valuations

Equity | India | Pharmaceuticals 18 May 2007

Merrill Lynch

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Downgrade to Neutral post recent sharp outperformance

Downgrade to Neutral on full

Matrix has rallied 31%+ in the past month, with most of the up-move occurring post last week's announcement of Mylan's (Matrix's parent) US\$6.7bn buyout of Merck KGaA. The stock has breached our PO and currently trades at 27x FY08E and 19x FY09E EPS, about 26% and 7% premium to sector averages on FY08E and FY09E EPS. Hence we downgrade to Neutral, noting full valuations.

Benefits from Merck KGaA integration from FY10E only

Mylan expects the Merck KGaA deal to deliver US\$250mn synergies p.a. from 2010 onwards and indicated that a significant component of the synergies would be due to the vertical integration from using Matrix's API. Our preliminary analysis points to Rs2.7 additional EPS from the deal in FY10E (30% of FY08E EPS).

Mylan deal benefits already factored in earnings

Our estimate of 119% EPS growth for FY08E and 43% EPS growth for FY09E well reflects the start of API sourcing for 12-15 ANDAs by Mylan from 2H08E onwards (~ US\$25mn API revenues in FY09E).

Upside risk from full buyout by Mylan; timing uncertain

In our view, the added importance of Matrix as an API base for Mylan post the Merck KGaA deal makes Matrix an attractive candidate for a complete buyout by Mylan. In our view, if an open offer for the balance 23.5% stake were to happen in the near term, it could well be at 15-17% premium (around Rs275) to current levels (like in the case of earlier buyout).

Estimates (Mar)

(Rs)	2005A	2006A	2007E	2008E	2009E
Net Income (Adjusted - mn)	1,303	1,376	626	1,369	1,950
EPS	8.70	8.96	4.07	8.91	12.70
EPS Change (YoY)	-11.1%	2.9%	-54.5%	118.7%	42.5%
Dividend / Share	1.20	1.20	1.20	1.20	1.20
Free Cash Flow / Share	2.24	(25.95)	(10.94)	1.45	6.36

Valuation (Mar)

	2005A	2006A	2007E	2008E	2009E
P/E	27.59x	26.80x	58.92x	26.94x	18.91x
Dividend Yield	0.500%	0.500%	0.500%	0.500%	0.500%
EV / EBITDA*	20.49x	22.74x	19.63x	12.56x	10.02x
Free Cash Flow Yield*	0.908%	-10.81%	-4.56%	0.604%	2.65%
* For full definitions of <i>iQmethod</i> sm measures, see page 9.					

Stock Data

Price	Rs240.05
Investment Opinion	C-1-7 to C-2-7
Volatility Risk	HIGH
52-Week Range	Rs149.00-Rs297.00
Mrkt Val / Shares Out (mn)	US\$904 / 153.6
Average Daily Volume	90,946
ML Symbol / Exchange	MXLBF / BSE
Bloomberg / Reuters	HDPH IN / MAXL.BO
ROE (2007E)	6.3%
Net Dbt to Eqty (Mar-2006A)	103.7%
Est. 5-Yr EPS / DPS Growth	20.0% / NA
Free Float	35.0%



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iQprofile[™] Matrix Laboratories Ltd.

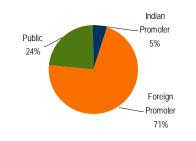
Key Income Statement Data (Mar)	2005A	2006A	2007E	2008E	2009E
(Rs Millions)					
Sales	6,413	11,859	15,930	19,256	22,087
Gross Profit	2,368	3,110	4,228	5,317	6,359
Sell General & Admin Expense	(468)	(1,148)	(1,409)	(1,708)	(1,963
Operating Profit	1,563	1,254	1,236	2,161	2,842
Net Interest & Other Income	47	1,128	(446)	(511)	(533
Associates	NA	NA	NA	NA	N/
Pretax Income	1,610	2,382	790	1,650	2,30
Tax (expense) / Benefit	(307)	(376)	(164)	(281)	(359
Net Income (Adjusted)	1,303	1,376	626	1,369	1,95
Average Fully Diluted Shares Outstanding	150	154	154	154	15
Key Cash Flow Statement Data					
Net Income (Reported)	1,303	2,006	626	1,369	1,95
Depreciation & Amortization	177	313	580	677	71
Change in Working Capital	(87)	(1,472)	(2,128)	(1,018)	(990
Deferred Taxation Charge	NA	NA	NA	NA	N/
Other Adjustments, Net	145	(138)	505	694	80
Cash Flow from Operations	1,538	709	(418)	1,723	2,47
Capital Expenditure	(1,203)	(4,695)	(1,263)	(1,500)	(1,500
(Acquisition) / Disposal of Investments	0	(10,485)	0	0	
Other Cash Inflow / (Outflow)	(1,564)	1,140	(96)	(59)	(210
Cash Flow from Investing	(2,767)	(14,039)	(1,359)	(1,559)	(1,710
Shares Issue / (Repurchase)	172	8	(10.1)	(10.1)	(4.0.)
Cost of Dividends Paid	(180)	(184)	(184)	(184)	(184
Cash Flow from Financing	1,281	14,914	1,235	37	(568
Free Cash Flow	335	(3,986)	(1,681)	223	97
Net Debt Change in Net Debt	373 (1,666)	10,670 10,297	13,156 2,486	13,885 729	14,11 22
Key Balance Sheet Data	(1,000)	10,277	2,400	127	22
	2 711	7.500	0.010	0.025	0.01
Property, Plant & Equipment	3,711	7,528	8,212	9,035	9,81
Other Non-Current Assets	1,595	10,939	11,035	11,094	11,30
Trade Receivables	1,367	3,957	5,877	6,921	7,95
Cash & Equivalents	88	1,672	1,130	1,331	1,53
Other Current Assets Total Assets	2,971	6,692	10,171	11,979	13,76
Long-Term Debt	9,732 461	30,789	36,425	40,359 15,216	44,37 15,64
Other Non-Current Liabilities	175	12,341 460	14,286 414	15,216 373	33
Short-Term Debt	NA	NA	NA	NA	33 N
Other Current Liabilities	2,856	7,695	10,965	12,799	14,62
Total Liabilities	3,492	20,496	25,665	28,388	30,60
Total Equity	6,240	10,293	10,760	11,971	13,76
Total Equity & Liabilities	9,732	30,789	36,425	40,359	44,37
<i>iQmethod</i> [™] - Bus Performance*	-7			,	,
	24 40/	0 40/	E 00/	7 70/	0.20
Return On Capital Employed	24.6%	8.4% 17.2%	5.0%	7.7% 12.7%	9.39
Return On Equity Operating Margin	32.5% 24.5%	17.2% 10.8%	6.3% 7.9%	12.7% 11.4%	15.99
Operating Margin EBITDA Margin	24.5% 27.1%	10.8%	7.9% 11.4%	14.7%	13.09 16.19
iQmethod [™] - Quality of Earnings*	27.170	13.270	11.470	14.770	10.17
	1 0	۸ ۲۰۰	0.7	1 2	1 2
Cash Realization Ratio	1.2x	0.5x	-0.7x	1.3x	1.3
Asset Replacement Ratio	6.8x	15.0x	2.2x	2.2x 17.0%	2.1
Tax Rate (Reported)	19.1% 6.0%	15.8% 103.7%	20.8% 122.3%	17.0% 116.0%	15.59 102.59
		1113 / 1/6	1// 1%	110 U%	107.5%
Net Debt-to-Equity Ratio Interest Cover	24.9x	4.7x	1.7x	2.7x	3.3

^{*} For full definitions of *iQmethod* SM measures, see page 9.

Company Description

Matrix is one of the world's largest pharmaceutical bulk drug makers with over 165 APIs in the market and 10 manufacturing facilities, six of which are FDA approved. Matrix is largely present in regulated markets like the US and EU and has several therapies like CNS and anti-AIDS. The US company, Mylan, owns 71.5% in Matrix.

Chart 1: Shareholding pattern



Source: BSE, ML Research

Stock Data

Price to Book Value 3.6x

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Chart 2: Matrix Relative Performance



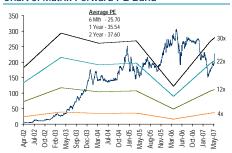
Source: Bloomberg

Table 1: Matrix Performance

	Absolute Returns	Relative to Sensex
1 Month	31.08%	27.92%
3 Month	10.73%	9.89%
6 Month	-11.92%	-16.80%
1 Year	-13.39%	-32.31%
YTD	10.60%	9.27%

Source: Bloomberg

Chart 3: Matrix Forward PE Band



Source: Bloomberg, Merrill Lynch Research

Recommendation lowered to Neutral

The Matrix stock has seen a sharp 31%+ run-up in the past month with most of the up-move occurring post last week's announcement of Mylan's (Matrix's parent) US\$6.7bn buyout of Merck KGaA. The stock has breached our PO and currently trades at 27x FY08E and 19x FY09E EPS, about 26% and 7% premium to sector averages on FY08E and FY09E EPS. Hence we downgrade to Neutral noting full valuations.

Benefits from Merck KGaA integration over the long term

Mylan's US\$6.7bn all cash buyout of Merck KGaA has resulted in the company becoming the world's third-largest global generics player, with combined revenues of US\$4.2bn and EBITDA of US\$1bn. In our view Matrix (71.5% owned by Mylan) will likely be a significant beneficiary of the deal, which we expect to reflect in FY10E EPS. In the interim, Matrix may need to undertake significant capacity expansion to cater to the additional demand.

- Mylan expects the Merck KGaA deal to deliver US\$250mn synergies p.a. from 2010 onwards, of which API is estimated to be a significant part and Matrix is expected to deliver the necessary cost advantage.
- According to Mylan, the cost benefits accrued by transferring volume production to Matrix should eventually help in retaining a respectable market share after end of exclusivity period in various commercial opportunities due to flexibility in pricing.
- Mylan plans to transfer part of the API business of Merck Generics (currently worth US\$250-300mn) to Matrix as well as derive benefits through insourcing of products currently manufactured by third parties.
- If we assume that Matrix were to receive an additional US\$100mn worth of API business from this deal, we estimate this would translate into additional ~US\$10mn profits, about Rs2.7 EPS impact (nearly 30% of FY08E EPS).

Valuations full; likely buyout catalyst but timing uncertain

Matrix is trading at 26.6x FY08E and 18.7x FY09E earnings. This is at 26% premium to the pharmaceutical sector average on FY08E earnings. On EV/EBITDA, Matrix is trading at 13% premium to the sector average on FY08E estimates.

In our view, the added importance of Matrix's API base for Mylan post acquisition of Merck KGaA makes it an attractive candidate for a complete buyout. Matrix currently trades at 22% discount to Mylan's earlier buyout price and a potential open offer in the near term for the balance 23.5% stake implies a buyout price around Rs275 (a premium of 15-17%, similar to the premium that Mylan offered during the previous buyback occasion). Note that the minimum open offer price is estimated to be Rs210 (average of last 26 weeks or last two weeks, whichever is higher).

Table 2: Matrix: Valuations comps with Indian/US/EU generic universe average

	P/E (P/E (x)		OA (x)	EV/Sales (x)			
	FY08E	FY09E	FY08E	FY09E	FY08E	FY09E		
Matrix	26.6	18.7	14.0	11.2	2.1	1.8		
Indian Pharma average	21.2	17.5	12.4	10.5	3.1	2.6		
US generic average	22.7	16.9	11.7	9.8	2.4	2.1		
Mylan	10.5	13.9	6.5	6.8	2.6	2.3		
Source: Merrill Lynch Research								



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Mylan deal benefits already factored in price

Our strong EPS growth estimate (FY07-09E) is driven by 18% revenue CAGR and 4% increase in EBITDA margin (to 16%). Key drivers are expected to include:

- Start of product sourcing by Mylan for about 12-15 products from FY08E onwards (about 20% of FY09E API revenues; about US\$25mn revenues)
- Impact of generic Norvasc API supply to Mylan during the exclusivity period (40% of FY08E EPS)
- 3. Strong 30%+ growth momentum in most mainline businesses like ARVs, custom manufacturing and APIs.
- 4. Significant margin bounce-back (to16% from current 12%) over the next two years driven largely by drop in R&D spend (from 6.3% in FY07E to 3.5% of sales in FY09E) due to part sharing of R&D costs by Mylan. We model a marginal gross margin increase in generics due to new launches/contracts.



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Revenue Break-up

Table 3: Revenue Split & EBITDA Margin Build-up	over next	three ve	ars		
Year to Mar (Rs mn)	FY05	FY06	FY07E	FY08E	FY09E
Citalopram	1331	452	556	462	430
% of revenues	21	4	4	2	2
Anti retrovirals (ARVs)	1767	2803	3561	4701	6064
% of revenues	28	24	23	25	28
Finished dosage formulations	0	2524	3559	3737	4110
% of revenues	0	22	23	20	19
Medical Services	0	1622	2280	2166	2058
% of revenues	0	14	15	11	9
Custom manufacturing	1066	900	990	1287	1737
% of revenues	17	8	6	7	8
Other APIs	2204	3286	4708	<i>5528</i>	7413
% of revenues	<i>35</i>	28	30	29	34
Generic Norvasc (180-day supply)				1100	0
% of revenues				6	
Total revenues	6368	11586	15654	18981	21812
Business-wise Gross margin & EBITDA margin (%)					
Year to Mar (Rs mn)	FY05	FY06	FY07E	FY08E	FY09E
Citalopram	665	181	223	185	172
% gross margin	50	40	40	40	40
Anti-retrovirals	530	701	890	1175	1637
% gross margin	30	<i>25</i>	25	25	27

Finished dosage formulations % gross margin Medical Services % gross margin Custom manufacturing % gross margin Other APIs % gross margin Generic Norvasc (180-day supply) % of revenues Overall Gross profit % gross margin Other operating income R&D, SG&A & other expenses % of sales Overall EBITDA % EBITDA

Source: Merrill Lynch Research estimates

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Financials

Table 4: Matrix Labs: Revenue Split

FY05	FY06	FY07E	FY08E	FY09E
1331	452	556	462	430
21	4	4	2	2
1767	2803	3561	4701	6064
28	24	23	25	28
0	2524	3559	3737	4110
0	22	23	20	19
0	1622	2280	2166	2058
0	14	15	11	9
1066	900	990	1287	1737
17	8	6	7	8
2204	3286	4708	5528	7413
35	28	30	29	34
			1100	0
			6	
6368	11586	15654	18981	21812
20	82	.35	21	15
20	02	33	21	15
20	02	33	21	15
21	4	4	2	2
21 28	4 24	4 23	2 25	2 28
21 28 0	4 24 22	4 23 23	2 25 20	2 28 19
21 28 0	4 24 22 14	4 23 23 15	2 25 20 11	2 28 19 9
21 28 0 0	4 24 22 14 8	4 23 23 15 6	2 25 20 11 7	2 28 19 9
21 28 0 0 17 35	4 24 22 14 8 28	4 23 23 15 6 30	2 25 20 11 7 35	2 28 19 9 8 34
21 28 0 0	4 24 22 14 8	4 23 23 15 6	2 25 20 11 7	2 28 19 9
21 28 0 0 17 35	4 24 22 14 8 28	4 23 23 15 6 30	2 25 20 11 7 35	2 28 19 9 8 34
21 28 0 0 17 35 100	4 24 22 14 8 28 100	4 23 23 15 6 30 100 23	2 25 20 11 7 35 100	2 28 19 9 8 34 100
21 28 0 0 17 35	4 24 22 14 8 28	4 23 23 15 6 30 100	2 25 20 11 7 35 100	2 28 19 9 8 34 100
21 28 0 0 17 35 100	4 24 22 14 8 28 100	4 23 23 15 6 30 100	2 25 20 11 7 35 100	2 28 19 9 8 34 100
21 28 0 0 17 35 100	4 24 22 14 8 28 100	4 23 23 15 6 30 100 23 27 41 41	2 25 20 11 7 35 100 -17 32 5 -5	2 28 19 9 8 34 100 -7 29 10 -5
21 28 0 0 17 35 100	4 24 22 14 8 28 100 -66 59	4 23 23 15 6 30 100 23 27 41 41 10	2 25 20 11 7 35 100 -17 32 5 -5 30	2 28 19 9 8 34 100 -7 29 10 -5 35
21 28 0 0 17 35 100	4 24 22 14 8 28 100	4 23 23 15 6 30 100 23 27 41 41	2 25 20 11 7 35 100 -17 32 5 -5	2 28 19 9 8 34 100 -7 29 10 -5
	1331 21 1767 28 0 0 0 0 1066 17 2204 35	1331 452 21 4 1767 2803 28 24 0 2524 0 22 0 1622 0 14 1066 900 17 8 2204 3286 35 28	1331 452 556 21 4 4 1767 2803 3561 28 24 23 0 2524 3559 0 22 23 0 1622 2280 0 14 15 1066 900 990 17 8 6 2204 3286 4708 35 28 30 6368 11586 15654	1331 452 556 462 21 4 4 2 1767 2803 3561 4701 28 24 23 25 0 2524 3559 3737 0 22 23 20 0 1622 2280 2166 0 14 15 11 1066 900 990 1287 17 8 6 7 2204 3286 4708 5528 35 28 30 29 1100 6 6368 11586 15654 18981

Source: Company Reports, Merrill Lynch estimates

Table 5: Profit model

Table 3. I Tolle model					
Year End Mar (Rs mn)	FY05	FY06*	FY07E	FY08E	FY09E
Net sales	6,368	11,586	15,654	18,981	21,812
Other operating income	46	273	275	275	275
Net operating revenue	6,413	11,859	15,930	19,256	22,087
Expenditure					
Cost of raw materials	3,163	6,777	9,236	11,009	12,651
Manufacturing Expenses	513	762	952	1,190	1,250
Staff costs	370	1,210	1,513	1,740	1,827
R & D Expenses	159	394	1,004	770	839
Other expenses	468	1,148	1,409	1,708	1,963
Total expenditure	4,673	10,291	14,114	16,418	18,530
EBITDA	1,740	1,568	1,816	2,838	3,557
Finance cost	63	269	732	811	849
Non-operating income	110	249	286	300	315
EBDT	1,787	1,548	1,369	2,327	3,024
Depreciation	177	313	580	677	715
Pretax profits before					
extraordinary items	1,610	1,234	790	1,650	2,309
Extraordinary income	-	1,148	-	-	-
Pretax profits	1,610	2,382	790	1,650	2,309
Tax	307	376	164	281	359
Profit after Tax (Reported)	1,303	2,006	626	1,369	1,950
Adjusted Net Profit	1,303	1,376	626	1,369	1,950
Key parameters	4 40 7	450 /	450 (450 (450 (
Fully-diluted shares (mn) - Rs2 FV	149.7	153.6	153.6	153.6	153.6
Dividends	179.7	184.4	184.4	184.4	184.4
DPS (Rs)	1.2	1.2	1.2	1.2	1.2
EPS (Rs) Diluted	8.7	9.0	4.1	8.9	12.7
CEPS (Rs) Diluted	9.9	11.0	7.8	13.3	17.4
Margins (%) Operating profit margin (an gross					
Operating profit margin (on gross sales)	25.9	13.2	11.3	14.6	15.9
,	23.9	13.2	11.3	14.0	13.9
Operating profit margin (on net	27.1	12.2	11 /	117	16.1
Sales)	27.1 50.7	13.2 42.9	11.4 42.0	14.7 42.8	42.7
Gross profit margin	20.3	11.6	3.9	7.1	8.8
Net profit margin Growth (%)	20.3	11.0	3.9	7.1	0.0
Gross sales	21	85	34	21	15
Net sales	84	227	25	15	5
Operating profit	4	-10	25 16	56	25
Gross profit	8	-10 58	33	23	16
•	5	58	-55	119	42
Net profit	5	0	-35	119	42

^{*} All figures from FY06 onwards are consolidated to reflect impact of DocPharma acquisition and hence are not comparable with FY05. FY06E figures include 9 month impact of DocPharma which FY07E and FY08E reflect full year impact of DocPharma; Source: Company reports, Merrill Lynch estimates

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Table 6: Balance sheet

Table 0. Dalarice Street									
Year End Mar (Rs mn)	FY05	FY06*	FY07E	FY08E	FY09E				
Inventories	1710	4339	6555	7720	8871				
Sundry debtors	1367	3957	5877	6921	7953				
Cash/bank balance	88	1672	1130	1331	1530				
Other current assets	0	0	0	0	0				
Loans/advances	1261	2354	3616	4259	4894				
Current assets, loans/advances	4426	12321	17178	20230	23248				
Goodwill on consol. (DocPharma									
acqn)	0	10485	10485	10485	10485				
Investments	1595	454	550	609	819				
Gross block	4323	8168	9668	11168	12668				
Less: Acc. dep.	999	1877	2456	3133	3848				
Net block	3324	6291	7212	8035	8819				
Capital – WIP	388	1237	1000	1000	1000				
Fixed Assets	3711	7528	8212	9035	9819				
Total assets	9732	30789	36425	40359	44372				
Current liabilities/provisions	2856	7695	10965	12799	14629				
Loan Funds	461	12341	14286	15216	15642				
Total Liabilities	3317	20036	25251	28015	30271				
Equity	299	307	307	307	307				
Reserves/surplus	6116	10446	10867	12037	13793				
Total Shareholders' funds	6415	10753	11174	12344	14101				
Miscellaneous expenditure	0	0	0	0	0				
Total Capital	9732	30789	36425	40359	44372				
* All flowers for FVO									

^{*} All figures from FY06 onwards are consolidated to reflect impact of DocPharma acquisition and hence are not comparable with FY05. FY06E figures include 9 month impact of DocPharma which FY07E and FY08E reflect full year impact of DocPharma; Source: Company reports, Merrill Lynch estimates

Table 7: Cash flow Statement

Table 7. Cash now Statemen	III				
Year end Mar (Rs mn)	FY05	FY06*	FY07E	FY08E	FY09E
Operating					
Operating profits (a)	1,740.2	1,567.6	1,815.6	2,838.2	3,557.0
Working capital (b)	(86.7)	(1,472.5)	(2,128.2)	(1,017.6)	(989.7)
Other operating	(115.8)	613.7	(105.4)	(97.9)	(90.7)
Total operating	1,537.7	708.8	(418.0)	1,722.8	2,476.6
Investing					
Capex (c)	(1,202.9)	(4,694.8)	(1,262.9)	(1,500.0)	(1,500.0)
Goodwill/Investment in DocPharma	0.0	(10,484.9)	0.0	0.0	0.0
Other investing	(1,564.0)	1,140.5	(95.6)	(58.7)	(209.9)
Total investing	(2,766.9)	(14,039.2)	(1,358.5)	(1,558.7)	(1,709.9)
Financing					
Dividends paid (d)	(179.7)	(184.4)	(184.4)	(184.4)	(184.4)
Share capital	172.2	7.8	0.0	0.0	0.0
Premium/reserves	3,288.5	2,288.9	0.0	0.0	0.0
Borrowings	(1,614.4)	11,880.5	1,944.6	930.0	426.5
Other income	109.7	248.8	286.1	300.4	315.4
Net extraordinary income	0.0	1,147.6	0.0	0.0	0.0
Finance cost	(62.8)	(268.8)	(732.2)	(811.3)	(848.6)
Tax paid (e)	(432.8)	(206.1)	(79.0)	(198.0)	(277.0)
Total financing	1,280.8	14,914.2	1,235.1	36.7	(568.1)
Net change in cash	51.6	1,583.8	(541.4)	200.8	198.5
Net cash at beginning	36.0	87.6	1,671.5	1,130.1	1,331.0
Net cash at end	87.6	1,671.5	1,130.1	1,331.0	1,529.5
Gross cash flow (a+e)	1,307.4	1,361.6	1,736.7	2,640.2	3,279.9
Free cash flow (a+b+c+e)	17.7	(4,805.7)	(1,654.4)	122.6	790.3
Disc. cash flow (a+b+c+d+e)	(161.9)	(4,990.1)	(1,838.8)	(61.7)	605.9

^{*} All figures from FY06 onwards are consolidated to reflect impact of DocPharma acquisition and hence are not comparable with FY05. FY06E figures include 9 month impact of DocPharma which FY07E and FY08E reflect full year impact of DocPharma; Source: Company reports, Merrill Lynch estimates

Table 8: Valuation summary

Year End Mar (Rs mn)	FY05	FY06	FY07E	FY08E	FY09E
ROE DUPONT ANALYSIS					
Net Profit	1,303	1,376	626	1,369	1,950
Average Equity	4,011	8,011	10,002	10,815	12,290
Return on Equity (%)	32.5%	17.2%	6.3%	12.7%	15.9%
Dupont Analysis					
EBIT margin (EBIT/sales) (%)	26.1	22.4	9.6	12.8	14.3
Asset t/o (sales/assets) (x)	1.2	8.0	0.7	0.7	0.8
Fin.I leverage (assets/equity) (x)	1.3	1.8	2.4	2.4	2.3
Int. burden (pretax/EBIT) (x)	1.0	0.9	0.5	0.7	0.7
Tax burden (net/pretax) (%)	0.8	0.6	0.8	0.8	0.8
Return on equity (%)	32.5%	17.2%	6.3%	12.7%	15.9%
Ratios					
ROE (%)	32.5	17.2	6.3	12.7	15.9
ROCE (%)	25.3	7.8	7.9	10.7	12.0
Working Capital (days)	89.3	142.4	142.4	140.9	142.4
Valuation parameters					
EPS (Rs) YE	8.7	9.0	4.1	8.9	12.7
CEPS (Rs) YE	9.9	11.0	7.8	13.3	17.4
Growth (%)					
Net revenues	21.0	84.9	34.3	20.9	14.7
EPS	(11.1)	2.9	(54.5)	118.7	42.5
Valuation metrics					
Price (Rs)	237	237	237	237	237
Fully-dil. shares (mn)-Rs 2 FV	149.7	153.6	153.6	153.6	153.6
P/E	27.2	26.4	58.1	26.6	18.7
EV/EBITDA	19.7	23.3	21.5	14.0	11.2
EV/Sales	5.3	3.1	2.5	2.1	1.8

Source: Company Reports, Merrill Lynch estimates



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Analyst Certification

I, Visalakshi Chandramouli, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

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Interest Expense

iQmethod[™] Measures Definitions

Business Performance Numerator Denominator

Return On Capital Employed NOPAT = (EBIT + Interest Income) * (1 - Tax Rate) + Goodwill Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill

Amortization Amortization
Net Income Shareholders' Equity

 Operating Margin
 Operating Profit
 Sales

 Earnings Growth
 Expected 5-Year CAGR From Latest Actual
 N/A

 Free Cash Flow
 Cash Flow From Operations – Total Capex
 N/A

Quality of Earnings

Return On Equity

 Cash Realization Ratio
 Cash Flow From Operations
 Net Income

 Asset Replacement Ratio
 Capex
 Depreciation

 Tax Rate
 Tax Charge
 Pre-Tax Income

 Net Debt-To-Equity Ratio
 Net Debt = Total Debt, Less Cash & Equivalents
 Total Equity

Interest Cover EBIT

Valuation Toolkit

Price / Earnings RatioCurrent Share PriceDiluted Earnings Per Share (Basis As Specified)Price / Book ValueCurrent Share PriceShareholders' Equity / Current Basic Shares

Dividend Yield Annualised Declared Cash Dividend Current Share Price

Free Cash Flow Yield Cash Flow From Operations – Total Capex Market Cap. = Current Share Price * Current Basic Shares

Enterprise Value / Sales EV = Current Share Price * Current Shares + Minority Equity + Net Debt + Sales

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

iQmethod st is the set of Merrill Lynch standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

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MXLBF Price Chart



B: Buy, N: Neutral, S: Sell, PO: Price objective, NA: No longer valid

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark Grey shading indicates the security is restricted with the opinion suspended. Light Grey shading indicates the security is under review with the opinion withdrawn. Chart current as of April 30, 2007 or such later date as indicated.

Investment Rating Distribution: Health Care Group (as of 31 Mar 2007)

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Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	97	46.86%	Buy	25	27.78%
Neutral	100	48.31%	Neutral	32	34.41%
Sell	10	4.83%	Sell	3	33.33%
Investment Rating Distribution: 0	Global Group (as of 31 I	Mar 2007)			
Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	1562	45.16%	Buy	415	30.09%
Neutral	1615	46.69%	Neutral	446	30.65%
Sell	282	8.15%	Sell	49	19.76%

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