# Macquarie **Equities Research**



# The Asia Specialist

# **INDIA**

| Budget- poter    | ntial impact   |   |
|------------------|--|---|
| Sector           | +ve impact   | -ve impact  |
| Auto             |  | HH IN, BJAUT IN,<br>MSIL IN, TTMT IN,<br>AL IN, MM IN   |
| Cement and Steel |  | ACC IN, ACEM IN,<br>GRASIM IN, ICEM<br>IN and UTCEM IN;<br>TATA IN, SAIL IN,<br>JSW IN and JSP IN |
| Consumer         | ITC IN, HUVR<br>IN, MRCO IN,<br>DABUR IN,<br>GCPL IN |   |
| Infrastructure   | IVRC IN, NJCC<br>IN, HCC IN,<br>PEC IN, GMON<br>IN   |   |
| IT               | TCS IN, INFO<br>IN, WPRO IN                          |   |
| Pharma           | ,  | RBXY IN, DRRD IN,<br>SUNP IN, GNP IN,<br>GLXO IN, CIPLA IN,<br>PIHC IN                            |
| Property         | DLFU IN, UT IN,<br>IBREL IN, HDIL                    |   |

# Top picks

| Ticker                 | Rec. | Price<br>(Rs) | TP (Rs) | Upside |
|------------------------|------|---------------|---------|--------|
| DRRD                   | OP   | 1,113         | 1,440   | 29%    |
| GAIL                   | OP   | 410           | 506     | 23%    |
| JSP                    | OP   | 634           | 943     | 49%    |
| LT                     | OP   | 1,446         | 1,825   | 26%    |
| TCS                    | OP   | 758           | 830     | 9%     |
| Prices as of 16 Februa |      |               |         |        |

IN. AKCL IN

Source: Macquarie Research, February 2010

Source: Bloomberg, Macquarie Research, February 2010

#### Least preferred

| Ticker        | Rec.     | Price<br>(Rs) | TP (Rs)    | Upside       |
|---------------|----------|---------------|------------|--------------|
| BJAUT<br>IDEA | UP<br>UP | 801<br>323    | 484<br>275 | -40%<br>-15% |
| SBI           | UP       | 1,921         | 1,750      | -9%          |

Prices as of 16 February 2010.

Source: Bloomberg, Macquarie Research, February 2010

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# India budget preview

# Restarting the reforms

# **Event**

 We expect the Union Budget for FY11, to be presented on 26 February, to start the process of fiscal consolidation and of the withdrawal of certain fiscal stimulus measures.

# **Impact**

- Managing deficit-preventing crowding out of private investment. We expect the government to take the first steps towards reducing the fiscal deficit and undertaking meaningful fiscal consolidation. The fiscal deficit is likely to be cut to 5.5% of GDP in FY11 from 6.8% (or 6.5% based on the revised nominal GDP time series) announced for FY10. With a credit pickup likely to be still in recovery mode in FY11, managing government borrowing would be a key challenge, in our view, to prevent the crowding out of private investment. We suggest playing the fiscal consolidation via the state-owned banks, with BOB our top pick there.
- Disinvestment-execution the challenge. Given the imperative of reducing the fiscal deficit, we do not think it is a question of if disinvestment will take place, but of how and to what extent. A firm signal on the extent and timeline, therefore, could be a positive, in our view. We do not expect an announcement of divestments of government stakes in specific companies. However, among the major stocks that could have a significant rise in free float are NMDC, BHEL and SAIL.
- Excise duty likely to be raised. In keeping with the theme of fiscal consolidation, the government is likely to partially roll back excise duty cuts by 200bp. We believe that, given the busy season and high demand, in most cases, the costs could be passed on to customers and thus have a limited earnings effect on the companies. Sectors that could be affected include autos, commodities and consumer goods.
- Infrastructure push should continue. Increased support to the flagship
  government schemes, NHDP, JNNURM and irrigation schemes, is likely to
  continue. Stocks to play the increased spending could be IVRC, NJCC and
  GMON. Higher rural spending and increased employment generation should
  also provide fillip to demand for retail and consumer durable companies.

## Outlook

- Roadmap to fiscal discipline: We view the coming budget as one that will
  likely provide the roadmap for greater fiscal discipline and meaningful reforms
  and that will take the first steps in that direction. We therefore do not expect
  the budget to be a big market mover.
- Remain positive: Our broad view of the economy and the market remains
  positive, and we advise increasing exposure. Our top picks remain GAIL, JSP,
  TCS, DRRD and L&T. Our least-preferred stocks are IDEA, BJAUT and SBI.

Please refer to the important disclosures and analyst certification on inside back cover of this document, or on our website www.macquarie.com.au/research/disclosures.

Economics view (excerpted from Macro Mantra: India budget: Fiscal consolidation ahoy by Rajeev Malik, 18 February, 2010)

# Time for more fiscal responsibility

• India will announce the federal budget for FY11 on 26 February. The budget will likely cut the fiscal deficit, partially reverse the stimulus measures, and offer a roadmap for fiscal consolidation without hurting the evolving growth upturn.

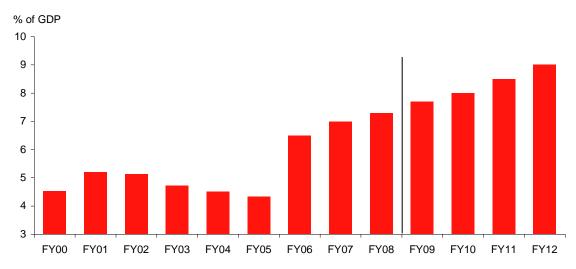
# Juggling act for achieving the key goals

- The forthcoming federal budget is likely to focus on three key issues: (1) gradual withdrawal of stimulus measures; (2) cutting the fiscal deficit and signalling fiscal consolidation; and
   (3) guidance on the implementation of some key fiscal reforms such as the goods and service tax (GST), the direct tax code, and scaling back of oil and fertiliser subsidies.
- The fiscal deficit is likely to be cut to 5.5% of GDP in FY11 from 6.8% (or 6.5% based on the revised nominal GDP time series) announced for FY10. The fiscal deficit in April—December 2009 was 5.0% of the official advance nominal GDP (revised base year), with total spending running slower than the pace in the same period last year, but with total receipts moving at a faster pace.
- The budget will partially reverse the 6ppt cut in excise duties by increasing them by at least 2ppt. The underlying economic recovery is strengthening but is still not broadly based. Still, it offers the scope to fully reverse the 2ppt cut in the service tax that was also announced to cushion the downturn.
- Divestment and spending on infrastructure (including education and health) via the flagship
  programmes covering rural/urban/agriculture initiatives will continue. The government is also likely
  to focus on financial inclusion and will probably announce details of a national food security
  program.
- Government borrowing will remain sizable, despite a lower fiscal deficit, and will be a negative for government bond yields. Gross borrowing will be slightly higher than in FY10 owing to higher redemptions, but net borrowing will be lower. However, net issuance of securities in FY11 will be higher than last year's owing to the absence of the benefits of OMOs and MSS in FY10.

# Expect a favourable but incremental approach

- Prime Minister Manmohan Singh's Congress-led government remains socialist in its genetic composition, but appears to realise that the economic pie has to grow faster to generate resources for its redistributive policies. The government seems mindful of the importance of avoiding crowding out of private investment, and hence the focus on cutting the deficit.
- The single most important signal from the budget should be fiscal consolidation, and this should be partly via cutting the deficit for FY11 without hurting economic growth, and partly via a credible and timely implementation of the fiscal reforms in the pipeline.
- The GST and the direct tax code reforms will likely be implemented next FY, in the FY12 budget. Subsidy reform will probably be patchy owing to political resistance, but some incremental moves (fuel price hike and reform of fertiliser subsidy) will probably come through this year even if they are not announced in the budget.

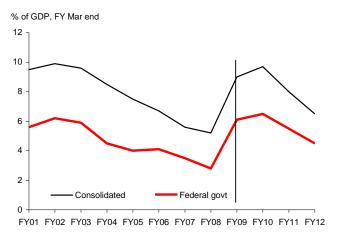
Fig 1 Infrastructure investment



Uses old nominal GDP time series

Source: CEIC, CSO, Macquarie Research, February 2010

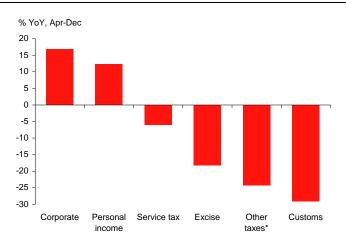
Fig 2 Fiscal deficits



Excludes issuances of special bonds to oil/food/fertiliser companies amounting to 0.8% of GDP in FY08, 1.8% in FY09 and 0.2% in FY10

Source: CEIC, Macquarie Research, February 2010

Fig 3 Tax collection



Gross tax revenue was down 2.5% YoY in Apr-Dec 2009. "Other taxes" include Securities Transaction Tax, Banking Cash Transaction Tax, Fringe Benefit Tax, Wealth Tax, etc.

Source: CEIC, CGA, Macquarie Research, February 2010

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| Fig 4 | Likely | sector | effect |
|-------|--------|--------|--------|
|-------|--------|--------|--------|

| Industry expectations  | Likelihood of Stocks +vely Stocks -vely affected stocks +vely Stocks -vely affected |   |   | Comments   |
|--|---|---|---|--|
| Auto<br>Increase in excise duty  | High  |   | HH IN, BJAUT IN,<br>MSIL IN, TTMT IN, AL<br>IN, MM IN |  |
| Banks Banks allowed to issue tax exempt bonds for infrastructure Announcement on timeline regarding passage of insurance bill on hiking stake of foreign partner | Low<br>Low  | -,  |   | Would help banks reduce ALM mismatch for infra lending While the insurance bill is not part of budget, any statement on government intentions regarding enhanced foreign investments is positive   |
| Basic Materials Divestments are back on government's agenda  | High  | STLT IN, SAIL IN                                |   | With divestment likely to be back on government's agenda, Sterlite should be able to buy the remaining stakes of around 49% in Balco and 30% in Hind Zinc from the government. Also, Sail should be able to raise capital for its expansion plans.   |
| Excise duty on cement and steel to be raised by 200bp  | High  |   | GRASIM IN, ICEM IN                                    | In order to improve the fiscal situation, the government may look at increasing tax collections by hiking excise duty for steel and cement. This may not be completely passed on to end consumers and thus may negatively affect these companies.  |
| Removal of 5% import duty on flat and long steel products and sponge iron, pig iron  | Moderate  | TATA IN, SAIL IN,<br>JSW IN and JSP IN          | TATA IN, SAIL IN,                                     | Given the increase in steel prices in the past month and strong profitability reported by the sector, there is a possibility of removal of import duty. This will be negative for domestic steel players.  |
| Hike export duty to 20% on all grades of iron ore from the current levels of 10% on iron ore lumps and pellets and 5% on iron fines.                             | Moderate  | TATA IN, SAIL IN,<br>JSW IN and JSP IN          | SESA IN   |  |
| Consumer and retail Tax benefits for food processing/packaged food (including biscuits)  | Moderate  | ITC IN, BRIT IN, PF<br>IN                       |   | This sector has been a high priority for the government in the past few years as it supports agriculture and is a potential employment generator. It is expected to receive continuous support, and tax cuts may still happen because the absolute amount involved is  |
| Hike in cigarette excise duty by over 8%   | Moderate  |   | ITC IN  | This is an easy product to raise taxes on. The market seems to be pricing-in a tax increase of around 6–8%. Any hike above 10% will be construed as negative. However, we do not think a tax hike of up to 5–10% will be seen as a major negative for ITC as it has already taken some pre-emptive price hikes and has been able to easily pass them on in the past. |
| Increased allocation for rural and employment generating schemes.  | High  | MRCO IN, DABUR                                  |   | Government may want to consolidate its previous rural-focused schemes. This could be politically beneficial too, so there is a high  |
| Roll back of stimulus - excise duty increase from 8% to 10%  | High  | IN, GCPL IN                                     | ITC IN, HUVR IN,<br>DABUR IN, MRCO IN                 | likelihood of it going through.<br>Marginally negative. Most of the manufacturing plants are in the<br>duty exempt regions.  |
| Infrastructure Higher allocation to central government infra projects  | High  | IVRC IN, NJCC IN,<br>HCC IN, PEC IN,<br>GMON IN |   | Given large focus on infrastructure, government is likely to raise allocation to the central schemes/projects like NHDP (highway program), JNNURM (urban infrastructure), irrigation projects.   |

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Fig 4 Likely sector effect

| Industry expectations  | Likelihood of Stocks +vely stocks +vely stocks |  | Stocks -vely affected Comments   |
|--|--|--|--|
|  |  |  | Investments in rural infra may also see an increase in budgetary allocations   |
| Allow banks to float tax-free infra bonds Re-introduction of Section 10 (23G) tax benefit that made income for financial institutions from lending to infra projects tax free  | Low<br>Low                                     | Sector<br>Sector                                 | This should help reduce the cost of borrowing for the infra sector  This benefit was taken out in 2006. Likelihood of this going through would be low as government struggles to contain fiscal deficit and impending direct tax code                |
| Scrapping of dividend distribution tax for infra SPVs  | Low  | Entire sector                                    | This has been a long-standing demand of the infra sector to withdraw DDT for dividends paid by infra SPVs to paren   |
| Intention of disinvestment   | Moderate                                       | BHEL IN  | Government may make a policy statement on disinvestment in public enterprises  |
| Higher import duty on imported power equipment   | Low  | LT IN, BHEL IN                                   | LANCI IN, RPWR Government may raise duty to protect domestic industry; however, likelihood of this happening is low  |
| IT   | Madagata                                       | TOO IN INTO IN                                   | Duck to a source of a relief to the LUD (Leisus Identification   |
| Increased government expenditures on IT and e-governance projects  | Moderate                                       | TCS IN, INFO IN,<br>WPRO IN                      | Push to e-governance projects like UID (Unique Identification<br>Number project) would be a positive for Indian IT vendors, helping<br>them diversify their revenue mix and enhancing their experience in<br>implementing large government projects. |
| Higher tax incentives for BPO sector   | Low  | TCS IN, WPRO IN,<br>INFO IN, FSOL IN             | NASSCOM has identified BPO as the fastest-growing segment for<br>the Indian IT-BPO industry. The segment has seen some stiff<br>competition from a rise of Philippines, Vietnam, Ireland, Brazil etc.<br>as low-cost BPO destinations.               |
| Extension of income tax exemption under s.10A and s.10B for STPI/EOU   | Low  | TCS IN, WPRO IN                                  | The Indian government has already extended the tax exemptions on profits generated from STPI for two consecutive years. The STPI tax exemption is slated to expire by March 2011 and a further exemption is unlikely.                                |
| Oil & gas  | Madagata                                       |  | ONICO IN CAID IN This construct of fight contribution of the confine to  |
| Increase in cess (fixed tax) on crude oil for pre-NELP (new exploratory licensing policy) blocks and royalty   | Moderate                                       |  | ONGC IN, CAIR IN High government deficits combined with perceived high profits by ONGC create a good reason for increase in taxes  |
| Pharma   |  |  |  |
| Industry is expecting the excise duty on drugs to be restored to 8% from current 4%.   | Moderate                                       |  | RBXY IN, DRRD IN, The cut in excise duty was part of economic stimulus package, SUNP IN, GNP IN, and we believe it will be withdrawn with economy out of the crisis. GLXO IN, CIPLA IN, PIHC IN  |
| Industry is demanding exemption in income-tax and more fiscal incentives for promoting research and development in the field of drug discovery in India. Demand includes 200% weighted tax deduction for R&D activities from current 150%. | Moderate                                       | RBXY IN, DRRD IN,<br>SPADV IN,                   | Government has recognised the high risk associated with drug discovery and might work towards providing incentives to make India a strong R&D hub in the pharmaceutical space.   |
| Removal of excise duties across the board for all essential drugs  | Moderate                                       | Across sector                                    | Some additional essential drugs might get included in the list of drugs getting exemption from excise duty   |
| Property   |  | B. E   |  |
| Increase in limit for interest paid and principal repayment on mortgage  | Low  | DLFU IN, UT IN,<br>IBREL IN, HDIL IN,<br>AKCL IN | The increase in limit would enhance tax exemption benefits on interest on mortgage as well as principal repayment.   |
| Source: Macquarie Research, February 2010  |  |  |  |

Fig 5 Coverage universe

| Company Name                                | Reco                         | Bloomberg l<br>ticker | Price Target<br>(Rs) | Price (Rs)   | Upside               | Analyst Name                       |
|---|------------------------------|-----------------------|----------------------|--------------|----------------------|------------------------------------|
| Aban Offshore                               | Outperform                   | ABAN IN               | 1,490                | 1,208        | 23%                  | Jal Irani                          |
| ABB India                                   | Underperform                 | ABB IN                | 484                  | 801          |                      | Inderjeetsingh Bhatia              |
| Associated Cements                          | Neutral                      | ACC IN                | 815                  | 914          | -11%                 | Rakesh Arora                       |
| Ambuja Cements                              | Outperform                   | ACEM IN<br>AKCL IN    | 111<br>364           | 109<br>488   | 2%<br>-25%           | Rakesh Arora<br>Jal Irani          |
| Ackruti City<br>Ashok Leyland               | Underperform<br>Underperform | AL IN                 | 43                   | 400<br>51    | -25%<br>-15%         | Sanjay Doshi                       |
| Anant Raj Industries                        | Outperform                   | ARCP IN               | 180                  | 129          | 39%                  | Jal Irani                          |
| ICSA  | Outperform                   | AURFI IN              | 205                  | 143          |                      | Inderjeetsingh Bhatia              |
| Axis Bank                                   | Outperform                   | AXSB IN               | 1,220                | 1,026        | 19%                  | Mudit Painuly                      |
| Bharti Airtel                               | Underperform                 | BHARTI IN             | 280                  | 272          | 3%                   | Shubham Majumder                   |
| Bharat Heavy Electricals                    | Neutral                      | BHEL IN               | 2,488                | 2,379        |                      | Inderjeetsingh Bhatia              |
| Bajaj Auto                                  | Underperform                 | BJAUT IN              | 1,400                | 1,798        | -22%                 | Sanjay Doshi                       |
| Bank of Baroda                              | Outperform                   | BOB IN                | 590                  | 571          | 3%                   | Mudit Painuly                      |
| Bank of India                               | Underperform                 | BOI IN<br>BPCL IN     | 300                  | 329<br>570   | -9%<br>22%           | Mudit Painuly                      |
| Bharat Petroleum Cairn India                | Outperform<br>Underperform   | CAIR IN               | 695<br>198           | 264          | -25%                 | Jal Irani<br>Jal Irani             |
| Cipla                                       | Underperform                 | CIPLA IN              | 275                  | 323          | -25 <i>%</i><br>-15% | Abhishek Singhal                   |
| Crompton Greaves India                      | Outperform                   | CRG IN                | 509                  | 415          |                      | Inderjeetsingh Bhatia              |
| Dish TV India                               | Outperform                   | DITV IN               | 55                   | 42           | 32%                  | Nitin Mohta                        |
| DLF   | Outperform                   | DLFU IN               | 387                  | 310          | 25%                  | Jal Irani                          |
| Dr. Reddy's Laboratories                    | Outperform                   | DRRD IN               | 1,440                | 1,113        | 29%                  | Abhishek Singhal                   |
| GAIL India                                  | Outperform                   | GAIL IN               | 506                  | 410          | 23%                  | Jal Irani                          |
| Glaxosmithkline                             | Outperform                   | GLXO IN               | 1,660                | 1,569        | 6%                   | Abhishek Singhal                   |
| Pharmaceuticals                             |                              | OMBUN                 |                      | 50           | 407                  |                                    |
| GMR Infrastructure                          | Underperform                 | GMRI IN               | 57                   | 56           |                      | Inderjeetsingh Bhatia              |
| Gujarat NRE Coke<br>Grasim Industries       | Outperform<br>Outperform     | GNC IN<br>GRASIM IN   | 103<br>3,404         | 72<br>2,722  | 42%<br>25%           | Rakesh Arora<br>Rakesh Arora       |
| GVK Power and Infra                         | Outperform                   | GVKP IN               | 54                   | 2,722<br>44  |                      | Inderjeetsingh Bhatia              |
| HCL Technologies                            | Underperform                 | HCLT IN               | 93                   | 361          | -74%                 | Nitin Mohta                        |
| HDFC Ltd                                    | Outperform                   | HDFC IN               | 2,700                | 2,428        | 11%                  | Mudit Painuly                      |
| HDFC Bank                                   | Neutral                      | HDFCB IN              | 1,635                | 1,606        | 2%                   | Mudit Painuly                      |
| HDIL  | Outperform                   | HDIL IN               | 441                  | 314          | 40%                  | Jal Irani                          |
| Hero Honda                                  | Underperform                 | HH IN                 | 1,510                | 1,695        | -11%                 | Sanjay Doshi                       |
| Hindalco Industries                         | Outperform                   | HNDL IN               | 170                  | 145          | 17%                  | Rakesh Arora                       |
| Hindustan Petroleum                         | Outperform                   | HPCL IN               | 460                  | 344          | 34%                  | Jal Irani                          |
| Hindustan Zinc Indiabulls Real Estate       | Underperform<br>Outperform   | HZ IN<br>IBREL IN     | 1,029<br>246         | 1,073<br>181 | -4%<br>36%           | Rakesh Arora<br>Jal Irani          |
| India Cements                               | Neutral                      | ICEM IN               | 118                  | 125          | -5%                  | Rakesh Arora                       |
| ICICI Bank                                  | Underperform                 | ICICIBC IN            | 700                  | 832          | -16%                 | Mudit Painuly                      |
| IDBI  | Underperform                 | IDBI IN               | 70                   | 118          | -41%                 | Mudit Painuly                      |
| Idea Cellular                               | Underperform                 | IDEA IN               | 35                   | 59           | -40%                 | Shubham Majumder                   |
| IDFC  | Underperform                 | IDFC IN               | 125                  | 148          | -16%                 | Mudit Painuly                      |
| Infosys Technologies                        | Neutral                      | INFO IN               | 2,575                | 2,541        | 1%                   | Nitin Mohta                        |
| Indian Oil                                  | Outperform                   | IOCL IN               | 390                  | 309          | 26%                  | Jal Irani                          |
| IVRCL                                       | Outperform                   | IVRC IN               | 436                  | 313          |                      | Inderjeetsingh Bhatia              |
| Jaiprakash Associates                       | Outperform                   | JPA IN                | 178                  | 136          |                      | Inderjeetsingh Bhatia              |
| Jindal Saw Limited Jindal Steel and Power   | Outperform<br>Outperform     | JSAW IN<br>JSP IN     | 242<br>943           | 202<br>634   | 20%<br>49%           | Amit Mishra<br>Rakesh Arora        |
| JSW Steel                                   | Outperform                   | JSTL IN               | 1,259                | 1,023        | 23%                  | Rakesh Arora                       |
| Kotak Mahindra Bank                         | Neutral                      | KMB IN                | 825                  | 740          | 12%                  | Mudit Painuly                      |
| Larsen & Toubro                             | Outperform                   | LT IN                 | 1,825                | 1,446        |                      | Inderjeetsingh Bhatia              |
| Mundra Port & Special                       | Outperform                   | MSEZ IN               | 641                  | 635          |                      | Inderjeetsingh Bhatia              |
| Economic Zone                               |                              |                       |                      |              |                      | , ,                                |
| Maruti Suzuki India                         | Outperform                   | MSIL IN               | 1,770                | 1,357        | 30%                  | Sanjay Doshi                       |
| MTNL  | Underperform                 | MTNL IN               | 47                   | 73           | -35%                 | Shubham Majumder                   |
| National Aluminium                          | Underperform                 | NACL IN               | 237                  | 381          | -38%                 | Rakesh Arora                       |
| NTPC  | Outperform                   | NATP IN               | 258                  | 203          | 27%                  | Adam Worthington                   |
| Nagarjuna Construction ONGC                 | Outperform<br>Underperform   | NJCC IN<br>ONGC IN    | 206<br>865           | 158<br>1,103 | -22%                 | Inderjeetsingh Bhatia<br>Jal Irani |
| OnMobile Global                             | Outperform                   | ONGC IN               | 700                  | 367          | 91%                  |                                    |
| Patel Engineering                           | Outperform                   | PEC IN                | 552                  | 426          |                      | Inderjeetsingh Bhatia              |
| Petronet LNG                                | Underperform                 | PLNG IN               | 49                   | 74           | -34%                 | Jal Irani                          |
| Punjab National Bank                        | Underperform                 | PNB IN                | 650                  | 888          | -27%                 | Mudit Painuly                      |
| Power Finance Corp                          | Outperform                   | POWF IN               | 280                  | 244          | 15%                  | Mudit Painuly                      |
| Provogue                                    | Underperform                 | PROV IN               | 45                   | 55           | -18%                 | Amit Mishra                        |
| Punj Lloyd                                  | Neutral                      | PUNJ IN               | 200                  | 183          |                      | Inderjeetsingh Bhatia              |
| Ranbaxy Laboratories                        | Underperform                 | RBXY IN               | 340                  | 441          | -23%                 | Abhishek Singhal                   |
| Reliance Capital                            | Outperform                   | RCFT IN               | 1,014                | 761          | 33%                  | Mudit Painuly                      |
| Reliance Communications Reliance Industries | Underperform                 | RCOM IN               | 160<br>1 250         | 167<br>1.018 | -4%<br>23%           | Shubham Majumder<br>Jal Irani      |
| Rolta India                                 | Outperform<br>Outperform     | RIL IN<br>RLTA IN     | 1,250<br>435         | 1,018<br>184 | 136%                 | Nitin Mohta                        |
| Steel Authority of India                    | Underperform                 | SAIL IN               | 196                  | 207          | -5%                  | Rakesh Arora                       |
| State Bank of India                         | Underperform                 | SBIN IN               | 1,750                | 1,921        | -9%                  | Mudit Painuly                      |
| Otate Barik of Iriala                       |                              |                       |                      |              |                      |                                    |

Fig 5 Coverage universe

| Company Name                    | Reco            | Bloomberg<br>ticker | Price Target (Rs) | Price (Rs)    | Upside     | Analyst Name          |
|---------------------------------|-----------------|---------------------|-------------------|---------------|------------|-----------------------|
| Syndicate Bank                  | Underperform    | SNDB IN             | 41                | 85            | -52%       | Mudit Painuly         |
| Sterlite Industries             | Outperform      | STLT IN             | 940               | 762           | 23%        | Rakesh Arora          |
| Suzlon Energy                   | Underperform    | SUEL IN             | 65                | 74            | -12%       | Inderjeetsingh Bhatia |
| Sun Pharmaceuticals             | Outperform      | SUNP IN             | 1,650             | 1,544         | 7%         | Abhishek Singhal      |
| Tata Steel                      | Outperform      | TATA IN             | 726               | 550           | 32%        | Rakesh Arora          |
| Tata Communications             | Underperform    | TCOM IN             | 315               | 297           | 6%         | Shubham Majumder      |
| Tata Consultancy Services       | Outperform      | TCS IN              | 830               | 758           | 9%         | Nitin Mohta           |
| Tata Power                      | Outperform      | TPWR IN             | 1,625             | 1,237         | 31%        | Adam Worthington      |
| Tata Motors                     | Outperform      | TTMT IN             | 826               | 703           | 17%        | Sanjay Doshi          |
| Union Bank of India             | Underperform    | UNBK IN             | 225               | 246           | -8%        | Mudit Painuly         |
| Unitech Limited                 | Outperform      | UT IN               | 97                | 75            | 29%        | Jal Irani             |
| Ultratech Cements               | Underperform    | UTCEM IN            | 831               | 1,043         | -20%       | Rakesh Arora          |
| Vijaya Bank                     | Underperform    | VJYBK IN            | 21                | 49            | -58%       | Mudit Painuly         |
| Welspun Gujarat Stahl<br>Rohren | Outperform      | WGS IN              | 360               | 244           | 48%        | Amit Mishra           |
| Wipro                           | Outperform      | WPRO IN             | 780               | 670           | 16%        | Nitin Mohta           |
| Zee Entertainment               | Underperform    | Z IN                | 130               | 260           | -50%       | Shubham Majumder      |
| Zee News                        | Neutral         | ZEEN IN             | 40                | 59            | -32%       | Nitin Mohta           |
| Source: Bloomberg, Macqu        | ıarie Research, | February 2010.      | Stock prices a    | s of 16 Febru | uary 2010. |                       |

#### Important disclosures:

#### Recommendation definitions

#### Macquarie - Australia/New Zealand

Outperform – return >5% in excess of benchmark return Neutral – return within 5% of benchmark return Underperform – return >5% below benchmark return

#### Macquarie - Asia/Europe

Outperform – expected return >+10% Neutral – expected return from -10% to +10% Underperform – expected return <-10%

#### Macquarie First South - South Africa

Outperform – expected return >+10% Neutral – expected return from -10% to +10% Underperform – expected return <-10%

#### Macquarie - Canada

Outperform – return >5% in excess of benchmark return Neutral – return within 5% of benchmark return Underperform – return >5% below benchmark return

#### Macquarie - USA

Outperform (Buy) – return >5% in excess of Russell 3000 index return

Neutral (Hold) – return within 5% of Russell 3000 index return

Underperform (Sell)- return >5% below Russell 3000 index return

Recommendations - 12 months

**Note:** Quant recommendations may differ from Fundamental Analyst recommendations

#### Volatility index definition\*

This is calculated from the volatility of historical price movements.

Very high-highest risk – Stock should be expected to move up or down 60–100% in a year – investors should be aware this stock is highly speculative

**High** – stock should be expected to move up or down at least 40–60% in a year – investors should be aware this stock could be speculative.

**Medium** – stock should be expected to move up or down at least 30–40% in a year.

**Low-medium** – stock should be expected to move up or down at least 25–30% in a year.

**Low** – stock should be expected to move up or down at least 15–25% in a year.

\* Applicable to Australian/NZ/Canada stocks only

#### Financial definitions

number of shares

All "Adjusted" data items have had the following adjustments made:

Added back: goodwill amortisation, provision for catastrophe reserves, IFRS derivatives & hedging, IFRS impairments & IFRS interest expense Excluded: non recurring items, asset revals, property revals, appraisal value uplift, preference dividends & minority interests

EPS = adjusted net profit / efpowa\*
ROA = adjusted ebit / average total assets
ROA Banks/Insurance = adjusted net profit /average

total assets

ROE = adjusted net profit / average shareholders funds

Gross cashflow = adjusted net profit + depreciation

\*equivalent fully paid ordinary weighted average

All Reported numbers for Australian/NZ listed stocks are modelled under IFRS (International Financial Reporting Standards).

#### Recommendation proportions - For quarter ending 31 December 2009

|              | AU/NZ  | Asia   | RSA    | USA    | CA     | EUR    |  |
|--------------|--------|--------|--------|--------|--------|--------|--|
| Outperform   | 47.94% | 60.52% | 37.50% | 43.42% | 65.26% | 41.60% | (for US coverage by MCUSA, 3.76% of stocks covered are investment banking clients) |
| Neutral      | 35.58% | 18.70% | 53.13% | 49.06% | 29.11% | 36.80% | (for US coverage by MCUSA, 4.51% of stocks covered are investment banking clients) |
| Underperform | 16.48% | 20.79% | 9.38%  | 7.52%  | 5.63%  | 21.60% | (for US coverage by MCUSA, 0.00% of stocks covered are investment banking clients) |

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# Sales

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| •                            |                   |
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