----- Maintain UNDERWEIGHT

India Property Sector ------

Macro-induced downgrade: On a shaky foundation

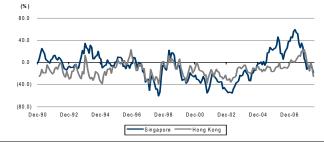
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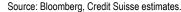
- We have downgraded our estimates for the real estate stocks under our coverage to reflect the deteriorating macro environment. We have modified our WACC assumptions to factor a higher risk free rate of 9.5% (8.2% earlier) and Equity beta of 1.30x (1.25x).
- We believe that slowing demand for both commercial and residential real estate, coupled with difficulties being faced by developers in raising funds from external sources will lead to delays in launches of new projects, and have factored the same into our forecasts, thereby lowering our EPS and NAV estimates.
- We have further increased discounts to NAVs to arrive at target prices for the stocks we cover, as we believe that in the near term stocks may trade below NAVs given liquidity constraints and pressure on property prices, as has been observed with regional peers in the past. However, we feel that long term investors would be well served to look at NAV valuations, as we believe that companies should at least realise their NAVs in the long term.
- Accordingly, we downgrade DLF and Parsvnath to UNDERPERFORM from NEUTRAL, Unitech and Sobha to NEUTRAL from OUTPERFORM, and upgrade IBREL to NEUTRAL from UNDERPERFORM on valuation grounds.

	DLF	Unitech	Sobha	Parsvnath	IBREL
Risk free rate	9.5%	9.5%	9.5%	9.5%	9.5%
Market Premium	5.5%	5.5%	5.5%	5.5%	5.5%
Beta	1.30	1.30	1.30	1.30	1.30
Cost of Equity	16.65%	16.7%	16.7%	16.7%	16.7%
Cost of Debt	14.0%	15.0%	17.0%	17.0%	15.0%
After tax cost of debt	10.5%	11.3%	12.8%	12.8%	11.3%
Debt: Equity	0.50	0.50	0.50	0.50	0.50
WACC	14.60%	14.85%	15.35%	15.35%	14.85%

Source: Company data, Credit Suisse estimates.







	F	FY09E NAV			to NAV	Value of real estate business	Value of other business	Target price			
	Old	New	% change	Old	New			Old	New	% change	
DLF	631	447	(29.1)	-	30.0	313	29	657	342	(48.0)	
Unitech	370	275	(25.8)	10.0	40.0	165	10	353	175	(50.5)	
Sobha	1,068	688	(35.6)	25.0	60.0	275	-	801	275	(65.6)	
Parsvnath	259	198	(23.5)	25.0	60.0	79	17	238	96	(59.6)	
IBREL	447	353	(21.1)	10.0	40.0	212	96	486	308	(36.7)	

Figure 4: EPS change summary

	1	FY3/09			FY3/10		Consensus	SEPS	Change vs consensus (%)		
	Old	New	% change	Old	New	% change	FY3/09	FY3/10	FY3/09	FY3/10	
DLF	49.3	42.8	(13.2)	54.9	40.6	(26.0)	54.3	66.8	(21.2)	(39.2)	
Unitech	18.4	12.0	(34.6)	26.9	13.4	(50.3)	15.5	22.5	(22.4)	(40.6)	
Sobha	48.9	34.0	(30.4)	65.5	38.4	(41.3)	39.9	54.9	(14.7)	(30.0)	
Parsvnath	44.5	23.1	(48.0)	51.2	23.6	(53.9)	34.0	58.6	(31.9)	(59.7)	
IBREL	2.8	3.6	26.1	22.5	7.4	(67.1)	17.4	40.2	(79.5)	(81.6)	

Source: Company data, Credit Suisse estimates.

Figure 5: Valuation Metrics

		CS	Prie	ce	EPS cl	hg (%)	TP (%)	Up/dn	EP:	s	EPS g	rth (%)	P/E	(x)	Div. yld (%)	ROE	P/B
Company	Ticker	Rating	Local	Target	FY09E	FY10E	Chg	(%)	FY09E	FY10E	FY09E	FY10E	FY09E	FY10E	FY09E	(%)	(x)
DLF	DLFU IN	U	453	342	(13)	(26)	(48)	(24)	42.8	40.6	(7)	(5)	10.6	11.1	0.6	71.1	3.9
Unitech	UT IN	Ν	170	175	(35)	(50)	(51)	3	12.0	13.4	18	11	14.1	12.7	0.2	59.4	7.6
Sobha	SOBHA IN	Ν	257	275	(30)	(41)	(66)	7	34.0	38.4	9	13	7.6	6.7	2.7	25.3	1.9
Parsvnath	PARSV IN	U	115	96	(48)	(54)	(60)	(16)	23.1	23.6	1	2	5.0	4.9	3.0	25.4	1.1
IBREL	IBREL IN	Ν	273	308	26	(67)	(37)	13	3.6	7.4	(78)	108	76.6	36.8	4.9	12.9	1.3

Note: O = OUTPERFORM, N = NEUTRAL, U = UNDERPERFORM

Source: Company data, Credit Suisse estimates

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Companies Mentioned (Price as of 14 Jul 08)

DLF Ltd (DLF.BO, Rs452.80, UNDERPERFORM [V], TP Rs342.00) Unitech Ltd (UNTE.BO, Rs169.65, NEUTRAL [V], TP Rs174.80) Sobha Developers Ltd (SOBH.BO, Rs257.10, NEUTRAL [V], TP Rs275.30) Parsvnath Developers Ltd (PARV.BO, Rs115.10, UNDERPERFORM [V], TP Rs96.20) Indiabulls Real Estate Limited (INRL.BO, Rs272.85, NEUTRAL [V], TP Rs308.00)

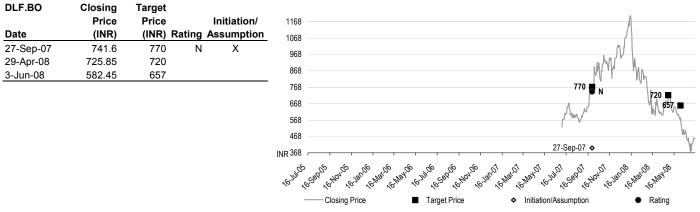
Disclosure Appendix

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3-Year Price, Target Price and Rating Change History Chart for DLF.BO



O=Outperform; N=Neutral; U=Underperform; R=Restricted; NR=Not Rated; NC=Not Covered

3-Year Price, Target Price and Rating Change History Chart for UNTE.BO

UNTE.BO	Closing Price	Target Price		Initiation/	504	560 ■ ⊮1
Date	(INR)	(INR)	Rating	Assumption		
27-Sep-07	314.25	320	Ν	х	404	
11-Jan-08	519.55	560			40-	M/, 030 07
1-Feb-08	378.65		0		304	04 320 🖬 N 👘 👘
29-Apr-08	317.5	390				
3-Jun-08	219.3	353.197			204	04 And
					104	
					INR 4	4 27-Sep-07 ♦
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O=Outperform; N=Neutral; U=Underperform; R=Restricted; NR=Not Rated; NC=Not Covered



16 Marine May 08

Rating

16-3811

10,404

16-JULUI SEPT

Initiation/Assumption

16,1184

O=Outperform; N=Neutral; U=Underperform; R=Restricted; NR=Not Rated; NC=Not Covered

3-Year Price, Target Price and Rating Change History Chart for SOBH.BO

SOBH.BO	Closing Price	Target Price		Initiation/	1043 —	ſ <u>∿</u> ⊾ 1080 ■
Date	(INR)	(INR)	Rating	Assumption		
27-Sep-07	856.15	1080	0	Х	943	908 U 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
29-Apr-08	622.3	908			843	
3-Jun-08	470.75	801			743	V_VW_L
					643 —	
					543 —	James Land
					443	
					343	
					INR 243 -	27-Sep-07 ◊

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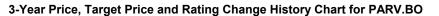
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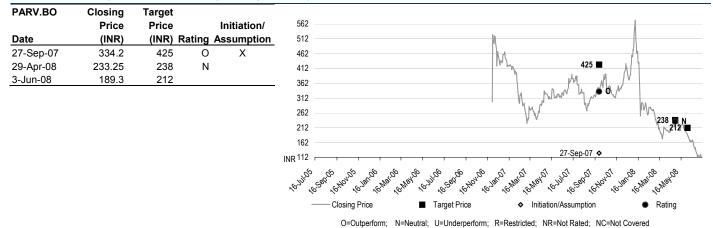
Target Price

16-14105

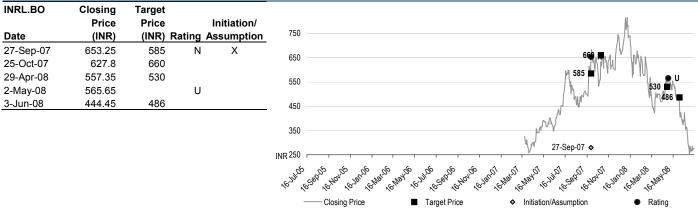
18.98R

Closing Price





3-Year Price, Target Price and Rating Change History Chart for INRL.BO



O=Outperform; N=Neutral; U=Underperform; R=Restricted; NR=Not Rated; NC=Not Covered

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Neutral (N): The stock's total return is expected to be in line with the industry average* (range of $\pm 10\%$) over the next 12 months. **Underperform (U)**:** The stock's total return is expected to underperform the industry average* by 10-15% or more over the next 12 months.



*The industry average refers to the average total return of the relevant country or regional index (except with respect to Europe, where stock ratings are relative to the analyst's industry coverage universe).

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**The broad market benchmark is based on the expected return of the local market index (e.g., the S&P 500 in the U.S.) over the next 12 months.

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Price Target: (12 months) for (DLF.BO)

Method: Our price target of Rs342 for DLF is based on a 30% discount to our 12-month fwd NAV (Net Asset Value) of Rs447 for the real estate business and Rs29 for the hotel and construction JV businesses. In a challenging macro environment, we believe a 30% discount to NAV for DLF is justified, but not more given a) scale and execution track record; b) strong balance sheet with lower gearing compared to its peers; c) Strong management and sound business strategy and d) potential upside from projects not valued i.e. multi-product SEZs and Multiplex ventures.

Risks: The key risks to our Rs342 target price for DLF are: 1) Counter party risk arising from DLF Assets (DAL), a promoter family entity buying commercial assets from DLF; 2) any slowdown/oversupply in NCR and Kolkata, which together account for about 60% of DLF's landbank; and 3) overall slowdown in economic growth in India in general and IT/ITES sector in particular.

Price Target: (12 months) for (UNTE.BO)

Method: Our target price for Unitech is Rs174.8, based on a 40% to our FY09E NAV (Net Asset Value), with Rs165 as the value of the real estate business, and Rs10 as the value of other businesses. We believe that in a challenging macro environment, a 40% discount to NAV is justified given a) Unitech's high leverage b) the company's strategy of delaying launches which could negatively impact earnings and NAV going forward

Risks: The key risks to our Rs174.8 target price for Unitech are: 1) any slowdown/oversupply in Chennai, NCR and Kolkata, which together account for about 62% of Unitech's landbank; 2) execution risks from the significant scale-up in the level of activity. and 3) overall slowdown in economic growth in India in general and IT/ITES sector in particular.

Price Target: (12 months) for (SOBH.BO)

Method: Our price target of Rs275.3 for Sobha Developers is based on a 60% discount to the 12-month forward NAV of Rs688. The 60% discount to NAV is justified given a) 25% of land cost is unpaid; b) relatively small scale, with concentration of landbank in Bangalore; and c) lack of experience in developing own commercial/retail projects.



Risks: The key risks to our Rs275.3 target price for Sobha Developers are: 1) any slowdown in Bangalore market, which accounts for about 40% of Sobha's landbank; 2) strategic derisking by key clients; and 3) overall slowdown in economic growth in India in general and IT/ITES sector in particular.

Price Target: (12 months) for (PARV.BO)

Method: We arrive at a target price of Rs96.2 for Parsvnath on a sum of parts valuation with Rs79 (at 60% discount to the 12-month forward NAV) for the real estate business and Rs17 (1x investment) for its hotel venture. We believe that the 60% discount is warranted due to 1) a worsening receivable position in a slowing volume environment; and 2) significant exposure to Tier III cities which could be hurt the most by a slowdown in the sector.

Risks: The risks to our Rs96.2 target price for Parsvnath are 1) overall slowdown in economic growth in India in general and IT/ITES sector in particular is a key risk to the real estate business; 2) Increasing competition, delays in infrastructure creation and lack of employment generation in Tier III cities could adversely impact Parsvnath, given that 2/3rd of its land reserves are situated in Tier III cities; 3)Execution risks as the company attempts to complete development of 160msf by FY12 against a track record of having delivered 5.8msf till date; and 4) risk of failure as the company diversifies into telecom services and explore development in overseas market

Price Target: (12 months) for (INRL.BO)

Method: Our price target of Rs308 for Indiabulls Real Estate is on a sum of parts with Rs212 (40% discount to our 12-month fwd NAV) for the real estate business and Rs96 being IBREL's stake in the cash invested in all its other businesses. In addition to its commercial development in Mumbai, planned SEZs, and residential developments, IBREL has also forayed into retailing, screening movies and building power plants which are likely to test its execution capabilities.

Risks: The key risks to our Rs308 target price for Indiabulls Real Estate are: 1) execution risks given that the company is a new entrant and has no experience in real estate development; 2) Land acquisition risks at some of its larger SEZ projects; 3) overall slowdown in economic growth in India in general and IT/ITES sector in particular; and 4) positive surprise to our target price may come from progress on the Raigarh and Thane SEZs and power projects which are not part of our valuation and investment of surplus cash into NAV accretive projects

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