

זוגבוז / /ילזזוו

4 May 2007 | 15 pages

UltraTech Cement (ULTC.BO)

Downgrading to Sell: Vulnerable to Pricing Downside

■ Target price cut — We cut our target price to Rs730, which equates to 7.0x FY09E EV/EBITDA, an EV/tonne of US\$110 and a P/E of 11.4x for FY09E. ULTC would be vulnerable to any export slowdown, as it exports ~20% of its total volumes. Although captive power should help it cut costs in FY09E, ULTC's profits would likely be hit by an export slowdown and new capacities.

Company In-Depth

- Lackluster performance in 4Q FY07 ULTC performed well on the sales front in 4Q FY07; but despite its presence in the southern markets, its realizations were flat sequentially in 4Q. Higher freight and coal costs led to a sequential decline of 180bps in EBITDA margin — rare in these good times.
- Limited volume growth, export worries ULTC is running at full utilization, and we expect only 4% yoy volume growth in FY08. It is one of India's largest exporters of clinker, and would face pricing pressure as capacity in the Middle East goes on stream. Volume growth will likely be better at 12% yoy in FY09E, but it would be accompanied with large domestic capacity expansion.
- Captive power only in FYO9E ULTC's Gujarat plant accounts for about 30% of capacity but has only naphtha-based power capacity. Its high costs have forced UltraTech to switch to power from the state grid. The ongoing capex for 192MW of captive power includes 92MW of captive power at Gujarat, which will help reduce costs substantially but will only be available in FYO9E.
- Upside risks (1) Further delays in new capacity; (2) higher-than-expected demand growth; and (3) change in the duty/tax regime in favor of producers.

See Appendix A-1 for Analyst Certification and important disclosures.

Figure 1.	UltraTech —	- Statistical A	bstract					
Yr to 31 Mar	Revenue (Rs m)	Net Profit (Rs m)	EBITDA (Rs m)	EPS (Rs)	EPS growth (%)	P/E (x)	EV/EBITDA (x)	EV/tonne (US\$)
FY05	26,069	797	3,508	6.4	105	128.1	33.3	168
FY06	32,995	2,298	5,543	18.5	188	44.4	20.9	154
FY07E	47,284	7,823	14,178	62.8	241	13.1	7.9	157
FY08E	50,739	8,587	15,643	69.0	10	11.9	7.4	157
FY09E	53,163	7,943	14,475	63.8	-8	12.9	7.8	124
FY10E	59,054	7,137	13,728	57.3	-10	14.3	7.6	110

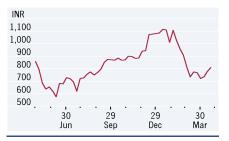
Source: Company Reports and Citigroup Investment Research estimates

Note: Rs/US\$ rate at 42 for the forecast years.

Rating change ☑ Target price change ☑ Estimate change ☑

Sell/Medium Risk	3M
from Buy/Medium Risk	
Price (30 Apr 07)	Rs820.30
Target price	Rs730.00
from Rs1,290.00	
Expected share price return	-11.0%
Expected dividend yield	0.5%
Expected total return	-10.5%
Market Cap	Rs102,044M
	US\$2,486M

Price Performance (RIC: ULTC.BO, BB: UTCEM IN)



Pradeep Mahtani¹

+91-22-6631-9882 pradeep.mahtani@citigroup.com Raashi Chopra¹ raashi.chopra@citigroup.com

Citigroup Research is a division of Citigroup Global Markets Inc. (the "Firm"), which does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the Firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. Non-US research analysts who have prepared this report are not registered/qualified as research analysts with the NYSE and/or NASD.

¹Citigroup Global Market India Private Limited

4 May 2007						
http://dead	preside	d.tn	1001	500	č.co	(11
	al year end 31-Mar	2005	2006	2007E	2008E	2009E
	uation Ratios					
	adjusted (x)	nm	46.9	13.1	11.9	12.9
	EBITDA adjusted (x)	31.1	19.4	7.6	7.0	7.5
P/B ¹		9.6	9.8	5.8	4.0	3.1
	dend yield (%)	0.1	0.2	0.5	0.5	0.5
	Share Data (Rs)					
	adjusted	0.23	17.47	62.84	68.98	63.80
	reported	6.41	18.46	62.84	68.98	63.80
BVP DPS		85.78 0.75	83.40 1.75	141.69 4.00	206.11 4.00	265.35 4.00
		0.75	1.75	4.00	4.00	4.00
	it & Loss (RsM)	00.000	20.005	47.004	F0 700	50 100
	sales rating expenses	26,069 -24,568	32,995 -29,242	47,284 -34,754	50,739 -37,159	53,163 -41,357
EBI		-24,508 1,501	-29,242 3,752	-34,734 12,530	13,580	11,806
	interest expense	-1,069	-896	-868	-879	-937
Non	-operating/exceptionals	0	0	0	0	0
	tax profit	432	2,856	11,662	12,702	10,868
Tax	aord./Min.Int./Pref.div.	365 0	-558 0	-3,840 0	-4,115 0	-2,926
	orted net income	797	2,298	7,822	8,587	0 7,943
-	isted earnings	28	2,175	7,822	8,587	7,943
	isted EBITDA	3,719	5,913	14,793	16,193	14,925
Grov	wth Rates (%)					
Sale		15.8	26.6	43.3	7.3	4.8
	adjusted	-8.6	150.0	233.9	8.4	-13.1
	TDA adjusted	-1.8 -92.7	59.0	150.2 259.6	9.5	-7.8 -7.5
	adjusted	-92.7	nm	209.0	9.8	-7.5
	h Flow (RsM)					
	rating cash flow	3,374	5,516	9,913	11,616	11,671
	reciation/amortization working capital	2,218 -370	2,160 340	2,263 -483	2,612 62	3,119 34
	esting cash flow	- 872	-3,572	-5,115	-12,874	-7,326
	ital expenditure	-689	-2,162	-5,840	-13,650	-8,120
	uisitions/disposals	-235	-1,479	0	0	0
	incing cash flow	-2,358	-1,891	-2,116	-1,446	-2,505
	owings dends paid	-1,201 -70	-880 -106	-1,000 -248	0 -568	-1,000 -568
	nge in cash	-70 144	-108 53	-240 2,681	-308 -2,704	-508 1,841
	ance Sheet (RsM)			_,	_,	_,
	ance sneet (KSM) Il assets	36,195	36,231	43,691	52,389	59,812
	h & cash equivalent	56 3	30,231 616	43,091 3,297	59 3	2,434
	ounts receivable	1,720	1,726	2,332	2,363	2,476
	fixed assets	25,971	26,782	30,359	41,396	46,397
	I liabilities	25,524	25,848	26,052	26,731	26,779
	ounts payable	4,154	5,169	5,865	6,275	6,868
universe please contact CIR Data Services Asia Pacific at	I Debt reholders' funds	15,314 10,671	14,518 10,383	13,518 17,638	13,518 25,658	12,518 33,033
CitiResearchDataServices@citigroup.com Sila		10,071	10,303	17,030	23,030	
or +852-2501-2791 Prof	itability/Solvency Ratios (%)					
or +852-2501-2791 Prof EBIT	DA margin adjusted	14.3	17.9	31.3	31.9	28.1
or +852-2501-2791 Prof EBIT ROE	DA margin adjusted adjusted	0.3	20.7	55.8	39.7	27.1
or +852-2501-2791 Prof EBIT ROE ROIO	DA margin adjusted					

Estimate revisions

Figure 2. UltraTech — Estimate Changes, FY08E-09E

		FY08E			FY09E		
	Old	New	% change	Old	New	% change	
Net sales (Rs bn)	54.7	50.7	-7	58.0	53.2	-8	
EBITDA (Rs bn)	17.7	15.6	-12	16.3	14.5	-11	
Net profit (Rs bn)	10.2	8.6	-16	9.4	7.9	-15	
EPS (Rs)	81.8	69.0	-16	75.4	63.8	-15	

Source: Citigroup Investment Research estimates

Valuation framework

UltraTech (ULTC) has a short valuation history relative to other cement majors. It was listed only in August 2004, after its de-merger from Larsen & Toubro. In our view EV/EBITDA is more useful than P/E based on the fact that the company's profits are low relative to its size, and due to the several adjustments that need to be made to headline profit numbers given the write-offs and one-time adjustments since the takeover of the company by the Aditya Birla Group.

Primary valuation tool — relative EV/EBITDA

The rolling forward EV/EBITDA exhibit below shows that ULTC's valuations have been quite volatile since its listing in August 2004. Its EV/EBITDA has seen highs of 11-12x and lows of 5x, depending on the pricing trend and the profit outlook. The average EV/EBITDA since listing has been 8.1x. Our target multiple of 7.0x EV/EBITDA for FY09E, versus 9.5x EV/EBITDA for FY08E used earlier, is derived from a small discount to major peers ACC and Ambuja Cements. The target multiple has been lowered in reaction to the government measures for the industry. ULTC's EBITDA/tonne improved from about Rs400/tonne in FY06 to about Rs850/tonne in 4Q FY07, but is lower than those for peers such as ACC and Ambuja Cements. Hence, on a relative basis our target EV/EBITDA for CY08E, as both ACC and Ambuja enjoy comparatively higher EBITDA/tonne than ULTC. Our EV/EBITDA target equates to a discount of about 15% to ULTC's average since its listing. At our target price of Rs730, the stock would trade at an EV/tonne of US\$110.

Valued at a small discount to ACC and Ambuja Cements

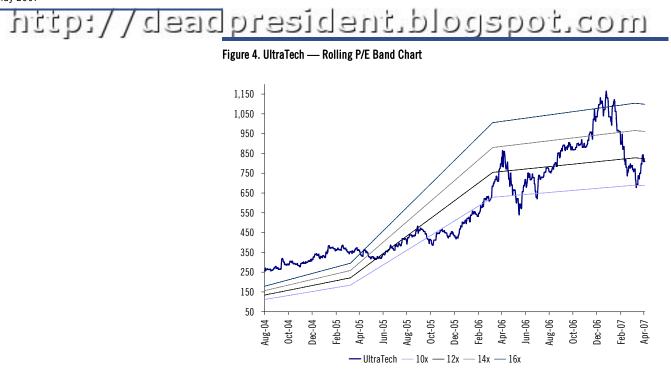


Source: DataStream, Company Reports and Citigroup Investment Research

The historical P/E range for ULTC has been quite wide

4

Like EV/EBITDA, the historical P/E range for ULTC has been quite wide. Since April 2005, the stock has largely traded in a range of 8-12x. The recent sharp improvement in profitability has resulted in the band going up to 12-14x. The recent uncertainties have led to a de-rating in the valuations once again to a range of 10-12x. There is no near-term trigger for re-rating the stock, in our view. At our target price, the stock would trade at an FY09E P/E of 11.4x.



Source: DataStream, Company Reports and Citigroup Investment Research

Financial summary

Figure 5. UltraTech — Operating Statistics

Year to 31 March Operating Data	FY05	FY06	FY07E	FY08E	FY09E	FY10E
Cement capacity (m tonnes)	15.5	17.0	17.0	17.5	21.5	22.5
Cement production (m tonnes)	12.1	13.7	14.6	14.9	17.4	20.1
Clinker production (m tonnes)	12.4	13.4	14.2	14.3	15.9	18.9
Sales						
Cement (m tonnes)	12.5	14.2	14.6	14.9	17.4	20.1
Clinker (m tonnes)	2.6	1.3	2.5	2.8	2.5	3.2
Average Exchange Rate (Rs/US\$)	44.9	44.3	45.3	41.8	40.0	39.0

Source: Company Reports, Citigroup Investment Research estimates

Figure 6. UltraTech — Profit and Loss Account (Rs in Millions)

Year to 31 March	FY05	FY06	FY07E	FY08E	FY09E	FY10E
Cement	22,505	30,913	42,894	46,272	49,602	54,798
Clinker	3,564	2,081	4,075	3,868	2,760	3,256
Adjustments	0	0	315	600	800	1,000
Net sales	26,069	32,995	47,284	50,739	53,163	59,054
Operating expenses	22,561	27,452	33,106	35,097	38,688	45,326
Operating profit	3,508	5,543	14,178	15,643	14,475	13,728
Op. profit/tonne (Rs)	231	356	828	885	729	588
Op. profit/tonne (US\$)	5.2	8.0	18.6	19.9	16.4	13.2
Other income	211	370	615	550	450	400
EBITDA	3,719	5,913	14,793	16,193	14,925	14,128
EBITDA margin %	14%	18%	31%	32%	28%	24%
EBITDA/tonne (Rs)	245	380	864	916	752	605
EBITDA/tonne (US\$)	5.5	8.6	19.4	20.6	16.9	13.6
Depreciation	2,218	2,160	2,263	2,612	3,119	3,446
% of avg gross block	9%	8%	7%	6%	7%	8%
EBIT	1,501	3,752	12,530	13,580	11,806	10,682
Interest	1,069	896	868	879	937	901
РВТ	432	2,856	11,662	12,702	10,868	9,781
Total Tax	-365	558	3,840	4,115	2,926	2,643
Eff.tax rate %	-84%	20%	33%	32%	27%	27%
PAT	797	2,298	7,823	8,587	7,943	7,137
Net profit/ tonne (Rs)	53	148	457	486	400	306
Net profit/ tonne (US\$)	1.2	3.3	10.3	10.9	9.0	6.9
Non-recurring items	-768.4	-122.3	0.0	0.0	0.0	0.0
Net profit	28	2,175	7,823	8,587	7,943	7,137
Profit from subsidiaries	-562	76	26	28	29	31
Consolidated PAT	-534	2,251	7,849	8,615	7,972	7,168

Source: Company Reports and Citigroup Investment Research estimates

http://deadpresident.blogspot.	CON
--------------------------------	-----

Figure 7.	UltraTech —	Balance	Sheet	(Rs in	Millions)
i i Bui o 7 i	ontraroon	Duranou	011000	(110 111	

As at 31 March	FY05	FY06	FY07E	FY08E	FY09E	FY10E
Fixed Assets	25,971	26,782	30,359	41,396	46,397	45,452
Gross Block	43,043	46,054	50,054	52,354	74,074	76,574
Acc.Depreciation	17,554	20,682	22,945	25,557	28,677	32,122
Net Block	25,489	25,372	27,109	26,796	45,397	44,452
CWIP	482	1,410	3,250	14,600	1,000	1,000
Investments	1,848	1,724	1,724	1,724	1,724	1,724
Current Assets	8,377	7,725	11,608	9,269	11,691	19,737
Cash and Bank Balance	563	616	3,297	593	2,434	9,235
Loans and Advances	3,257	1,588	1,838	2,088	2,338	2,588
Sundry Debtors	1,720	1,726	2,332	2,363	2,476	2,750
Inventories	2,837	3,796	4,141	4,225	4,443	5,164
Current Liabilities and provisions	4,393	5,560	6,598	7,022	7,636	8,775
Current Liabilities	4,154	5,169	5,865	6,275	6,868	8,007
Provision for dividend	106	248	568	568	568	568
Other provisions	132	143	165	180	200	200
Overall Capital Employed	31,802	30,671	37,093	45,367	52,176	58,138
Shareholders Funds	10,671	10,383	17,638	25,658	33,033	39,604
Share capital	1,244	1,245	1,245	1,245	1,245	1,245
Reserves and surplus	9,427	9,138	16,393	24,413	31,788	38,359
Deferred tax liability	5,817	5,770	5,936	6,190	6,625	7,016
Loan Funds	15,314	14,518	13,518	13,518	12,518	11,518
Secured loans	12,534	12,219	11,219	11,219	10,219	9,219
Unsecured loans	2,780	2,299	2,299	2,299	2,299	2,299
Total Sources of Funds	31,802	30,671	37,093	45,367	52,176	58,138

Source: Company Reports and Citigroup Investment Research estimates

Figure 8. UltraTech — Cash Flow Statem	ent, Stock Me	trics and	Ratios			
Year to 31 March	FY05	FY06	FY07E	FY08E	FY09E	FY10
Cash flow statement (Rs m) PBT	122	2 950	11 660	10 700	10.000	0 70
	432	2,856	11,662	12,702	10,868	9,78
Depreciation	2,218	2,160	2,263	2,612	3,119	3,44
Interest Other income	1,069 -211	896 -370	868 -615	879 -550	937 -450	90 -40
Changes in working capital	-370	340	-483	62	34	-10
Taxes paid	-316	-606	-4,006	-4,369	-3,361	-3,03
Others	551	239	224	280	523	52
Net cash from operations	3,374	5,516	9,913	11,616	11,671	11,11
Purchase of fixed assets	-689	-2,162	-5,840	-13,650	-8,120	-2,50
Purchase of investments	-235	-1,479	0	0	0	
Interest received	211	370	615	550	450	40
Others	-159	-301	110	226	344	25
Net cash used in investment activities	-872	-3,572	-5,115	-12,874	-7,326	-1,84
Proceeds from issue of share capital	-5	1	0	0	0	
Repayment/proceeds of borrowings	-1,201	-880	-1,000	0	-1,000	-1,00
Interest paid	-1,069	-896	-868	-879	-937	-90
Dividend paid	-70	-106	-248	-568	-568	-56
Others	-13	-8	0	0	0	
Net cash from financing activities	-2,358	-1,891	-2,116	-1,446	-2,505	-2,46
Net cash flow	144	53	2,681	-2,704	1,841	6,80
Opening cash balance	418	563	616	3,297	593	2,43
Closing cash balance	563	616	3,297	593	2,434	9,23
Stock Metrics						
No. of shares (m)	124.4	124.5	124.5	124.5	124.5	124
Book value per share (Rs)	85.8	83.4	141.7	206.1	265.4	318
EPS (Rs)	6.4	18.5	62.8	69.0	63.8	57.
CFPS (Rs)	24.2	35.8	81.0	90.0	88.9	85
Net Debt/EBITDA (x)	4.0	2.4	0.7	0.8	0.7	0
Total debt/Tangible net worth (x)	1.4	1.4	0.8	0.5	0.4	0.
Net debt/equity (x)	1.4	1.3	0.6	0.5	0.3	0.
ROE (%)	7%	22%	56%	40%	27%	20
ROCE (%)	6%	15%	40%	35%	26%	219
Total dividend (Rs m)	106.4	248.5	567.7	567.7	567.7	567
DPS (Rs)	0.8	1.8	4.0	4.0	4.0	4
Dividend payout (%)	13%	11%	7%	4.0 7%	7%	82
Ratios	10/0	11/5	, ,0	, /0	, ,0	07
Current ratio	1.9	1.4	1.8	1.3	1.5	2.
Interest coverage	1.5	3.6	1.0	1.3	1.5 9.5	2. 8.
Days in inventory	76	3.0 89	80	78	9.5 78	o. 7
Days in Inventory Days receivable	76 24	89 19	80 18	78 17	78 17	1
	/4	19	10	1/	17	

4Q FY07 results

Rs m	4Q FY07	4Q FY06	% chg
Net sales	13,820	9,934	39
Total expenses	9,735	7,788	25
EBITDA	4,085	2,146	90
EBITDA (%)	30	22	
EBITDA/tonne (Rs)	849	492	73
Interest	203	223	-9
Depreciation	601	599	0
Other income	195	105	86
PBT	3,476	1,429	143
Total Tax	1,161	108	979
% Tax Rate	33	8	
Net profit for the period	2,315	1,321	75
Source: Company Reports			

Net sales in 4Q FY07 grew 39% yoy to Rs13.8bn, driven by a 27% yoy increase in prices and a 10% rise in volumes Net sales in 4Q FY07 grew 39% yoy to Rs13.8bn, driven by a 27% yoy increase in prices and a 10% rise in volumes (total of cement and clinker). PAT came in at Rs2.3bn, +75% yoy, but about 16% below our forecast. Unlike most other domestic majors, ULTC's domestic cement realizations were flat QoQ, despite its presence in South India — which had a disproportionate price hike from a low base. Export realizations for cement were US\$50/tonne and for clinker US\$39/tonne, flat sequentially but about 14% and 7% higher YoY respectively, in 4Q FY07. The company expects export prices to soften from mid-2007. Freight per tonne rose 12% yoy due to higher sales in the domestic market and coal costs rose due to higher cost of domestic and imported coal. Both these factors resulted in a sequential fall in EBITDA margin by 180bps, even though margins were 800bps higher YoY. ULTC was one of few major companies that reported a sequential fall in EBITDA margins in 4Q. Interest costs fell 9% yoy during the quarter due to debt restructuring. ULTC will be increasing capacity by 0.5m tpa to 17.5m tpa in FY08 and a further 4m tpa by FY09. It is also setting up 192MW of captive power at three locations — Gujarat (92MW), Chattisgarh (50MW) and Andhra Pradesh (50MW) — along with the new plant.

http://deadpresident.blogspot.com UltraTech Cement

Company description

UltraTech Cement (ULTC) is India's second-largest cement company with a capacity of 17m tpa. Its markets are well spread out. Based on its plant locations, its main markets are in west, south and east India. It exports around 10% of its cement volumes and 22% of its total volumes (17.1m tpa in FY07 including clinker), and has no presence in the northern markets. Along with Grasim (which holds a 52% stake), ULTC is working toward rationalizing markets, cutting costs and improving average realizations. ULTC has been known for the consistent high quality of its cement, and manages to earn a premium price over other cement brands in most markets. The group companies (ULTC, Grasim and Shree Digvijay Cement) have a total capacity of 31m tpa, which is expected to rise to about 45m tpa by June 2008.

Investment thesis

We rate ULTC as Sell/Medium Risk (3M) with a target price of Rs730. ULTC has been hard hit by higher costs recently, particularly for coal and freight. It has benefited less than other cement companies from the pricing upside, particularly in the quarter ended March 2007, despite its presence in the attractive markets such as South India (24% of sales) that enjoyed disproportionate price hikes. ULTC is running at full utilization, and we expect only 4% yoy volume growth in FY08. It is one of India's largest exporters of clinker, which will likely face pricing pressure as capacity comes on stream in the Middle East. We expect volume growth of 12% yoy in FY09, but will likely come with substantial increases in domestic cement capacity — creating oversupply and pricing declines in FY09E. ULTC should benefit from lower costs due to the captive power capacity due by FY09, but this is unlikely to help compensate for the 8% yoy price decline. We expect a YoY profit decline in FY09.

Valuation

ULTC has a short valuation history relative to other cement majors. It was listed only in August 2004, after its de-merger from L&T. We therefore base our target price on relative valuations versus majors such as ACC and Ambuja Cements. Although ULTC's EBITDA/tonne improved from about Rs400/tonne in FY06 to Rs850/tonne in 4Q FY07, it is still lower than the EBITDA/tonne of ACC and Ambuja Cements. Our target EV/EBITDA multiple for ULTC is 7.0x for FY09E, at a discount to ACC's and Ambuja's 7.5x EV/EBITDA for CY08E. At our target price of Rs730, ULTC would trade at an FY09E P/E of 11.4x and EV/tonne of US\$110.

Risks

We rate ULTC as Medium Risk based on our quantitative risk-rating system, which tracks 260-day historical share price volatility. The key upside risks to our target price include: (1) further delays in industry capacity; (2) a higher level of domestic demand growth than we expect; (3) a depreciation of the rupee, versus our assumption of an appreciation; and (4) changes in the duty/tax regime in favor of producers.

ACC (ACC.BO, 3M, Rs838.85)

Valuation: We rate ACC on EV/EBITDA, a common metric used to value cement companies. Our target multiple is based on a 15% discount to the stock's average EV/EBITDA of 9x of the past seven years, which we round down to 7.5x for FY08E — the lower end of its trading band over the past two years and equates to an EV/tonne valuation of US\$123. We use a discount to reflect our fear that the recent government measures will take away the last leg of pricing upside for cement companies.

Risks: We rate ACC as Medium Risk based on our quantitative risk-rating system, which tracks 260-day historical share price volatility. The rating reflects the higher relative valuations of cement companies compared with both past cycles as well as regional peers. The main upside risks to our target price include: (1) further delays in industry capacity; (2) higher-than-expected domestic demand growth; and (3) changes in the duty/tax regime in favor of the producers.

Ambuja Cements (GACM.BO, 3M, Rs117.95)

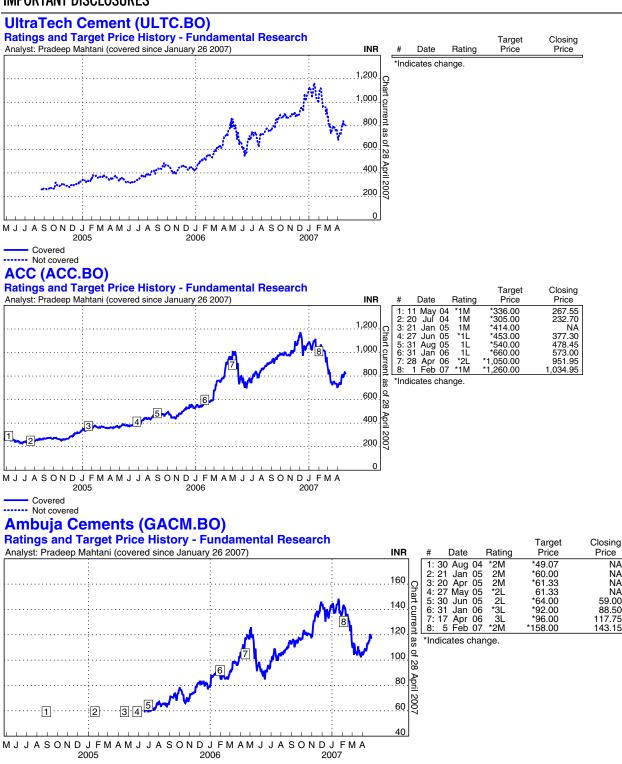
Valuation: We use EV/EBITDA to value ACL, a common metric used for cement companies. We have set our target price at Rs103 based on a 10% discount to the historical seven-year average of 8.4x, which gives us an EV/EBITDA of 7.5x for CY08E. At our target price ACL would be valued at an EV/tonne of US\$180 for CY08E. The 10% discount to the seven-year average is due to the unfavorable government measures that have taken away the last leg of pricing upside. In recognition of ACL's higher margins and efficiency, we use only a 10% discount to the seven-year average, rather than the 15% applied for ACC.

Risks: We rate ACL as Medium Risk, based on our quantitative risk-rating system that tracks 260-day historical share price volatility. The key upside risks to our target price include: (1) further delays in industry capacity; (2) better-than-expected domestic demand growth; (3) a depreciation of the rupee versus the US\$; we have assumed an appreciating rupee; and (4) changes in the duty/tax regime in favor of producers.

http://deadpresident.blogspot.com Appendix A-1

Analyst Certification

I, Pradeep Mahtani, research analyst and the author of this report, hereby certify that all of the views expressed in this research report accurately reflect my personal views about any and all of the subject issuer(s) or securities. I also certify that no part of my compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.



Covered Not covered

Citigroup Global Markets Inc. or its affiliates beneficially owns 1% or more of any class of common equity securities of ACC and UltraTech Cement. This position reflects information available as of the prior business day.

Citigroup Global Markets Inc. or an affiliate received compensation for products and services other than investment banking services from ACC, Ambuja Cements and UltraTech Cement in the past 12 months.

Citigroup Global Markets Inc. currently has, or had within the past 12 months, the following company(ies) as clients, and the services provided were non-investment-banking, securities-related: ACC, Ambuja Cements and UltraTech Cement.

4 May 2007

http://deadpresident.blogspot.com

Citigroup Global Markets Inc. currently has, or had within the past 12 months, the following company(ies) as clients, and the services provided were non-investment-banking, non-securities-related: ACC, Ambuja Cements and UltraTech Cement.

Analysts' compensation is determined based upon activities and services intended to benefit the investor clients of Citigroup Global Markets Inc. and its affiliates ("the Firm"). Like all Firm employees, analysts receive compensation that is impacted by overall firm profitability, which includes revenues from, among other business units, the Private Client Division, Institutional Sales and Trading, and Investment Banking.

For important disclosures (including copies of historical disclosures) regarding the companies that are the subject of this Citigroup Investment Research product ("the Product"), please contact Citigroup Investment Research, 388 Greenwich Street, 29th Floor, New York, NY, 10013, Attention: Legal/Compliance. In addition, the same important disclosures, with the exception of the Valuation and Risk assessments and historical disclosures, are contained on the Firm's disclosure website at www.citigroupgeo.com. Private Client Division clients should refer to www.smithbarney.com/research. Valuation and Risk assessments can be found in the text of the most recent research note/report regarding the subject company. Historical disclosures (for up to the past three years) will be provided upon request.

Citigroup Investment Research Ratings Distribution

Data current as of 31 March 2007	Buy	Hold	Sell
Citigroup Investment Research Global Fundamental Coverage (3215)	45%	40%	15%
% of companies in each rating category that are investment banking clients	45%	42%	32%
India Asia Pacific (130)	58%	14%	28%
% of companies in each rating category that are investment banking clients	42%	50%	42%

Guide to Fundamental Research Investment Ratings:

Citigroup Investment Research's stock recommendations include a risk rating and an investment rating.

Risk ratings, which take into account both price volatility and fundamental criteria, are: Low (L), Medium (M), High (H), and Speculative (S).

Investment ratings are a function of Citigroup Investment Research's expectation of total return (forecast price appreciation and dividend yield within the next 12 months) and risk rating.

For securities in emerging markets (Asia Pacific, Emerging Europe/Middle East/Africa, and Latin America), investment ratings are: Buy (1) (expected total return of 15% or more for Low-Risk stocks, 20% or more for Medium-Risk stocks, 30% or more for High-Risk stocks, and 40% or more for Speculative stocks); Hold (2) (5%-15% for Low-Risk stocks, 10%-20% for Medium-Risk stocks, 15%-30% for High-Risk stocks, and 20%-40% for Speculative stocks); and Sell (3) (5% or less for Low-Risk stocks, 10% or less for Medium-Risk stocks, 15% or less for High-Risk stocks, and 20% or less for Speculative stocks).

Investment ratings are determined by the ranges described above at the time of initiation of coverage, a change in investment and/or risk rating, or a change in target price (subject to limited management discretion). At other times, the expected total returns may fall outside of these ranges because of market price movements and/or other short-term volatility or trading patterns. Such interim deviations from specified ranges will be permitted but will become subject to review by Research Management. Your decision to buy or sell a security should be based upon your personal investment objectives and should be made only after evaluating the stock's expected performance and risk.

Guide to Corporate Bond Research Credit Opinions and Investment Ratings:

Citigroup Investment Research's corporate bond research issuer publications include a fundamental credit opinion of Improving, Stable or Deteriorating and a complementary risk rating of Low (L), Medium (M), High (H) or Speculative (S) regarding the credit risk of the company featured in the report. The fundamental credit opinion reflects the CIR analyst's opinion of the direction of credit fundamentals of the issuer without respect to securities market vagaries. The fundamental credit opinion is not geared to, but should be viewed in the context of debt ratings issued by major public debt ratings companies such as Moody's Investors Service, Standard and Poor's, and Fitch Ratings. CBR risk ratings are approximately equivalent to the following matrix: Low Risk Triple A to Low Double A; Low to Medium Risk High Single A through High Triple B; Medium to High Risk Mid Triple B through High Double B; High to Speculative Risk Mid Double B and Below. The risk rating element illustrates the analyst's opinion of the relative likelihood of loss of principal when a fixed income security issued by a company is held to maturity, based upon both fundamental and market risk factors. Certain reports published by Citigroup Investment Research will also include investment ratings on specific issues of companies under coverage which have been assigned fundamental credit opinions and risk ratings. Investment ratings are a function of Citigroup Investment Research's expectations for total return, relative return (to publicly available Citigroup bond indices performance), and risk rating. These investment ratings are: Buy/Overweight the bond is expected to outperform the relevant Citigroup bond market sector index (Broad Investment Grade, High Yield Market or Emerging Market), performances of which are updated monthly and can be viewed at http://www.sd.ny.ssmb.com/ using the "Indexes" tab; Hold/Neutral Weight the bond is expected to perform in line with the relevant Citigroup bond market sector index; or Sell/Underweight the bond is e

OTHER DISCLOSURES

The subject company's share price set out on the front page of this Product is quoted as at 30 April 2007 04:00 PM on the issuer's primary market.

Within the past 5 years, Citigroup Global Markets Inc. or its affiliates has acted as manager or co manager of an offering of fixed income securities of Ambuja Cements.

Citigroup Global Markets Inc. or its affiliates beneficially owns 5% or more of any class of common equity securities of UltraTech Cement.

Citigroup Global Markets Inc. or its affiliates holds a long position in any class of common equity securities of ACC and UltraTech Cement.

For securities recommended in the Product in which the Firm is not a market maker, the Firm is a liquidity provider in the issuers' financial instruments and may act as principal in connection with such transactions. The Firm is a regular issuer of traded financial instruments linked to securities that may have been recommended in the Product. The Firm regularly trades in the securities of the subject company(ies) discussed in the Product. The Firm may engage in securities transactions in a manner inconsistent with the Product and, with respect to securities covered by the Product, will buy or sell from customers on a principal basis.

Securities recommended, offered, or sold by the Firm: (i) are not insured by the Federal Deposit Insurance Corporation; (ii) are not deposits or other obligations of any insured depository institution (including Citibank); and (iii) are subject to investment risks, including the possible loss of the principal amount invested. Although information has been obtained from and is based upon sources that the Firm believes to be reliable, we do not guarantee its accuracy and it may be incomplete and condensed. Note, however, that the Firm has taken all reasonable steps to determine the accuracy and completeness of the disclosures made in the Important Disclosures section of the Product. The Firm's research department has received assistance from the subject company(ies) referred to in this Product including, but not limited to, discussions with management of the subject company(ies). Firm policy prohibits research analysts from sending draft research to subject companies. However, it should be presumed that the author of the Product has had discussions with the subject company to ensure factual accuracy prior to publication. All opinions, projections and

4 May 2007

http://deadpresident.blogspot.com estimates constitute the judgment of the author as of the date of the Product and these, plus any other information contained in the Product, are subject to change without

estimates constitute the judgment of the author as of the date of the Product and these, plus any other information contained in the Product, are subject to change without notice. Prices and availability of financial instruments also are subject to change without notice. Notwithstanding other departments within the Firm advising the companies discussed in this Product, information obtained in such role is not used in the preparation of the Product. Although Citigroup Investment Research does not set a predetermined frequency for publication, if the Product is a fundamental research report, it is the intention of Citigroup Investment Research to provide research coverage of the/those issuer(s) mentioned therein, including in response to news affecting this issuer, subject to applicable quiet periods and capacity constraints. The Product is for informational purposes only and is not intended as an offer or solicitation for the purchase or sale of a security. Any decision to purchase securities mentioned in the Product must take into account existing public information on such security or any registered prospectus.

Investing in non-U.S. securities, including ADRs, may entail certain risks. The securities of non-U.S. issuers may not be registered with, nor be subject to the reporting requirements of the U.S. Securities and Exchange Commission. There may be limited information available on foreign securities. Foreign companies are generally not subject to uniform audit and reporting standards, practices and requirements comparable to those in the U.S. Securities of some foreign companies may be less liquid and their prices more volatile than securities of comparable U.S. companies. In addition, exchange rate movements may have an adverse effect on the value of an investment in a foreign stock and its corresponding dividend payment for U.S. investors. Net dividends to ADR investors are estimated, using withholding tax rates conventions, deemed accurate, but investors are urged to consult their tax advisor for exact dividend computations. Investors who have received the Product from the Firm may be prohibited in certain states or other jurisdictions from purchasing securities mentioned in the Product from the Firm. Please ask your Financial Consultant for additional details. Citigroup Global Markets Inc. takes responsibility for the Product in the United States. Any orders by US investors resulting from the information contained in the Product may be placed only through Citigroup Global Markets Inc.

The Citigroup legal entity that takes responsibility for the production of the Product is the legal entity which the first named author is employed by. The Product is made available in Australia to wholesale clients through Citigroup Global Markets Australia Pty Ltd. (ABN 64 003 114 832 and AFSL No. 240992) and to retail clients through Citigroup Wealth Advisors Pty Ltd. (ABN 19 009 145 555 and AFSL No. 240813), Participants of the ASX Group and regulated by the Australian Securities & Investments Commission. Citigroup Centre, 2 Park Street, Sydney, NSW 2000. The Product is made available in Australia to Private Banking wholesale clients through Citigroup Pty Limited (ABN 88 004 325 080 and AFSL 238098). Citigroup Pty Limited provides all financial product advice to Australian Private Banking wholesale clients through bankers and relationship managers. If there is any doubt about the suitability of investments held in Citigroup Private Bank accounts, investors should contact the Citigroup Private Bank in Australia. Citigroup companies may compensate affiliates and their representatives for providing products and services to clients. If the Product is being made available in certain provinces of Canada by Citigroup Global Markets (Canada) Inc. ("CGM Canada"), CGM Canada has approved the Product. Citigroup Place, 123 Front Street West, Suite 1100, Toronto, Ontario M5J 2M3. The Product may not be distributed to private clients in Germany. The Product is distributed in Germany by Citigroup Global Markets Deutschland AG & Co. KGaA, which is regulated by Bundesanstalt fuer Finanzdienstleistungsaufsicht (BaFin). Frankfurt am Main, Reuterweg 16, 60323 Frankfurt am Main. If the Product is made available in Hong Kong by, or on behalf of, Citigroup Global Markets Asia Ltd., it is attributable to Citigroup Global Markets Asia Ltd., Citibank Tower, Citibank Plaza, 3 Garden Road, Hong Kong. Citigroup Global Markets Asia Ltd. is regulated by Hong Kong Securities and Futures Commission. If the Product is made available in Hong Kong by The Citigroup Private Bank to its clients, it is attributable to Citibank N.A., Citibank Tower, Citibank Plaza, 3 Garden Road, Hong Kong. The Citigroup Private Bank and Citibank N.A. is regulated by the Hong Kong Monetary Authority. The Product is made available in India by Citigroup Global Markets India Private Limited, which is regulated by Securities and Exchange Board of India. Bakhtawar, Nariman Point, Mumbai 400-021. If the Product was prepared by Citigroup Investment Research and distributed in Japan by Nikko Citigroup Ltd., it is being so distributed under license. Nikko Citigroup Limited is regulated by Financial Services Agency, Securities and Exchange Surveillance Commission, Japan Securities Dealers Association, Tokyo Stock Exchange and Osaka Securities Exchange. Akasaka Park Building, 2-20, Akasaka 5-chome, Minato-ku, Tokyo 107-6122. The Product is made available in Korea by Citigroup Global Markets Korea Securities Ltd., which is regulated by Financial Supervisory Commission and the Financial Supervisory Service. Hungkuk Life Insurance Building, 226 Shinmunno 1-GA, Jongno-Gu, Seoul, 110-061. The Product is made available in Malaysia by Citigroup Global Markets Malaysia Sdn Bhd, which is regulated by Malaysia Securities Commission. Menara Citibank, 165 Jalan Ampang, Kuala Lumpur, 50450. The Product is made available in Mexico by Acciones y Valores Banamex, S.A. De C. V., Casa de Bolsa, which is regulated by Comision Nacional Bancaria y de Valores. Reforma 398, Col. Juarez, 06600 Mexico, D.F. In New Zealand the Product is made available through Citigroup Global Markets New Zealand Ltd., a Participant of the New Zealand Exchange Limited and regulated by the New Zealand Securities Commission. Level 19, Mobile on the Park, 157 lambton Quay, Wellington. The Product is made available in Poland by Dom Maklerski Banku Handlowego SA an indirect subsidiary of Citigroup Inc., which is regulated by Komisja Papierów Wartosciowych i Gield. Bank Handlowy w Warszawie S.A. ul. Senatorska 16, 00-923 Warszawa. The Product is made available in the Russian Federation through ZAO Citibank, which is licensed to carry out banking activities in the Russian Federation in accordance with the general banking license issued by the Central Bank of the Russian Federation and brokerage activities in accordance with the license issued by the Federal Service for Financial Markets. Neither the Product nor any information contained in the Product shall be considered as advertising the securities mentioned in this report within the territory of the Russian Federation or outside the Russian Federation. The Product does not constitute an appraisal within the meaning of the Federal Law of the Russian Federation of 29 July 1998 No. 135-FZ (as amended) On Appraisal Activities in the Russian Federation. 8-10 Gasheka Street, 125047 Moscow. The Product is made available in Singapore through Citigroup Global Markets Singapore Pte. Ltd., a Capital Markets Services Licence holder, and regulated by Monetary Authority of Singapore. 1 Temasek Avenue, #39-02 Millenia Tower, Singapore 039192. The Product is made available by The Citigroup Private Bank in Singapore through Citibank, N.A., Singapore branch, a licensed bank in Singapore that is regulated by Monetary Authority of Singapore. Citigroup Global Markets (Pty) Ltd. is incorporated in the Republic of South Africa (company registration number 2000/025866/07) and its registered office is at 145 West Street, Sandton, 2196, Saxonwold. Citigroup Global Markets (Pty) Ltd. is regulated by JSE Securities Exchange South Africa, South African Reserve Bank and the Financial Services Board. The investments and services contained herein are not available to private customers in South Africa. The Product is made available in Taiwan through Citigroup Global Markets Inc. (Taipei Branch), which is regulated by Securities & Futures Bureau. No portion of the report may be reproduced or quoted in Taiwan by the press or any other person. No. 8 Manhattan Building, Hsin Yi Road, Section 5, Taipei 100, Taiwan. The Product is made available in Thailand through Citicorp Securities (Thailand) Ltd., which is regulated by the Securities and Exchange Commission of Thailand. 18/F, 22/F and 29/F, 82 North Sathorn Road, Silom, Bangrak, Bangkok 10500, Thailand. The Product is made available in United Kingdom by Citigroup Global Markets Limited, which is authorised and regulated by Financial Services Authority. This material may relate to investments or services of a person outside of the UK or to other matters which are not regulated by the FSA and further details as to where this may be the case are available upon request in respect of this material. Citigroup Centre, Canada Square, Canary Wharf, London, E14 5LB. The Product is made available in United States by Citigroup Global Markets Inc, which is regulated by NASD, NYSE and the US Securities and Exchange Commission. 388 Greenwich Street, New York, NY 10013. Unless specified to the contrary, within EU Member States, the Product is made available by Citigroup Global Markets Limited, which is regulated by Financial Services Authority. Many European regulators require that a firm must establish, implement and make available a policy for managing conflicts of interest arising as a result of publication or distribution of investment research. The policy applicable to Citigroup Investment Research's Products can be found at www.citigroupgeo.com. Compensation of equity research analysts is determined by equity research management and Citigroup's senior management and is not linked to specific transactions or recommendations. The Product may have been distributed simultaneously, in multiple formats, to the Firm's worldwide institutional and retail customers. The Product is not to be construed as providing investment services in any jurisdiction where the provision of such services would be illegal. Subject to the nature and contents of the Product, the investments described therein are subject to fluctuations in price and/or value and investors may get back less than originally invested. Certain high-volatility investments can be subject to sudden and large falls in value that could equal or exceed the

4 May 2007

http://deadpresident.blogspot.com

amount invested. Certain investments contained in the Product may have tax implications for private customers whereby levels and basis of taxation may be subject to change. If in doubt, investors should seek advice from a tax adviser. Advice in the Product has been prepared without taking account of the objectives, financial situation or needs of any particular investor. Accordingly, investors should, before acting on the advice, consider the appropriateness of the advice, having regard to their objectives, financial situation and needs.

© 2007 Citigroup Global Markets Inc. Citigroup Investment Research is a division and service mark of Citigroup Global Markets Inc. and its affiliates and is used and registered throughout the world. Citigroup and the Umbrella Device are trademarks and service marks of Citigroup or its affiliates and are used and registered throughout the world. Nikko is a registered trademark of Nikko Cordial Corporation. All rights reserved. Any unauthorized use, duplication, redistribution or disclosure is prohibited by law and will result in prosecution. The information contained in the Product is intended solely for the recipient and may not be further distributed by the recipient. The Firm accepts no liability whatsoever for the actions of third parties. The Product may provide the addresses of, or contain hyperlinks to, websites. Except to the extent to which the Product refers to website material of the Firm, the Firm has not reviewed the linked site. Equally, except to the extent to which the Product refers to website material of the Firm) is provided solely for your convenience and information contained therein. Such address or hyperlink (including addresses or hyperlinks to website material of the Firm) is provided solely for your convenience and information and the content of the linked site does not in anyway form part of this document. Accessing such website or following such link through the Product or the website of the Firm shall be at your own risk and the Firm shall have no liability arising out of, or in connection with, any such referenced website.

ADDITIONAL INFORMATION IS AVAILABLE UPON REQUEST