

India Update

Contents

Page 2	Bharat Forge (Rs160): Revenue visibility vague	Sell
Page 4	Entertainment Network India (Rs230): Impacted by ad slowdown	Hold
Page 6-7	Recent reports/updates & Results date reckoner	

Highlights

Sector/event	Impact
AUTO: Bharat Forge – Q4FY09 results review	Bharat Forge's (BFL) Q4FY09 recurring standalone loss was at Rs17mn (I-Sec: Rs185mn profit), significantly below Street and our estimates. BFL's standalone revenues declined 49.7% YoY to Rs2.9bn due to lower demand, both domestically and overseas and decreased raw material prices. EBITDA margin declined 10.2pps due to operating de-leverage on lower volumes despite aggressive cost cutting measures taken by the company. Loss at BFL's subsidiaries widened to Rs366mn on the back of significant volume decline in the overseas market. Visibility on future revenue streams is unclear owing to: i) severe slowdown in key geographies of the US and Europe (accounting for ~73% of FY09 consolidated revenues), which will lead to dip in exports (to continue in the next quarters), ii) lack of clarity on orders from OEMs, especially from Europe and iii) slower ramp-up from non-auto business and low capacity utilisation. The company is currently trading at FY10E P/E of 22x. Our fair value estimate is Rs103/share based on FY11E P/E of 10x. Maintain SELL.

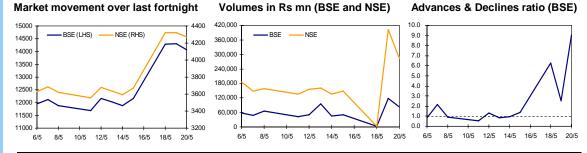
News Snippets

Sectoral

A government panel is opposing a safeguard measure aimed at preventing owners of • companies which acquired telecom licenses in early '08 from making windfall profits, laying itself open to criticism on an issue which has already resulted in a lot of controversy. The Department of Telecom's high-powered committee is citing the long-term interests of the sector to argue against the telecom regulator's recommendation of a three-year lock-in on stake sales by the owners of companies which were allocated spectrum allegedly at throwaway rates. (The Economic Times)

Corporate

- Reliance Power has raised Rs9.7bn for its first transmission utility project in West India. The project involves setting up of 400KV double-circuit transmission lines covering ~1,500km in Maharashtra, Gujarat and Madhya Pradesh that will connect the eastern region to the power deficit western region. (The Economic Times)
- Tata Steel is setting up a 5mtpa greenfield integrated steel plant in Lohandiguda block of Bastar district across 2,160.58ha covering ten villages. But, the villagers' protest in three villages continues, thereby stalling the complete acquisition of land. (Business Standard)



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Market data as on May 20, 2009

INDI	CES	
		% chg
		(DoD)
BSE Sensex	14061	(1.69)
S&P CNX Nifty	4270	(1.22)
BSE 100	7285	(0.52)
BSE 200	1692	0.17

OVERSEAS MARKETS

		70 UHU
		(DoD
Dow Jones	8422	(0.62
Nasdaq Comp.	1728	(0.39)
S&P 500	903	(0.51)
Hang Seng	17242	(1.34)
Nikkei	9235	(1.17)

ADVANCES/DECLINES (BSE)							
Group	Α	В	S				
Advances	163	1464	377				
Declines	36	146	40				
Unchanged	0	25	6				
FII TURNOVE (Rs mn)	r (BSE	+NSE)	*				
Bought	Sold	Ne	>t				

580	50	53	0
NEW HIGHS A	AND LOV	vs (BS	E)
Group	Α	B	S
High	12	32	9
Low	0	13	3

CURRENCY

US\$1 = Rs47.49

* FII turnover (BSE + NSE) as on May 18, 2009

Bharat Forge (Sell)

Q4FY09 RESULTS REVIEW

Revenue visibility vague

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Bharat Forge's (BFL) Q4FY09 recurring standalone loss was at Rs17mn (I-Sec: Rs185mn profit), significantly below Street and our estimates. BFL's standalone revenues declined 49.7% YoY to Rs2.9bn due to lower demand, both domestically and overseas and decreased raw material prices. EBITDA margin declined 10.2pps due to operating deleverage on lower volumes despite aggressive cost cutting measures taken by the company. Loss at BFL's subsidiaries widened to Rs366mn on the back of significant volume decline in the overseas market. Visibility on future revenue streams is unclear owing to: i) severe slowdown in key geographies of the US and Europe (accounting for ~73% of FY09 consolidated revenues), which will lead to dip in exports (to continue in the next quarters), ii) lack of clarity on orders from OEMs, especially from Europe and iii) slower ramp-up from non-auto business and low capacity utilisation. The company is currently trading at FY10E P/E of 22x. Our fair value estimate is Rs103/share based on FY11E P/E of 10x. Maintain SELL.

Table 1: Valuation summary

		Y/E	EPS	P/E	EV/E		
		March	(Rs)	(x)	(x)		
Price (20/05/09) (Rs)	160	2007	12.6	12.7	6.7	BSE Sensex	14061
52-wk range (Rs)	307/69	2008	12.9	12.4	6.8	Mkt cap. (Rs bn)	35.6
Dividend FY09 (Rs/share)	-	2009E	5.3	30.1	10.7	Mkt cap. (US\$ mn)	747
Dividend yield (%)	-	2010E	7.3	22.0	8.5	Shares out. (mn)	223
Face value (Rs)	2.0	2011E	10.3	15.5	6.6	Free float (%)	56.0

Source: Company data, I-Sec Research

- Standalone revenues dipped 49.7% YoY to Rs2.9bn (I-Sec: Rs4bn) due to sharperthan-expected decline in total tonnage and reduction in raw material price. Both domestic and exports revenues declined 48.3% YoY and 51.6% YoY respectively. Dip of 61.4% in domestic M/HCV volumes was due to market share gains. Capacity utilisation fell to ~30% in Q4FY09 due to new capacity addition coming on stream from the non-auto business.
- EBITDA margin sharply decreased 10.2pps YoY to 14.6% on sharp drop in volumes although BFL resorted to cost cutting measures (staff cost and other expenses declined 28.9% YoY and 48.4% YoY respectively). Depreciation was lower on reduced working days; interest cost was higher on higher working capital. This led to BFL posting recurring pre-tax loss of Rs24mn. BFL has restated its account after adoption of changes in Accounting Standard 11 and has provided for Rs988mn exchange gain in Q4FY09 and Rs863mn loss in FY09 in the P&L.
- Subsidiaries' aggregate losses widen to Rs366mn. BFL's subsidiaries were severely affected by the sharp slowdown in the markets and posted Rs366mn aggregate loss despite aggressive cost cutting and capacity rationalisation. BFL's subsidiaries in Europe and the US posted 43.9% YoY drop in revenues and EBITDA loss. Any significant improvement will be dependent on sharp volume recovery in these markets.
- We maintain SELL with BFL's FY09 standalone profits decreasing 31.9%, consolidated loss of Rs773mn in FY09 and lack of triggers for significant improvement in domestic and overseas markets. Further, ramp-up of the non-auto business would be limited due to weak environment; also, new customer acquisition is a long drawn

AUTO

Rs160

process. BFL is currently trading at rich FY10E P/E of 22x. Our fair value estimate is Rs103/share based on FY11E P/E of 10x; maintain SELL.

Table 2: Q4FY09 results review (standalone)

(Rs mn, year ending March 31)

	Q4FY09	Q4FY08	% YoY	Q3FY09	% QoQ	FY09	FY08	% chg
Net Sales	2,916	5,797	(49.7)	4,531	(35.6)	20,576	21,965	(6.3)
(Inc)/Dec in Stock	73	(107)		(24)		(331)	(206)	
Raw Materials	1,432	2,701	(47.0)	2,150	(33.4)	10,136	10,120	0.2
Staff Cost	268	377	(28.9)	358	(25.2)	1,392	1,449	(3.9)
Other Expenditure	716	1,389	(48.4)	1,160	(38.3)	4,930	5,382	(8.4)
Total Expenses	2,489	4,360	(42.9)	3,645	(31.7)	16,126	16,743	(3.7)
EBITDA	427	1,437	(70.3)	886	(51.8)	4,450	5,222	(14.8)
Interest	295	249	18.3	278	6.1	1,004	1,050	(4.4)
Depreciation	309	356	(13.1)	419	(26.2)	1,494	1,389	` 7.6
Other Income	153	126	20.7	112	` 35.9́	488	623	(21.7)
Recurring pre-tax								
income	(24)	958	(102.5)	301	(108.1)	2,440	3,406	(28.4)
Ext. Ord Inc/(Exp)	988	145	579.4	(282)	(450.2)	(863)	564	(253.0)
Taxation	352	275	28.1	(24)	N.A	544	1,234	(55.9)
Reported Net Income	611	828	(26.2)	44	N.A	1,033	2,736	(62.2)
Recurring Net Income	(17)	719	N.A	207	N.A	1,598	2,347	(31.9)
Ratios (%)								
Raw Material/Sales	51.6	44.8		46.9		47.7	45.1	
Staff Cost/Sales	9.2	6.5		7.9		6.8	6.6	
Other Expenses/Sales	24.6	24.0		25.6		24.0	24.5	
EBIDTA Margins	14.6	24.8		19.6		21.6	23.8	
Net profit margins	(0.6)	12.4		4.6		7.8	10.7	
Effective Tax Rate	36.5	24.9		N.A		34.5	31.1	

Source: Company data; I-Sec Research

Table 3: Q4FY09 results review (consolidated)

(Rs mn, year ending March 31)

Ins min, year chaing march	Q4FY09	Q4FY08	% YoY	Q3FY09	% QoQ	FY09	FY08	% YoY
Total Income	6,114	11,500	(46.8)	9,599	(36.3)	42,292	46,523	(9.1)
Total Expenditure	5,938	9,654	(38.5)	8,725	(31.9)	38,608	39,478	(2.2)
EBITDA	176	1,846	(90.5)	874	(79.9)	3,684	7,045	(47.7)
Interest Depreciation Other Income	333 549 159	296 558 147	12.6 (1.6) 8.2	325 689 143	2.6 (20.4) 11.1	1,200 2,447 559	1,269 2,271 993	(5.5) 7.8 (43.7)
Recurring PBT	(547)	1,139	N.A	3	N.A	596	4,498	(86.7)
Ext. Ord Inc/(Exp)	1,010	(158)	N.A	(367)	N.A	(382)	-	N.A
Taxation	260	345	(24.7)	2	N.A	491	1,589	(69.1)
Reported Net Income Recurring Net Income	203 (383)	636 738	(68.0) (151.8)	(366) 2	(155.6) N.A	105 (773)	2,908 2,908	(96.4) (126.6)
EBITDA (%)	2.9	16.0		9.1		8.7	15.1	

Source: Company data; I-Sec Research

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Entertainment Network India (Hold)

Q4FY09 RESULTS REVIEW

Impacted by ad slowdown

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Entertainment Network India's (ENIL) Q4FY09 results were dismal, with Rs999mn consolidated revenues (I-Sec: Rs1,092mn) and Rs234mn net loss (I-Sec: Rs66mn), including Rs90mn one-time provisions. For FY09, standalone revenues dipped 3.7% YoY to Rs2.3bn and PAT decreased 80.5% YoY to Rs29.1mn, while on a consolidated basis, revenues rose 3.2% YoY to Rs4.27bn and net loss was Rs602.9mn versus net loss of Rs171mn in FY08. Radio and Out-of-Home (OOH), which are not yet mainstream media vehicles, are the most affected by the slowdown and the multi-fold increase in competition.

ENIL continues to struggle to maintain leadership in radio listenership, which is likely to affect revenue share going forward. Also, OOH contract for airports is likely to result in losses for the three-year period of the contract. The terms of the contract need to be significantly sweetened to make it viable in the current environment. We, however, expect some buoyancy in the markets now that the elections are over and anticipate progress on policies, enabling consolidation in the radio industry. We maintain our cautious stance on the business and will revisit our rating and estimates post the interaction with the management.

Table 1: Valuation summary

		Y/E	EPS	P/E	EV/E		
		March	(Rs)	(x)	(x)		
Price (20/05/09) (Rs)	230	2007	5.3	43.5	29.7	BSE Sensex	14061
52 Week Range (Rs)	460/93	2008	(3.6)	NM	39.5	Market Cap. (Rs bn)	10.9
Dividend FY09 (Rs/sh)	0.0	2009	(12.7)	NM	NM	Market Cap. (US\$ mn)	223
Dividend yield (%)	0.0	2010E	(0.0)	NM	26.9	Shares Out. (mn)	47.6
Face Value (Rs)	10.0	2011E	5.1	44.9	12.5	Free float (%)	28.9

NM – Not Meaningful

Source: Company data, I-Sec Research

- Radio revenues declined 22.7% YoY & 16.1% QoQ to Rs503mn (I-Sec: Rs598.8mn) due to the adverse impact of the economic slowdown. Radio profitability worsened sequentially with EBITDA at Rs134.4mn (I-Sec: Rs193.4mn) and PAT of Rs12.6mn (I-Sec: 61mn) versus Rs48.6mn PAT in Q3FY09. For FY09, radio revenues were down 3.7% YoY to Rs2.3bn and PAT dipped 80.5% YoY to Rs29.1mn.
- OOH revenues decreased 33.1% YoY and 23.7% QoQ to Rs304mn. EBITDA losses in OOH surged sequentially to Rs276mn (I-Sec: Rs107.5mn), partly due to Rs90mn one-time provisions. For FY09, OOH reported Rs1.49bn revenues, up 11% YoY and EBITDA loss of Rs588mn.
- Events revenues rose 41.3% YoY and 76.2% to Rs227mn. The profitability of Events in Q4FY09 improved with EBITDA of Rs40mn versus Rs1.8mn in Q3FY09. For FY09, Events' revenues dipped 5.2% YoY to Rs570mn and EBITDA was at Rs9.1mn.
- **Competition in Radio in metros intensifying.** In Bangalore, *Radio Mirchi* lost its #2 spot and has moved from a relative share of 19% in week 1 of CY09 to 16% in week 18 of CY09, while *Fever FM* has moved from 6% share to 20% share in the same period. In Kolkata too, *Radio Mirchi* has lost relative market share from 22% in week 52 of CY08 to 19% in week 18 of CY09, but has managed to retain its #1 spot. In Mumbai, *Radio Mirchi* maintained its share within 14-15% with #3-4 spot, while *Fever FM* jumped to 19% market share with #1 spot in week 18 of CY09.

MEDIA

Table 2: Q4FY09 results review (Consolidated)

(Rs mn, year ending March 31)

	I-Sec			% chg	% chg			
	estimates	Q4FY09	Q3FY08	YoY	QoQ	FY09	FY08	% chg
Total revenues*	1,092	999	1,350	(26.0)	(9.5)	4,271	4,316	(1.0)
Radio	599	503	678	(25.8)	(16.1)	2,289	2,378	(3.7)
ООН	358	304	420	(27.6)	(23.7)	1,485	1,337	11.0
Events	135	227	266	(14.5)	76.2	570	601	(5.2)
Total expenditure	1,000	1,110	1,143	(2.9)	6.3	4,354	3,900	11.7
Total EBITDA *	92.7	(111.5)	207	(154.0)	(289.2)	(83)	416	(120.0)
Radio	193	· -	191	(100.0)	. ,	505	552	(8.4)
ООН	(108)	(276)	(12)	NM	118.5	(841)	(143)	487.5
Events	7	40	29	37.0	NM	56	34	62.7
Other income	0	4	3	39.5	719.5	22	26	(16.9)
D&A	140	133	105	26.4	(0.8)	526	321	63.7
Finance expenses	44	35	59	(40.2)	(27.5)	144	170	(15.1)
PBT	(91)	(276)	45	(706.8)	124.0	(731)	(48)	1,410.3
Exceptional item	-	-	-			-	-	
Less: Provision for Tax	-	15	4	309.0	1.7	(3)	20	(112.8)
Minority interest	(25)	(56)	-			(126)	-	
Adjusted PAT	(66)	(234)	42	(659.5)	70.2	(603)	(68)	784.0
Operating margin (%)	8.5	(11.2)	15.3			(1.9)	9.6	
Effective tax rate (%)	-	(5.3)	7.9			0.3	(40.8)	
NPM (%)	(6.0)	(23.4)	3.1			(14.1)	(1.6)	

Source: Company data, I-Sec Research

	Recent reports/updates	
Analyst	Company/Sector	Date
Gaurav Pathak / Sunil Teluja	Sobha Developers: At an inflexion point	May 20
Prakash / Sanket	Zuari Industries: Beautiful bounty	May 20
Shilpa / Hemant	Ashok Leyland: Pressure persists	May 18
Prakash / Sanket	Chambal Fertiliser & Chemicals: Global urea prices key	May 18
Siddharth / Abhishek	Yes Bank: Liquidity play – Wholesale impetus to drive growth	May 18
Equity Research Team	India – Election '09: Strong mandate for stability	May 17
Vikash / Suchitra WL	Telecom sector: GSM net adds dip to 8.9mn; Idea stumbles	May 14
Vikash / Suchitra WL	Balaji Telefilms: In the pits	May 14
Amit Mishra / Gagan Gaurav Pathak / Sunil Teluja	Oil&Gas: Cairn better placed than ONGC on cess	May 13
,	DLF: Liquidity easing	May 13 May 12
Shilpa Gupta / Hemant Joshi Rajesh Vora	Speedometer (May '09): In a medley mode Alembic: A shocker	May 12 May 11
Siddharth / Abhishek	State Bank of India: Weak at the core	May 11
Vikash /Suchitra WL	Zee Entertainment: Gaining lost ground	May 11
Pallav / Abhijit	JSW Steel: Lacking fresh triggers	May 8
Siddharth / Abhishek	Union Bank of India: Lustre intact	May 8
Vikash / Suchitra WL	Media Monitor – May '09: GroupM – Low ad visibility	May 8
Sandeep / Krupal	OnMobile Global: Marching ahead	May 5
Siddharth / Abhishek	HDFC: Horizons clear	May 5
Siddharth / Abhishek	Canara Bank: Smart comeback	May 4
Krupal / Sandeep	Info Edge: Superior execution	May 4
Sandeep / Krupal	Patni Computer: Signs of stability	May 4
Krupal / Sandeep	Educomp Solutions: Weak performance	May 4
Siddharth / Abhishek	Bank of India: Asset quality woes	May 4
Amit Mishra / Gagan	Gujarat Gas: Lower PMT volumes hurt earnings	May 4
Vikash / Suchitra WL	RCom: Poor wireless KPIs	May 4
Vikash / Suchitra WL	Bharti Airtel: Revenue growth lower; margins stable	May 4
Gaurav Pathak / Sunil Teluja	Lanco Infratech: Steadfast growth	May 4
Gaurav Pathak / Sunil Teluja	DLF: Unconvincing quarter	May 4
Pallav Agarwal / Abhijt Mitra	Sterlite Industries: To consolidate for greater gains	Apr 29
Krupal / Sandeep	Allied Digital Services: Margin concerns	Apr 29
Krupal / Sandeep	Nucleus Software: Tall order	Apr 28
Sanjay / Sunil	GSK Consumer: Shining star	Apr 28
Siddharth / Abhishek	Bank of Baroda: Earnings bonanza	Apr 28
Sandeep / Krupal	TCS: Uncertainty takes toll	Apr 27
Rajesh Vora	Cipla: Time to sell	Apr 27
Rajesh Vora	Ranbaxy: Another shocker	Apr 27
Vikash / Suchitra WL	Idea Cellular: Margins look up	Apr 27
Shilpa Gupta / Hemant Joshi	Maruti Suzuki: Below expectations	Apr 27
Amit Mishra / Gagan	Reliance Industries: Other income props earnings	Apr 24
Siddharth / Abhishek	HDFC Bank: Turning sour	Apr 24
Vikash Mantri / Suchitra WL	Zee News: Investing for growth	Apr 24
Pallav Agarwal / Abhijt Mitra	Hindustan Zinc: Awaiting fresh triggers	Apr 23
Vikash Mantri / Suchitra WL	Zee Entertainment: One-offs boost profits	Apr 23
Sandeep / Krupal	Wipro: Outperformer in challenging times	Apr 23
Shilpa / Hemant Joshi	Hero Honda Motors: Pitched to win	Apr 21
Shilpa Gupta / Hemant Joshi	Speedometer (April '09): Growth in spurts	Apr 21
Pallav / Abhijit	Sesa Goa: Buy at dips	Apr 21
Siddharth / Abhishek	Axis Bank: Concerns appeased	Apr 21
Sanjay / Sunil Teluja	Colgate-Palmolive: Strong earnings growth ahead	Apr 20
Vikash / Suchitra WL	Balaji Telefilms: End of the 'K' era	Apr 17
Amit Mishra / Gagan	Oil&Gas Sector: Take some money off the table	Apr 17
Gaurav Pathak / Sunil Teluja	Unitech: Burst of strength	Apr 17
Sanjay / Sunil	FMCG – Quarterly Results Preview	Apr 16
Vikash / Suchitra WL	Sun TV Network: In fair value zone	Apr 16
Sandeep / Krupal	Infosys Technologies: Feeble start	Apr 15
Vikash / Suchitra WL	Media Monitor – April '09: Boom in stocks; gloom in industry	Apr 15

Results date reckoner

May 2009

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
					•	
3	4	5	6	7	8	9
	HDFC			JSW Steel,	Peninsula Land,	SBI
				Union Bank	Alembic	
10	11	12	13	14	15	16
HUL		Asian Paints	Balaji Telefilms		Chambal	
					Fertilisers,	
					Ashok Leyland	
17	18	19	20	21	22	23
	Dr. Reddy's Lab.,	ENIL,	Mphasis, PNB,	Bajaj Auto	NTPC, ITC,	SPARC, HDIL,
	Sobha Developers, HT Media	Grasim Industries	Bharat Forge		CESC	JK Cement
24	25	26	27	28	29	30
	Dishman Pharma	BoB	Cairn, NIIT, JSPL,	Tata Power,	BPCL, Lanco,	Sun Pharma
			Indraprastha Gas	SAIL, M&M	Colgate	

ANALYST CERTIFICATION

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