \%$, was lower $\sim 200 \mathrm{bps} \mathrm{Y}-\mathrm{o}-\mathrm{Y}$.

## Margin improvement in engine and other segments

While the engine business (88\% of total revenues) grew $15.5 \% \mathrm{Y}-\mathrm{o}-\mathrm{Y}$, other businesses (primarily spare parts and services) reported higher growth of $92.8 \%$ Y-o-Y. Operating (EBIT) margin improved in both the segments. Margins for the engine segment increased 60bps, to $14.7 \%$, while in other business they were higher 980 bps , at $23.1 \%$.

## Outlook and valuations: Rich va luations; maintain ‘ACCUMULATE’

The management has guided for a sharp decline in export sales in FY10, as it believes most of the developed countries are still under stress, which would lead to lower outsourcing by Cummins Inc. However, it believes the improving domestic environment, together with better expected infrastructure spending (with a stable central government), could drive growth in the domestic business. Further, margin and working capital pressures are likely to ease out in FY10E with decline n commodity prices and improving liquidity situation in the country. We believe, KKC has a robust business model, backed by a strong product profile. However, decline in exports ( $\sim 50 \%$ of revenues in Q4FY09) is likely to offset growth in the domestic business Hence, revenue growth is likely to be meager in FY10E. On our consolidated EPS estimates of INR 17.8 and INR 20.0, the stock is trading at a P/E of $14.7 x$ and $13.1 x$ for FY10E and FY11E, respectively. We continue to maintain our 'ACCUMULATE' recommendation on the stock.

| Financial snapshot: Standalone |  |  |  |  |  |  |  | (INR mn) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year to March | Q409 | Q408 | \% change | Q309 | \% change | FY09 | FY10E | FY11E |
| Revenues | 10,714 | 6,700 | 59.9 | 7,709 | 39.0 | 35,986 | 32,158 | 34,681 |
| Raw material | 7,035 | 4,875 | 44.3 | 4,770 | 47.5 | 23,741 | 21,146 | 22,965 |
| Staff costs | 816 | 393 | 107.5 | 498 | 63.8 | 2,301 | 2,552 | 2,523 |
| Other operating expenses | 1,043 | 695 | 50.0 | 823 | 26.7 | 3,948 | 3,736 | 4,189 |
| Total expenditure | 8,893 | 5,964 | 49.1 | 6,091 | 46.0 | 29,990 | 27,434 | 29,677 |
| EBITDA | 1,821 | 736 | 147.3 | 1,619 | 12.5 | 5,995 | 4,724 | 5,003 |
| Interest | 19 | 4 | 361.0 | 0 | 9,350.0 | 34 | 31 | 11 |
| Depreciation | 147 | 90 | 63.5 | 110 | 34.0 | 482 | 562 | 552 |
| Other income | 8 | 464 | (98.3) | 128 | (94.0) | 519 | 1,162 | 1,362 |
| PBT | 1,663 | 1,106 | 50.3 | 1,637 | 1.6 | 5,999 | 5,294 | 5,802 |
| Tax | 481 | 350 | 37.4 | 495 | (2.9) | 1,738 | 1,760 | 1,850 |
| Adjusted net profit | 1,182 | 756 | 56.3 | 1,141 | 3.5 | 4,261 | 3,533 | 3,952 |
| Net profit | 1,183 | 757 | 56.2 | 1,141 | 3.6 | 4,453 | 3,533 | 3,952 |
| Profit after minority interest | 1,183 | 757 | 56.2 | 1,141 | 3.6 | 4,453 | 3,533 | 3,952 |
| Equity capital (FV INR 2) | 396 | 396 |  | 396 |  | 396 | 396 | 396 |
| No. of shares (mn) | 198 | 198 |  | 198 |  | 198 | 198 | 198 |
| EPS (INR) | 6.0 | 3.8 | 56.2 | 5.8 | 3.6 | 21.5 | 17.8 | 20.0 |
| P/E ( x ) |  |  |  |  |  | 12.2 | 14.7 | 13.1 |
| EV/EBITDA (x) |  |  |  |  |  | 7.8 | 9.4 | 8.7 |
| Market cap / Revenues (x) |  |  |  |  |  | 1.4 | 1.6 | 1.5 |


| as \% of net revenues | 65.7 | 72.8 | 61.9 | 66.0 | 65.8 | 66.2 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Raw material | 7.6 | 5.9 | 6.5 | 6.4 | 7.9 | 7.3 |
| Staff expenses | 9.7 | 10.4 | 10.7 | 11.0 | 11.6 | 12.1 |
| Other operating expenses | 17.0 | 11.0 | 21.0 | 16.7 | 14.7 | 14.4 |
| EBITDA | 11.0 | 11.3 | 14.8 | 12.4 | 11.0 | 11.4 |
| Net profit |  |  |  |  |  |  |

## Tata Power (TPWR IN, INR 1,102, ACCUMULATE )

Tata Power declared its FY09 results today.
Key highlights of the results are as follows:

## Financial performance

- Reported PAT stood at INR 9,675 mn. This includes a forex gain of INR 1,443 mn and INR 2,558 mn gain from sale of TTSL stake to DoCoMo.
- Adjusting for these exceptional items, PAT stood at INR 5,473 mn vis-à-vis our estimate of INR 6,168 mn.
- Key reason for the deviation in the actual number from our estimate is higher interest cost for bridge loan taken for equity capex in its SPVs.


## Business performance

- The company has commissioned 420.5 MW in FY09 (250 MW of Trombay-8 unit, 90 MW of Haldia and 80.5 MW of wind based capacity).
- The company has commissioned 120 MW of captive power plant for Tata Steel in May 2009.
- Sales in Mumbai license area stood at 11.02 bn units in FY09 v/s 11.86 bn in FY08. Sales outside license area stood at 3.11 bn units in FY09 v/s 3.23 bn units in FY08.
- Production in Mumbai license area stood at 10.94 bn units v/s 11.49 bn units in FY08. The drop in production was due to planned outages at unit 5 and 6 of Trombay unit.


## Key takeaways from the conference call

## - Project updates

- Mundra UMPP - $23 \%$ of the work is already complete. The company has spenta total of INR 26.8 bn out of which INR 9.5 bn is equity.
- Maithon project - 525 MW X 2 plant is expected to be commissioned in phases with Unit 1 being commissioned in Oct 10 and Unit 2 in Apr 11. 48\% of the total work is complete. A total of INR 9.53 bn has been spent so far out of which INR 3.5 bn is equity. (Tata Power holds $74 \%$ stake in this project).
- Other capacities - Plants to be commissioned in FY10 are 30 MW at Haldia in Q1FY10 and 120 MW of captive power plant at Jojobera in Q3FY10.
- Mumbai license area - The company plans to undertake a capex of INR 28 bn in Mumbai license area over next 3-4 years. The company is in talks with lenders for funding the same. In FY10, ~INR 11 bn is expected to be spent in capex. Distribution capex would be ~INR $3 \mathrm{bn} / \mathrm{yr}$ for next 3-4 years.


## - Capex

- $\quad$ SPVs - SPVs would spend INR 42 bn in FY10. Tata Power's equity requirement is INR 13 bn.
- For FY11, the capex requirement at the SPVs' level is expected to be similar.
- The company is looking at all options for meeting its funding requirement.

- Bumi
- USD 252 mn was received from Bumi in CY08 as dividend.
- Outstanding loan at Bumi level is USD 764 mn.
- The company said that the break-even coal price is ~USD 5-10 lower than the current coal prices.

We currently have an 'ACCUMULATE' rating on the stock.

We shall release a detailed note later.


## EVENT UPDATE

## Godrej Consumer (GCPLIN, INR 176, ACCUMULATE)

## Godrej Consumer board approves acquisition of 49\% stake in Godrej Sara Lee Limited

Godrej Consumer board yesterday approved acquisition of 49\% stake in Godrej Sara Lee Limited. Godrej Sara Lee (GSL) is 49:51 unlisted joint venture between Godrej group and Sara Lee Corporation, USA. GSL has market leadership in Household, insecticides, aircare and haircream in India with popular brands such as Goodknight, JET, Hit, AmbiPur, Brylcream, and KIWI. GCPL shall hold $49 \%$ stake in GSL post merger, helping it in consolidating its FMCG business. GSL had a sale of INR 7.5 bn with an EBITDA of INR 1.3 bn for FY09. The merger shall help GCPL to strengthen its position in FMCG market and also providing it with distribution, scale, and sourcing benefits. The merger provides GCPL multiple product portfolio across categories aiding better reach and trade terms for many of its brands.

Under merger proposal, GCPL shall issue 10 shares to the shareholder of the Godrej ConsumerBiz private Ltd. (GCBPL) and Godrej Hygiene care private limited (GHCPL) (100\% subsidiary of Godrej Boyce manufacturing company and Godrej industries limited holding $29 \%$ and $20 \%$ stake of GSL, respectively) each for every 11 shares held by them.

## GCPL dilution at 10:11 swap

|  | Share capital <br> $(\mathbf{m n})$ | Share swap at <br> $\mathbf{1 0 : 1 1}(\mathbf{m n})$ | \% dilution |
| :--- | ---: | ---: | ---: |
| Company | 257.0 |  |  |
| GCPL | 33.3 | 30.3 | 11.8 |
| GCBPL | 23.0 | 20.9 | 8.1 |
| GHCPL |  | 51.2 | 19.9 |


| Post merger |  |
| :--- | :--- |
| GCPL | 308.2 |

Based on the 10:11 share swap, GCPL shall issue 51.2 mn new shares to the share holders of GHCPL and GCBPL which is nearly $20 \%$ dilution of GCPL's cu rrent share capital. Post merger promoter group holding in GCPL shall increase from $69.73 \%$ to $74.77 \%$, largely owing to higher indirect promoter stakes in GCBPL and GHCPL. The appointed date of merger shall be June 1 and merger will be subject to the approval of shareholders, Bombay High court and any other regulatory authorities.

## Valuations

As per figures reported by the company, GSL had an EBITDA (including interest and other income) of INR 1.34 bn with EBITDA margin of $17.7 \%$ while GCPL had reported EBITDA of INR 2.47 bn with margin of $17.5 \%$ in FYO9 and hence they compare well with each other. The implied P/E multiple for GSL is about $17 x$ and its price/sales ratio stands at $2.4 x$. We believe the deal being favorable for GCPL's share holder and expect the merger to be $\sim 3-5 \%$ accretive to GCPL for FY10E. Post merger synergies and diverse product portfolio is likely to command higher multiple for consolidated FMCG business of GCPL. At CMP of 176, GCPL (premerger) trades at P/E of 20.7x and 18.0x and EV/EBITDA of 15.0x and 12.8x on our FY10E and FY11E estimates, respectively.

| FY09 | GCPL (Pre merger) | GSL | GCPL (Post Merger) |
| :---: | :---: | :---: | :---: |
| Net sales (INR mn) | 13,293.0 | 7,456.5 | 16,946.6 |
| EBITDA (INR mn) | 2,473.1 | 1,341.5 | 3,130.4 |
| PAT (INR mn) | 1,732.6 | 1,044.7 | 2,244.5 |
| No. of Shares (mn) | 257.0 |  | 308.2 |
| EPS | 6.7 |  | 7.3 |
| Change (\%) |  |  | 8.0 |
| P/E | 26.0 |  | 24.0 |

GCPL financials (Pre-merger)

| Year to March | FY08 | FY09 | FY10E | FY11E |
| :--- | ---: | ---: | ---: | ---: |
| Revenues (INR mn) | 11,026 | 13,930 | 15,932 | 18,075 |
| Rev. growth (\%) | 15.7 | 26.3 | 14.4 | 13.5 |
| EBITDA (INR mn) | 2,145 | 2,037 | 2,800 | 3,243 |
| Net profit (INR mn) | 1,592 | 1,732 | 2,188 | 2,512 |
| Shares outstanding (mn) | 226 | 257 | 257 | 257 |
| Diluted EPS (INR) | 7.1 | 6.7 | 8.5 | 9.8 |
| EPS growth (\%) | 18.7 | $(4.7)$ | 26.8 | 14.8 |
| Diluted P/E $(\mathrm{x})$ | 24.9 | 26.2 | 20.7 | 18.0 |
| EV/EBITDA $(\mathrm{x})$ | 19.2 | 20.7 | 15.0 | 12.8 |
| ROAE $(\%)$ | 109.6 | 43.8 | 33.4 | 34.5 |

## PLEDGED SHARES

| Company Name | Name of the Entity | Pledged Quantity | Reporting Date | Pledged \% of the total captial |
| :---: | :---: | :---: | :---: | :---: |
| Apollo Hospitals | PCR Investments | 7,699,000 | 28-May-09 | 12.78\% |
| Enternrise |  |  |  |  |
| Apollo Hospitals | Preetha Reddy | 1,680,000 | 28-May-09 | 2.79\% |
| Enterdrise |  |  |  |  |
| Apollo Hospitals | Suneeta Reddy | 1,497,000 | 28-May-09 | 2.49\% |
| Enterprise |  |  |  |  |
| Apollo Hospitals | Shobhana Kamineni | 1,079,086 | 28-May-09 | 1.79\% |
| Enterprise |  |  |  |  |
| Apollo Hospitals | Sangita Reddy | 930,000 | 28-May-09 | 1.54\% |
| Enterprise |  |  |  |  |
| Apollo Hospitals | Adithya Reddy | 30,000 | 28-May-09 | 0.05\% |
| Enterprise |  |  |  |  |
| Apollo Hospitals | Sucharitha Reddy | 1,350,000 | 28-May-09 | 2.24\% |
| Enterprise |  |  |  |  |
| Apollo Hospitals | Sindoori Reddy | 245,000 | 28-May-09 | 0.41\% |
| Enterprise |  |  |  |  |
| Walchandnagar | Walchand Kamdhenu | 2,150,000 | 28-May-09 | 5.65\% |
| Industries | Commercials |  |  |  |
| Mukand | Conquest Investment | Revoked | 28-May-09 | 0.00\% |
|  | \& Finance |  |  |  |
| Mukand | Econium Investments \& Finance | 62,000 | 28-May-09 | 0.08\% |
| Mukand | Catalyst Finance | 550,000 | 28-May-09 | 0.75\% |
| Mukand | Lineage Investments . | 316,500 | 28-May-09 | 0.43\% |

## I NSIDER TRADES \& BULK DEALS

## I nsider Trades

| Company Name | Acquirer/ Seller | B/S | Qty TradedKind of <br> Deal |  |
| :--- | :--- | :--- | :---: | :--- |
| Pantaloon Retail (India) | PFH Entertainment | acquired | $11,000,000$ | preferential <br> allotment |
| Allsec Technologies | First Carlyle Ventures | acquired | 260,000 |  |

## Bulk Deals



## TECHNI CAL UPDATES

## Edelweiss Technical Reflection (ETR)

The Nifty opened on a positive note and continued its upmove which it started in previous trading session. After the initial upmove, it consolidated in range of $4320-4350$ and closed above the resistance level of 4320 . Overall market breadth was not so impressive and hovered around 1.25:1. Since this was an expiry day, we also witnessed increased intraday volatility. In the process Nifty managed to close above 50\% Fibonacci retracement level of the entire correction.

Since the index has broken the trading range on the upside we expect it to inch higher from this level. The immediate support now would shift to 4250 while the upside resistance would be placed at 4400. In medium term we expect Nifty to inch higher to level of 4550-4700 from current levels. It is also likely that this upside would be just before a correction of a larger degree in the index.

Oscillators on daily chart have all moved into buy mode. Da ily Stochastic, RSI and MACD all three have moved in buy mode. ADX continues to indicate towards trend exhaustion, but the trend remains intact while momentum remains firm

| Nifty | Bank Nifty |  |
| :--- | :--- | :---: |
| Resistance: $4376 / 4415$ | Resistance: $7336 / 7433$ |  |
| Support $: 4295 / 4250$ | Support : 7061/6883 |  |



Nifty Index

| Bloomberg Code | NI FTY I ndex | I ndicator | Outlook | Points* |
| :---: | :---: | :---: | :---: | :---: |
| Spot Price | 4337 | Candlestick | Positive | 1 |
| Resistance 1 | 4376 | Stochastic | Positive | 1 |
| Resistance 2 | 4415 | Moving Avg | Negative | (1) |
| Support 1 | 4295 | RSI | Neutral | 0 |
| Support 2 | 4250 | ADX | Neutral | 0 |
|  |  | MACD | Neutral | 0 |
|  |  | Aggregate | Positive | 1 |

* Points Range:- 1 to 1


## EYE CATCHERS

Futures Snapshot

| Top Ol Rises |  |  |  |  |
| :--- | :---: | :---: | :---: | ---: |
|  |  |  | \% OI <br> Price | \% <br> Future <br> Vol Chg |
| Scrip | Ol | Chg |  |  |
| United Phosphorus | 210 | 972 | $(0.5)$ | 402 |
| Gitanjal Gems Ltd | 38 | 652 | 1.9 | 286 |
| Syndicate Bank | 33 | 2,755 | 4.9 | 39 |
| Gateway Distriparks | 27 | 1,220 | $(4.2)$ | 323 |
| TVS Motors | 24 | 1,687 | 3.9 | 205 |
| K S Oils Limited | 19 | 10,555 | $(0.7)$ | 98 |
| GTL Infra | 18 | 16,209 | 6.3 | 90 |
| Indian Bank | 16 | 733 | 2.1 | 7 |

Top OI Falls

|  | \% OI <br> Chg | Ol | \% <br> Price <br> Chg | \%uture <br> Vol Chg |
| :--- | ---: | :---: | ---: | ---: |
| Scrip | $(74)$ | 11 | $(3.5)$ | $(47)$ |
| Corporation Bank | $(73)$ | 139 | $(0.6)$ | 91 |
| Amtek Auto | $(71)$ | 33 |  | $(36)$ |
| Peninsula Land |  |  |  |  |

Top \% Delivery with Price Rise

| Scrip | Delivery | \% Price <br> change | Volume | Delivery <br> (D-1) |
| :--- | ---: | ---: | ---: | ---: |
| GlaxoSmithKline Pharmaceuticals Ltd | 94.5 | 0.54 | 129,320 | 94.8 |
| Ultra Tech Cement Ltd | 87.7 | 0.29 | 128,099 | 68.8 |
| HTMT Global Solutions Ltd. | 84.3 | 3.22 | 5,729 | 78.6 |
| Kesoram Industries Ltd | 79.2 | 1.88 | 296,715 | 53.4 |
| AIA Engineering Limited | 70.8 | 1.41 | 300,655 | 57.8 |
| HDFC Bank Ltd | 70.2 | 2.19 | $3,877,068$ | 70.0 |

Top \% Delivery with Price Fall

| Scrip | Delivery | \% Price <br> change | Volume | Delivery <br> (D-1) |
| :--- | ---: | ---: | ---: | ---: |
| Indian Oil Corp Ltd | 83.5 | $(0.93)$ | $1,207,643$ | 73.6 |
| Crompton Greaves Ltd | 79.6 | $(1.84)$ | 854,635 | 56.7 |
| Cummins India Ltd | 78.8 | $(0.17)$ | 516,042 | 73.1 |
| Motor Industries Co Ltd | 75.5 | $(0.20)$ | 1,956 | 85.0 |
| ITC Ltd | 74.8 | $(0.11)$ | $13,057,798$ | 70.1 |
| United Phosphorus Ltd | 73.6 | $(0.52)$ | $2,678,693$ | 79.2 |
| CORE PROJ ECTS AND TECHNOLOGIES L- | 73.0 | $(3.28)$ | $1,284,046$ | 55.1 |


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