



17 May 2009

## India Equity Strategy

## Return of the "Feel good factor"

**Electoral verdict: a big positive surprise; Raising Sensex target to 14,500**

The surprise electoral verdict where the incumbent UPA was returned to power with a far more decisive mandate (relative to 2004) has come as a huge surprise – surpassing the most optimistic forecast. The political platform thus delivered to the Congress party now raises huge expectations on the roadmap and velocity of economic reform – disinvestment, increasing foreign direct investments, pension and insurance sector reforms etc – which had come to a virtual standstill under the UPA's previous administration. We believe the verdict is one of those rare instances which justify a re-rating of the Indian equity market. Consequently we are raising our Sensex target to 14,500.

**Buy beta with added focus on large cap domestic cyclicals**

We see the return of a 'feel good factor' in India after a long gap. The return of the feel good factor coupled with our earlier assessment of an economic rebound in 2HFY2010 leads us to recommend investors to seek an aggressive portfolio with growth focused, high beta, domestic plays. Our top picks – DLF, Unitech, Larsen and Toubro, BHEL, HDFC Bank and Mahindra and Mahindra. Investors may also want to look at companies in search of balance sheet restructuring (Tata Steel, Hindalco), which should be able to raise funds relatively more easily and sharply reduce balance sheet related risks.

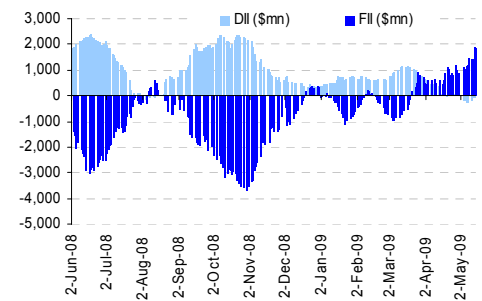
**Move away from the classical defensives.**

We recommend investors to lighten up on the classical defensives and go underweight pharmaceuticals, telecom and consumer staples: Underweight Bharti, Sun Pharma, Dr Reddy's and Hindustan Lever.

**Runaway expectations from union budget, increasing equity issuance are key risks for market**

The union budget (expected in July), is likely to be the next key milestone for the markets. We confess that this is going to be one of those budgets where expectations will run very high as the market will look to the government to deliver on the lost years of its earlier administration. Political realities (state election calendar, etc) may not allow government to be too nimble on reforms in its first budget, despite positive intent. We also remain cautious on a spate of new issues supply (private placements, equity raising) which could soak up liquidity from the secondary markets.

## Foreign and domestic flows(20 DMA, US\$mnn)



Source: Bloomberg

## Top 10 DB covered High beta names

	Beta	Performance (%)		
		1W	1M	YTD
Indiabulls Real Estate	1.5	3%	15%	13%
ICICI Bank	1.4	10%	30%	28%
Reliance Capital	1.4	3%	13%	9%
Reliance Communications	1.4	1%	6%	2%
Unitech	1.3	-3%	-3%	26%
SAIL	1.3	-2%	15%	61%
DLF	1.3	7%	12%	-8%
IVRCL Infrastructures	1.3	-5%	5%	13%
Kotak Mahindra Bank	1.3	16%	27%	42%
Tata Motors	1.2	-1%	12%	67%

Source: Bloomberg

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# Electoral verdict should lead to Market Re-Rating

## Sensex target raised to 14,500

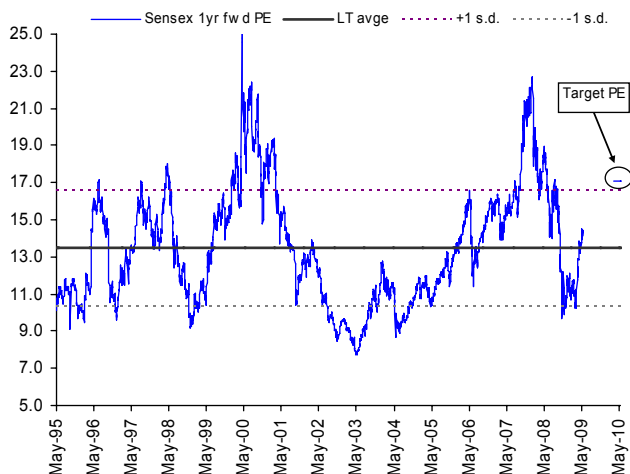
While the exact number of seats won by the UPA and the Congress is still not available, the verdict has been ahead of the most optimistic expectation. In an era of coalition politics, any national party getting above 200 seats and forming a government without relying on the support of too many regional parties (each with varying regional agendas) is a strong positive. Based on latest indications, the United Progressive Alliance has won 260 seats making it short of only 12 seats to form the next government. Of the total 260 seats, the Congress party itself has won 205 seats, allowing it to keep most of the mainstream portfolios for itself.

The political platform thus delivered to the Congress party now raises huge expectations on the roadmap and velocity of economic reform – disinvestment, increasing foreign direct investments, pensions etc – which had come to a virtual standstill under the UPA’s previous administration. We believe that the verdict is one of those rare instances which justify a re-rating of the Indian equity market.

Consequently, we are revising our Sensex target to 14,500 (up from our earlier target of 11,500). Our revised target implies a PE of ~17.5x, (assuming no change in DB earnings estimates, which currently forecast EPS growth of -6% for FY2010). We believe the market is unlikely to wait for EPS upgrades and will therefore stage its initial, election related rebound more from a re-rating perspective than one based on EPS upgrades. We remain confident that unless there is disappointment on the articulation of the reform agenda, EPS revisions will occur.

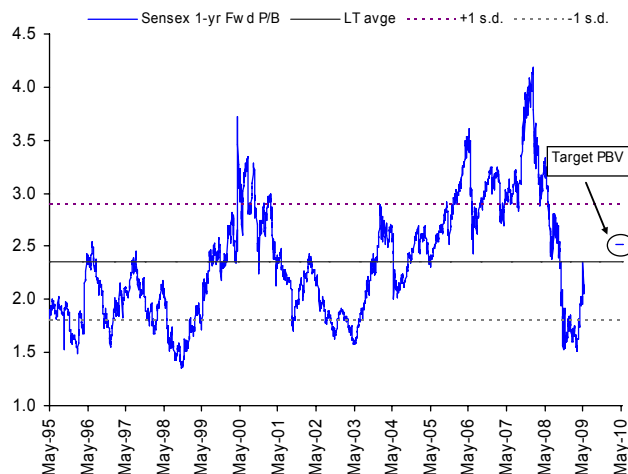
Based on a conservative earnings upgrade of ~10%, our target would imply a PE of ~16x which we think is well justified, based on the improved fundamentals.

**Figure 1: Sensex 1 yr fwd PE**



Source: Deutsche Bank

**Figure 2: Sensex 1 yr Fwd P/BV**



Source: Deutsche Bank

Our index target of 14,500, would imply a P/BV of 2.5x. Although our target multiple is above the LT average of 2.1x, we believe that the earnings upgrades should push up the ROE from ~16% to ~18% (average ROE trend in India is >18% in past 15 years). Moreover assuming the economic reforms will gather pace due to a more progressive government at the centre, we also believe GDP growth forecasts may be revised upwards. Our economist expects 4.6% GDP growth for CY09 and more relevantly a 6.1% GDP growth in CY10.

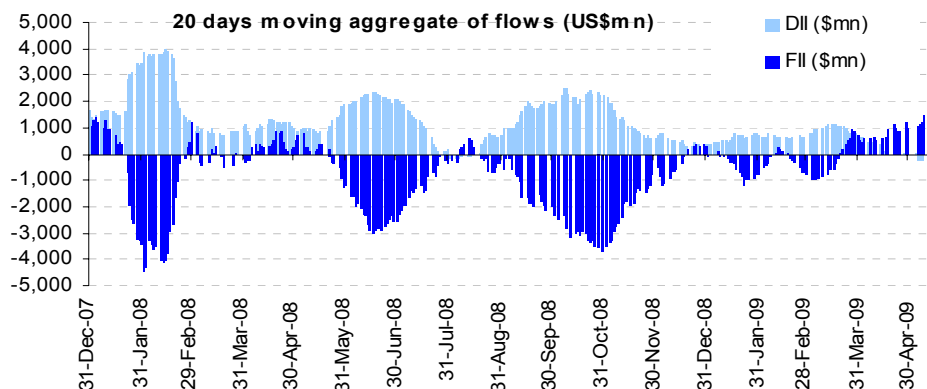
Based on the above assumption and applying the single stage Gordon growth model we get a justified P/BV of 2.3x. Although this multiple is lower than our target multiple, we believe that a re-rating process could be underway and we may not be surprised at Sensex trading at P/BV of 2.5x.

### Domestic money – From the sidelines to the center stage

**FII inflows since March lows: US\$4bn. Domestic Institutional flows since March lows: US\$347mn**

Throughout the liquidity fuelled rally from the March lows domestic institutional investors have been wary of the rally, and been booking profits at higher levels. Since the March lows net FII inflows have amounted to US\$4bn while domestic institutional investors have put in only US\$347mn. Following the surprise political verdict and expectations of a strong policy roadmap, we could see domestic money waiting on the sidelines being put to use.

**Figure 3: FII and Domestic institution flows into Indian equity markets**



Source: Deutsche Bank, Bloomberg

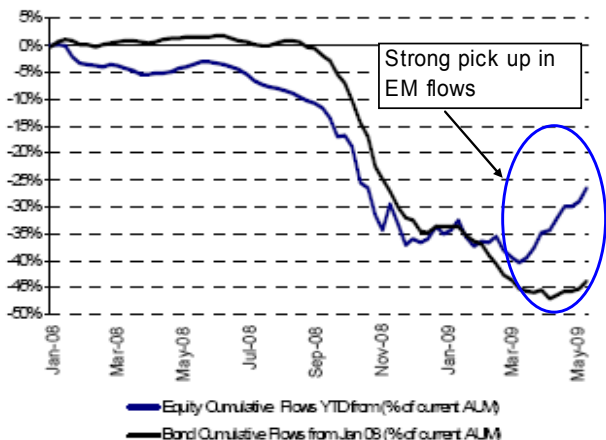
### Risk aversion is easing while global liquidity is supportive

**Feel good factor could receive a further boost from the easing global liquidity and risk aversion**

The primary (and possibly a singular) driver for the current market performance seems to be abundant liquidity, with global liquidity likely playing a more important role than domestic money. Although, fundamental “green shoots” seem to be emerging it’s hard to justify such a powerful performance on fundamentals, which may be too nascent and fragile.

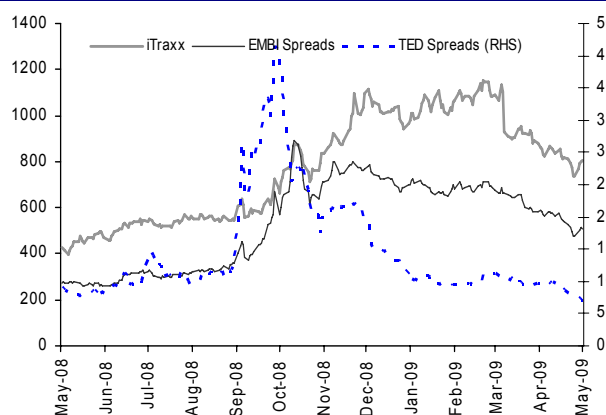
Global liquidity has been benign for many emerging markets in past few weeks and indeed emerging market funds have received positive flows for *ten straight weeks* now with lion’s share being partaken of by the Asia ex-Japan funds.

**Figure 4: Sharp up tick in cumulative flows into EM equity funds since early Mar -09**



Source: Deutsche Bank, epfr.com

**Figure 5: Key credit spread measures have also eased**



Source: Deutsche Bank, Bloomberg





# Appendix 1

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Equity rating key Equity rating dispersion and banking relationships

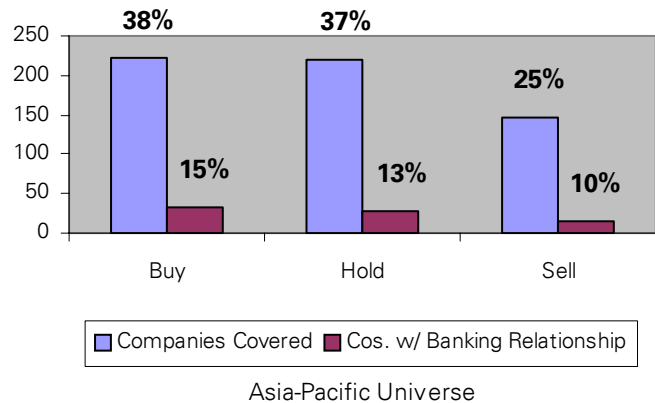
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