

Monday, October 09, 2006 | 12 pages

# **India Investment Daily**



## Strategy, Economics and Quantitative Analysis

Economics - 2006 Monsoons

## Companies

Ranbaxy (RANB.BO) Ashok Leyland (ASOK.BO)

#### Also Noteworthy Today

Fun With Flows

September '06 Quarterly Results Expectations

		осроон	OCP COL	
Company	Date	PAT (Rsm)	PAT (Rsm)	% y/y
Infosys	11-0ct	6,060	8,014	32%
ICICI Bank	13-0ct	5,805	6,767	17%
HTI Donk	12 Oot	1 000	1 220	220/

## **Top Calls**

# India Economics—2006 Monsoons End on a Mixed Note — Quantum: Normal; Distribution and Timeliness; Poor But Not Damaging

The 2006 monsoon season (June-Sept) ended with rainfall at 99% of the Long Period Average (LPA- of 89cm). While this is above the 92% forecasted by the Indian Meteorological Department (IMD), rainfall has been disappointing both in terms of distribution and timeliness. **Rohini Malkani**, +91-22-6631-9876

## Ranbaxy (Buy)—Raising Target Price; Maintain Buy

We raise our target price to Rs505/share (up 26%), as we move to EV/Sales as our valuation methodology for the stock. We believe that Ranbaxy's costs are still skewed towards the higher side, relative to its global peers and it has sufficient room to reduce them further. In the interim, we believe that revenues provide a better reflection of the value in the business. **Prashant Nair**, +91-22-6631-9855

## Ashok Leyland (Sell)—Sales for September: Strong Growth Continues

Driven by sales of MHCV goods vehicles (+68% yoy), overall volumes grew 39% yoy. However, in line with the current YTD trend, bus sales declined 17.2% yoy. Jamshed Dadabhoy, +91 22 6631 9883

Key Market Dat	ta		
Markets & Currency			
SSE Sensex	12,373	1 Day -0.13	31.7
BSE 100	6.324	0.12	27.7
S&P CNX Nifty	3,570	0.13	25.8
BSE 500	4,759	0.21	25.4
ts/US\$	45.58	0.16	-1.2
nstitutional Activity	10:	1 5 mm	* //PP
US\$ Mils.) THs	4-Oct	MTD	YTD
Purchase	360.4	676.2	75,993.0
Sale	452.1	832.4	70,836.4
Net	(91.7)	(156.1)	5,156.6
ocal MFs			
urchase	96.4	167.3	22,054.0
Sale	125.2	191.9	19,076.6
Vet	(28.7)	(24.6)	2,977.4
Fotal - Net	(120.5)	(180.7)	8,134.0

See page Appendix A-1 for Analyst Certification and important disclosures.

Citigroup Research is a division of Citigroup Global Markets Inc. (the "Firm"), which does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the Firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. Non-US research analysts who have prepared this report, and who may be associated persons of the member or member organization, are not registered/qualified as research analysts with the NYSE and/or NASD, but instead have satisfied the registration/qualification requirements or other research-related standards of a non-US jurisdiction.

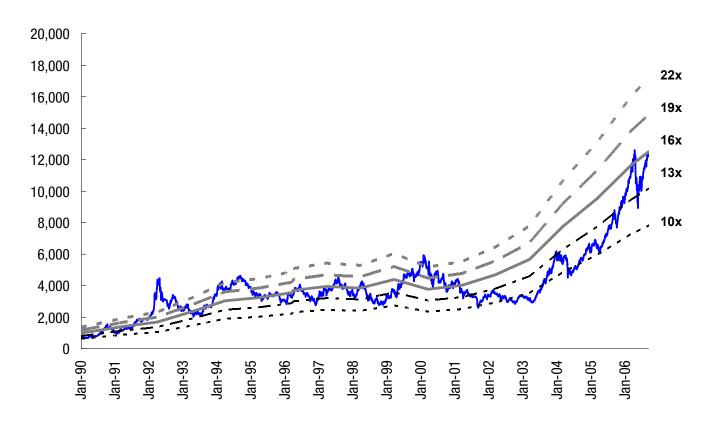
<sup>&</sup>lt;sup>1</sup>Citigroup Global Markets Asia Ltd. \*US investors please do not contact this analyst.

## India Team

	Sector Coverage	Telephone	E-Mail Address
Ratnesh Kumar <sup>1</sup>	Country Head/Strategy	9122-6631-9888	ratnesh.kumar@citigroup.com
Aditya Narain, CFA <sup>1</sup>	Banking & Financial Services	9122-6631-9879	aditya.narain@citigroup.com
Ashish Jagnani <sup>1</sup>	Textiles, Hotels	9122-6631-9861	ashish.jagnani@citigroup.com
Hitesh Shah**	IT Services, Technology	9122-6631-9872	hitesh.b.shah@citigroup.com
Jamshed Dadabhoy <sup>1</sup>	Autos & Auto Parts, Transportation	9122-6631-9883	jamshed.dadabhoy@citigroup.com
Pradeep Mahtani <sup>1 **</sup>	Metals & Cement	9122-6631-9882	pradeep.mahtani@citigroup.com
Pradeep Mirchandani, CFA <sup>1</sup>	Oil & Gas, Chemicals	9122-6631-9877	pradeep.mirchandani@citigroup.com
Prashant Nair, CFA <sup>1</sup>	Healthcare, Pharmaceuticals	9122-6631-9855	prashant.nair@citigroup.com
Princy Singh <sup>1</sup>	Consumer, Retailing, Media, Sugar	9122-6631-9871	princy.singh@citigroup.com
Rahul Singh <sup>1</sup>	Oil & Gas, Chemicals, Telecom	9122-6631-9863	rahul.r.singh@citigroup.com
Rohini Malkani <sup>2</sup>	Economics	9122-6631-9876	rohini.malkani@citigroup.com
Surendra Goyal, CFA <sup>1 **</sup>	IT Services, Technology	9122-6631-9870	surendra.goyal@citigroup.com
Venkatesh Balasubramaniam <sup>1</sup>	Power, Capital Goods, Construction	9122-6631-9864	venkatesh.balasubramaniam@citigroup.com

<sup>&</sup>lt;sup>1</sup> Citigroup Global Markets India Private Limited; <sup>2</sup>CGM India Ltd; \*\*US investors please contact Ratnesh Kumar

## BSE- Sensex 12-Month Forward PE Band Chart



Source: Bloomberg, Citigroup Investment Research estimates

# **Also Noteworthy Today**

## Fun With Flows—Inflows to Asian Equity Funds Weakened

Inflows to Asian country and regional funds continued for the third week. However, at US\$84m, inflow was just one-fourth of the total coming in the week before. China and India country funds remained major beneficiaries of the inflows, while Thailand, Indonesia and Philippines funds saw the return of new money. On the other hand, outflows from Malaysia funds have continued and widened to a three-month high. Elaine Chu, +852-2501-2768

## **Industry**

- **Economy** Government to take reforms ahead in financial sectors like debt markets, pension and insurance. (BS)
- **Realty** FIIs may get approval to invest in realty firms, pre IPO stage. RBI to review its stand, investment to conform with stringent FDI guidelines. (ET)
- Telecom Bids for BSNL's mega GSM tender likely to open today (BS). Finance Ministry reportedly opposed to 3G pricing as recommended by TRAI. (FE)

## **Company News**

- Reliance Energy Defers tariff hike; will approach MERC to review tariff increase order. (ET)
- Reliance Industries To build largest port in India with investment of Rs30bn. (FE)
- SAIL- POSCO and SAIL form SPV to develop Paradip Haridaspur railway line in Orissa. (BS)
- **Vedanta** Signs MOU with Chattisgarh Govt. and SEB for setting up Rs 50bn thermal power plant in the state. (BS)
- ONGC ONGC Mittal Energy ltd wins oil block in Nigeria. (FE)

## Fresh Money Ideas

Fresh Money Ideas is an actively managed list of high-conviction Buy and Sell calls by our Asia equity research analysts. The list is highly focused, with a maximum of 10 stocks, and changes are considerably more frequent than for a model portfolio.

	Bloomberg		Price Target	t etr		Prospective		
	Code	Rating	6-0ct	Price	(%)	P/E	P/BV	EPS Growth
BUYS								
Dongfeng Group	489 HK	1M	HK\$3.33	HK\$3.95	19.7	10.2	1.8	,
Expect premium valution or	n above-average defensiv	eness and attra	ctive growth prosp	ects			Charles Cheur	ng / +852-2501-2
Fongs Industries	641 HK	1L	HK\$6.35	HK\$7.20	17.5	10.6	3.1	;
Forecast 40% earning grow	yth for F2007 and net cas	h position to rei	main				Clement Wor	ng / +852-2501-2
AAC Acoustic	2018 HK	1M	HK\$8.75	HK\$11.00	25.7	13.3	3.7	;
Rapidly gaining market sha	are in the fast-growing glo	obal handset ac	coustic component	market			Michael Mer	ng / +852-2501-2
Nagarjuna Constr	NJCC IN	1M	Rs174.70	Rs191.00	9.9	17	2.8	1
Diversified skill set and imp	oroving business mix show	uld caputure gr	owth opportunities				Deepal Delivala	/ +91-22-6631-9
SELLS								
Chinatrust FHC	2891 TT	3L	NT\$25.50	NT\$26.00	3.4	12.2	1.6	42
With recent rally, expected in	ROE improvement appear	s priced in					Bradford Ti	/ +886-2-8725-1
Realtek Semicon	2379 TT	3M	NT\$42.55	NT\$39.05	-4.7	13	1.8	
Most near-term good news	appears to already be ref	lected					Andrew Lu	/ +886-2-8725-1
China Shenhua	1088 HK	3L	HK\$12.04	HK\$10.40	-10.8	10.4	2.5	
Valuation looks expensive v	s. peers; too early to fored	cast acquisition	upside				Pitzi Lau, Cl	FA / +852-2501-2
Hotel Leela	LELA IN	3M	Rs65.85	Rs54.00	-17.4	19.1	2	
Stretched valuations don't	leave much margin for en	ror from potenti	al execution delays	3			Ashish Jagnani	/ +91-22-6631-9

Additions: None; Deletions: None

dataCentral is Citigroup Investment Research's proprietary database that includes Citigroup Investment Research estimates, data from company reports, and feeds from Reuters and Datastream.



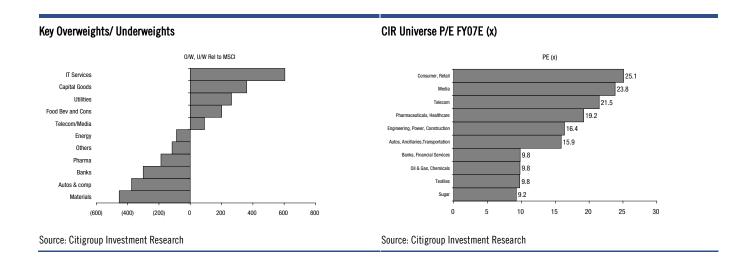
<sup>1 =</sup> Buy; 2 = Hold; 3 = Sell; L = Low Risk, M = Medium Risk, S = Speculative Risk

ETR = Estimated Total Return (Expected share price return + expected dividend yield)

# India Model Portfolio (Ratnesh Kumar, 9122-6631-9888)

									2006E		
		YTD							EPS		
		Performance	RIC	<b>Analys</b> t's	MSCI	Portfolio 0		PE	Growth	PB	ROE
	(Rs)	(%)	Code	Rating	Weight (%)	Weight (%)	to MSCI (bps)	(x)	(%)	(x)	(%)
Automobiles and Components					8.8	5.0	-375				
Tata Motors	893.7	36.9	TAMO.BO	1L		5.0		20.9	23.7	5.3	28.0
Banks & Diversified Financials					17.0	14.0	-300				
HDFC Bank	934.2		HDBK.BO	2L		4.0		26.6	35.1	4.8	19.7
ICICI Bank	702.8	20.2	ICBK.BO	1L		5.0		21.4	18.1	2.6	13.1
HDFC	1,431.7	18.8	HDFC.BO			5.0		-	-	-	-
Capital Goods					6.4	10.0	360				
BHEL	2,324.9		BHEL.BO	1L		5.0		26.0	45.8	6.4	27.7
L&T	1,266.6	37.4	LART.B0	1L		5.0		30.6	33.5	7.7	27.3
Energy					16.9	16.0	-88				
Reliance Industries	1,163.1	72.6	RELI.BO	2L		13.0		16.8	10.9	4.7	29.1
ONGC	1,143.1	(2.7)	ONGC.BO	1M		3.0		9.0	12.5	2.5	30.5
Food Beverage and Tobacco,					9.0	11.0	201				
Household & Personal Products											
Asian Paints	676.9	17.2	ASPN.BO	1L		4.0		25.5	38.7	9.2	38.6
Hindustan Lever	245.3	24.4	HLL.B0	1L		7.0		32.1	19.4	23.7	73.3
Materials					7.5	3.0	-454				
Grasim	2,520.9	81.2	GRAS.BO	NR		3.0		-	-	-	-
Pharmaceuticals, Biotechnology,					4.9	3.0	-187				
Agrochem											
United Phosphorus	245.1	2.1	UNPO.BO	1L		3.0		16.3	37.4	3.2	21.8
Software & Services					21.0	27.0	605				
TCS	993.1	16.7	TCS.B0	1L		6.0		27.2	32.1	12.0	53.8
Wipro	513.7	10.8	WIPR.B0	1L		6.0		29.5	29.7	8.0	29.8
Infosys	1,872.0	24.9	INFY.BO	1L		15.0		32.6	38.4	11.3	40.3
Telecom Services/Media					5.1	6.0	91				
Bharti Tele	460.2	33.1	BRTI.BO	1M		6.0		27.2	53.4	8.2	34.6
Utilities					2.4	5.0	264				
NTPC	130.7	16.5	NTPC.BO	1L		3.0		16.3	16.4	2.2	14.4
GAIL	259.3	(2.5)	GAIL.BO	1L		2.0		9.2	2.6	2.0	23.2
Others*					1.2	-	-116				
Cash						-	0				
Total					100.0	100.0	0	30.6	27.3	7.2	25.0

Source: Citigroup Investment Research estimates. \*Others — Hotels, tech hardware, transportation. Note: This table provides a guideline for the types of stocks that would fit our investment strategy. A number of the stocks listed are not rated [NR]. They are shown for illustration purposes as the types of companies in their respective sector that would follow a broad-based thematic approach. CIR does not cover these stocks and has no investment opinion or recommendation for them.



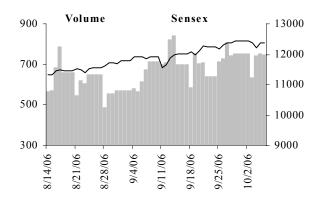
Market Snapshot							
Performance (%)	1-Day	1-Week	1-Mth	3-Mth	6-Mth	12-Mth	YTD
Absolute							
BSE Sensex	(0.1)	(0.7)	3.7	14.9	6.8	45.1	31.7
CIR India Index	0.3	(0.2)	1.3	11.0	(1.0)	28.0	17.7
Aluminum	1.1	1.9	(0.9)	(1.0)	(18.9)	21.2	9.4
Auto	0.2	2.7	6.0	11.2	(0.1)	53.9	31.0
Banks	(0.5)	(8.0)	10.5	28.9	10.6	22.6	19.3
Capital Goods	0.5	(1.6)	1.4	18.8	(3.3)	80.6	55.0
Cement	0.3	(0.2)	5.3	23.3	12.7	99.7	86.2
Consumer	(1.2)	(2.4)	1.4	0.6	(12.1)	26.6	13.0
Hotels	2.1	0.9	4.8	19.8	3.5	72.0	37.7
IT Services	(0.2)	0.1	0.1	12.6	3.3	31.4	13.8
Media	0.6	(3.7)	0.9	12.9	17.7	61.2	87.3
Oil & Gas	1.2	0.2	(2.6)	9.4	(10.1)	8.2	(2.7)
Petrochemical	0.7	(0.6)	2.2	7.9	38.6	46.1	30.7
Pharmaceutical	(0.4)	(1.8)	(1.1)	9.1	(14.7)	13.4	14.4
Power	0.0	(3.3)	0.3	8.5	(14.0)	2.8	2.0
Steel	0.7	2.6	7.5	(1.7)	0.3	30.9	46.7
Telecom Equipment	(1.3)	1.6	4.9	29.2	4.4	11.9	7.8
Telecom	1.4	(0.2)	6.3	20.5	6.1	32.4	28.3
Relative to BSE-30 Sensex							
CIR India Index	0.5	0.4	(2.4)	(3.9)	(7.8)	(17.1)	(13.9)
Aluminum	1.2	2.6	(4.6)	(15.9)	(25.6)	(23.9)	(22.3)
Auto	0.4	3.3	2.4	(3.7)	(6.9)	8.9	(0.7)
Banks	(0.3)	(0.1)	6.8	14.0	3.8	(22.5)	(12.4)
Capital Goods	0.7	(0.9)	(2.2)	3.9	(10.1)	35.5	23.4
Cement	0.4	0.5	1.6	8.4	6.0	54.6	54.6
Consumer	(1.1)	(1.7)	(2.3)	(14.3)	(18.9)	(18.4)	(18.6)
Hotels	2.2	1.6	1.1	4.9	(3.3)	26.9	6.0
IT Services	(0.0)	8.0	(3.6)	(2.3)	(3.4)	(13.7)	(17.8)
Media	0.7	(3.0)	(2.8)	(2.0)	10.9	16.2	55.6
Oil & Gas	1.3	0.9	(6.3)	(5.5)	(16.9)	(36.8)	(34.4)
Petrochemical	0.9	0.0	(1.5)	(7.0)	31.8	1.0	(0.9)
Pharmaceutical	(0.3)	(1.1)	(4.8)	(5.8)	(21.5)	(31.7)	(17.3)
Power	0.2	(2.6)	(3.4)	(6.4)	(20.8)	(42.3)	(29.6)
Steel	8.0	3.3	3.8	(16.6)	(6.4)	(14.2)	15.1
Telecom Equipment	(1.2)	2.2	1.2	14.3	(2.4)	(33.2)	(23.9)
Telecom	1.6	0.4	2.7	5.6	(0.7)	(12.7)	(3.4)

Mkt Volume		(Rs Mils.)
BSE		37,240
NSE		66,050
Top Volume*		(Rs Mils.)
STEEL AUTHOR		386.8
VIDESH SANCH		1921.1
Mahanag Tele		489.8
DENA BANK		103.9
MIRC ELECTRO		67.9
HPCL D-LINK INDIA		669.8 210.3
D-LINK INDIA HINDALCO IN		343.3
REL COM LTD		569.3
ASHOK LEYLND		78.7
Top Gainers*	Close (Rs)	Chg (-%)
_	` '	٠, ,
VIDESH SANCH JSW SL	432 308	9.3 7.3
JSW SL ALOK INDUSTR	306 73	7.3 6.7
MIRC ELECTRO	73 29	6.3
CHAMBAL FERT	38	5.9
GUJ NARMADA	112	5.9
EIH LIMITED	107	4.8
ARVIND MILLS LTD.	71	4.8
BPCL	394	4.7
HPCL	305	4.7
Top Losers*	Close (Rs)	Chg (- %)
STERL BIOTEC	135	4.4
D-LINK INDIA	98	4.3
MOSER BAER	240	3.5
CMC LTD ADANI ENTER	552 142	3.2 3.1
ADANI ENTER HMT LTD	142 84	3.1
TVS MOTOR L	123	2.1
ALLAHABAD BK	88	2.0
ADI BIR NUVO	880	1.9
HINDUSTAN LEVER	245	1.9
*BSE-Group A		

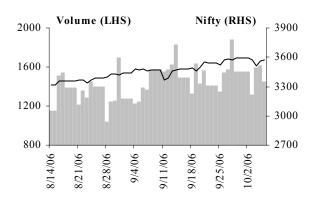
Source: The Economic Times, www.bseindia.com.

## BSE-30 - Performance & Volume (US\$ Mils.)

Source: Citigroup Investment Research estimates



# NIFTY - Performance & Volume (US\$ Mils.)



Source: Bloomberg, Citigroup Investment Research estimates

Source: Bloomberg, Citigroup Investment Research estimates



## INDIA

#### Rohini Malkani

+91-22-6631-9876 rohini.malkani@citigroup.com Mumbai

## Anushka Shah\*

Mumbai

\*US Investors please contact Rohini Malkani

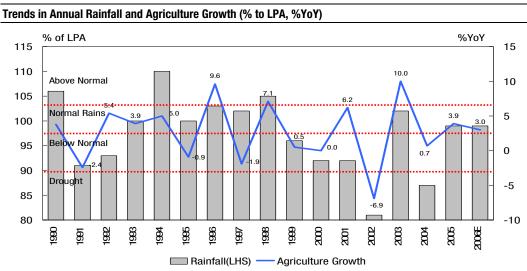
Note Released:

6-0ct-06

# **India Economics**

# 2006 Monsoons End on a Mixed Note — Quantum: Normal; Distribution and Timeliness; Poor But Not Damaging

- ➤ Monsoons normal but distribution and timeliness disappointed: The 2006 monsoon season (June-Sept) ended with rainfall at 99% of the Long Period Average (LPA- of 89cm). While this is above the 92% forecasted by the Indian Meteorological Department (IMD), rainfall has been disappointing both in terms of distribution and timeliness.
- ➤ **Distribution Uneven but not damaging:** While rainfall in central India was in excess (+16% of LPA), rainfall in the northeast experienced the most deficiency (-17% of LPA). Rainfall in the northwest and southern peninsula was below normal with deficiency limited to 6% of LPA. However, the key point to note is that rainfall-deficient regions are either well irrigated or non-agri regions. Thus, the skewed spatial distribution was not damaging (*please see table on page 5*).
- ➤ Timeliness Disappointing: The timeliness of monsoons was disappointing this year, with rainfall being 14% deficient during July the crucial month for sowing. Trends improved in August to 5% above normal, but the season ended in September with rainfall being 1% deficient. However, similar to poor distribution, concerns on timeliness might be minimized because deficient rains in July were in areas that are usually not rain fed or were where crops are not grown (please see chart on pg 3).
- ➤ We maintain our GDP growth forecast for FY07 of 8.3%: While the timeliness and distribution of rainfall has been poor, we maintain our 3% growth forecast for agriculture given that rainfall-deficient regions are well irrigated and the water level in the reservoirs is up 12%. This should help the winter crop and offset the possibility of an El-Niño effect. We maintain our 8.3% GDP estimate, which is led by industry and services (up 9.2% and 9.9% respectively).
- ➤ Sensitivity of agriculture to GDP: While our base case is that agriculture will register an increase of 3%, even in a worse-case scenario of flat agriculture growth, we calculate that GDP growth would come in at 7.7%. (please see page 4)



Source: IMD, CSO, Citigroup estimates



# Company In-Depth

6 October 2006 | 8 pages

# Ranbaxy (RANB.BO)

# Raising Target Price; Maintain Buy

- Maintain Buy with a revised target price of Rs505/share (up 26%), as we move to EV/Sales as our valuation methodology for the stock. We believe that Ranbaxy's costs are still skewed towards the higher side, relative to its global peers and it has sufficient room to reduce them further. In the interim, we believe that revenues provide a better reflection of the value in the business. Maintain Buy.
- Restructuring benefits Restructuring benefits are visible in 1QCY06 and 2QCY06 results; we expect these to sustain going forward. In our view, pricing pressures and tepid growth have forced management to focus on eliminating cost inefficiencies we expect benefits to sustain and hold Ranbaxy in good stead, as revenue growth recovers over the next two years.
- Global player Ranbaxy is one of the few geographically diversified plays among global generics companies. Aggressive inorganic initiatives have strengthened its presence in Europe and reduced dependence on the competitive US market. With product launches in the US also expected to pick up over the next two years, we expect a rebound in revenue growth after the sluggish trend in CY05
- Key Risk Inability or any delay in resolving the manufacturing issues at Paonta Sahib with the US FDA remains the key risk to the story. While pricing remains a challenge in the US market, we believe that it is not as bad as it was last year and is manageable if regular product launches can be sustained. We continue to believe that Ranbaxy would be able to resolve the issue by the end of CY06.
- Key catalysts a) resolution of plant issues with the FDA; b) strong earnings
  momentum off a low base; c) any further acquisition

Rating change □

Target price change ☑

Estimate change □

US\$3.456M

Buy/Medium Risk	1M
Price (06 Oct 06)	Rs422.75
Target price	Rs505.00
from Rs402.00	
Expected share price return	19.5%
Expected dividend yield	1.2%
Expected total return	20.6%
Market Cap	Rs157,540M

# Price Performance (RIC: RANB.BO, BB: RBXY IN) INR 500 450 400 350 300 31 Dec Mar Jun Sep

## See page 6 for Analyst Certification and important disclosures.

Figure 1. Statistical Abstract							
Year to	Net Profit	EPS	EPS Growth	P/E	RoAE		
31-Dec	(Rs Mils.)	(Rs)	(%)	(x)	(%)		
2003	7,594	20.5	17.3	19.8	38.6		
2004	6,986	18.8	-8.2	21.6	29.9		
2005E	2,617	7.0	-62.6	57.7	10.6		
2006E	6,094	15.3	117.0	26.6	23.0		
2007E	8,033	20.1	31.8	20.2	25.9		
2008E	9,854	24.7	22.7	16.4	26.6		

Source: Company Reports and Citigroup Investment Research

Prashant Nair, CFA<sup>1</sup> +91-22-6631-9855 prashant.nair@citigroup.com Chirag Dagli<sup>1</sup> chirag.dagli@citigroup.com

Citigroup Research is a division of Citigroup Global Markets Inc. (the "Firm"), which does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the Firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. Non-US research analysts who have prepared this report, and who may be associated persons of the member or member organization, are not registered/qualified as research analysts with the NYSE and/or NASD, but instead have satisfied the registration/qualification requirements or other research-related standards of a non-US jurisdiction.

<sup>&</sup>lt;sup>1</sup>Citigroup Global Market India Private Limited



# Company Flash

9 October 2006 | 5 pages

# Ashok Leyland (ASOK.BO)

# Sales for September: Strong Growth Continues

- Strong sales for September Driven by sales of MHCV goods vehicles (+68% yoy), overall volumes grew 39% yoy. In line with the current YTD trend, bus sales declined 17.2% yoy.
- Goods vehicles drive growth Strong macro economic factors and the Supreme Court ban on overloading continued to spur demand for heavy good vehicles. Domestic sales were strong (up 76%). We contend there might be some element of pre-emptive buying given that industry appears to be expecting a price increase (rival Tata Motors increased prices across its product line 1-2% last week).
- Bus sales declined Bus sales continued to disappoint (f-17.2% YoY,-19.9% YTD). However, we believe the growth rates will be stronger as the base effect of some large orders (executed over 2QFY06) tapers off.
- New products/plants The company recently launched the Comet 1611 a new 16-ton vehicle with the Hino built 'H' Series engines. During the month, it also signed an MoU to build a bus assembly unit in the UAE with an initial investment of US\$5m. The plant will have a capacity of 1,000 buses.
- Retain Sell/Low Risk rating We believe current valuations appear stretched despite near-term positives. Key upside risks to our forecasts are a sharper-than-expected growth in HCV volumes and a decline in interest rates, which would beneficially affect financing costs and could further spur volume growth.

Sell/Low Risk	3L
Price (06 Oct 06)	Rs49.15
Target price	Rs39.00
Expected share price return	-20.7%
Expected dividend yield	3.1%
Expected total return	-17.6%
Market Cap	Rs64,382M
	US\$1,412M

Figure 1. S	Sales for	September	2006
-------------	-----------	-----------	------

	Sep-06 Units	% chg YoY	% chg over Aug	FY07 YTD (Units)	% chg Yo\
MDV passenger	1,483	-17.2	7.4	5,952	-19.9
MDV goods	6,623	67.5	30.4	30,772	50.6
LCV	49	-62.9	122.7	185	-47.4
Total	8,155	38.8	25.8	36,909	30.8

Source: Company Reports, Citigroup Investment Research

Jamshed Dadabhoy<sup>1</sup>

+91-22-6631-9883 jamshed.dadabhoy@citigroup.com

Deepak Jain<sup>1</sup>

+91-22-6631-9852 deepak3.jain@citigroup.com

See page 3 for Analyst Certification and important disclosures.

Citigroup Research is a division of Citigroup Global Markets Inc. (the "Firm"), which does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the Firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. Non-US research analysts who have prepared this report, and who may be associated persons of the member or member organization, are not registered/qualified as research analysts with the NYSE and/or NASD, but instead have satisfied the registration/qualification requirements or other research-related standards of a non-US jurisdiction.

<sup>&</sup>lt;sup>1</sup>Citigroup Global Market India Private Limited



# Strategy In-Depth

9 October 2006 | 6 pages

# **Fun With Flows**

## Inflows to Asian Equity Funds Weakened

- Inflows to Asian country and regional funds continued for the third week However, at US\$84m, inflow was just one-fourth of the total coming in the week before. China and India country funds remained major beneficiaries of the inflows, while Thailand, Indonesia and Philippines funds saw the return of new money. On the other hand, outflows from Malaysia funds have continued and widened to a three-month high.
- Inflows to Asian funds generally recorded in the fourth quarter In the past two years, 40% of inflows per year entered Asian funds in the fourth quarter (64% in the case of 2003). Year to date, net inflows to these funds total US\$10.5bn. If history repeats, about US\$7bn would enter Asian funds in 4Q06. In the years 1997-98 and 2000-02, outflows were reported in the fourth quarter.
- Outflows from GEM funds reported most of the time since July Unlike Asian funds in which inflows, though moderate, have been recorded 64% of the time since July, GEM funds experienced just four weeks of inflows (mainly in August). Second half to date, outflows total US\$3bn. This, together with the heavy redemptions in May/June, takes YTD net inflows down to US\$3.5bn. We estimate US\$1.8bn of this is in Asia vs. US\$10.5bn to dedicated Asian funds.
- Inflows to Global/International funds persist Global equity funds have been a source of major interest for investors for the past three months. July to date, total inflows have reached US\$7.6bn compared with US\$336m for Asian funds.

Figure 1. Weekly Flows to Country Funds

US\$ m	10/4/06	-1wk (9/27/2006)	-4wk (9/6/2006)	YTD Total
China	37.7	77.1	13.6	3758.9
Hong Kong	14.6	-8.3	-6.1	275.6
India	20.3	100.3	63.2	1662.2
Indonesia	1.3	-0.3	-0.3	19.1
Korea (South)	-18.6	17.6	-21.3	192.4
Malaysia	-27.5	-6.6	-9.5	-41.4
Philippines	0.4	-2.0	-0.7	6.8
Singapore	-0.1	13.0	-14.2	222.0
Taiwan	-0.9	-5.0	0.4	548.4
Thailand	1.5	-28.9	-6.1	114.6

Source: EmergingPortfolio.com Fund Research, Citigroup Investment Research

See page 4 for Analyst Certification and important disclosures.

#### Elaine Chu1

+852-2501-2768 elaine.chu@citigroup.com

## Markus Rosgen<sup>1</sup>

+852-2501-2752 markus.rosgen@citigroup.com

## Chris W Leung<sup>1</sup>

+852-2501-2741 chris.w.leung@citigroup.com

Citigroup Research is a division of Citigroup Global Markets Inc. (the "Firm"), which does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the Firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. Non-US research analysts who have prepared this report, and who may be associated persons of the member or member organization, are not registered/qualified as research analysts with the NYSE and/or NASD, but instead have satisfied the registration/qualification requirements or other research-related standards of a non-US jurisdiction.

¹Citigroup Global Markets Asia Ltd.

# Analyst Certification Appendix A-1

For each company mentioned in this compilation report, the respective analyst (or analysts) who cover the company (companies) certifies that all of the views expressed in this research report accurately reflect the analyst's (or analysts') personal views about any and all of the subject issuer(s) or securities. The analyst (or analysts) also certify that no part of the analyst's compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

## IMPORTANT DISCLOSURES

Analysts' compensation is determined based upon activities and services intended to benefit the investor clients of Citigroup Global Markets Inc. and its affiliates ("the Firm"). Like all Firm employees, analysts receive compensation that is impacted by overall firm profitability, which includes revenues from, among other business units, the Private Client Division, Institutional Sales and Trading, and Investment Banking.

For important disclosures (including copies of historical disclosures) regarding the companies that are the subject of this Citigroup Investment Research product ("the Product"), please contact Citigroup Investment Research, 388 Greenwich Street, 29th Floor, New York, NY, 10013, Attention: Legal/Compliance. In addition, the same important disclosures, with the exception of the Valuation and Risk assessments and historical disclosures, are contained on the Firm's disclosure website at www.citigroupgeo.com. Private Client Division clients should refer to www.smithbarney.com/research. Valuation and Risk assessments can be found in the text of the most recent research note/report regarding the subject company. Historical disclosures (for up to the past three years) will be provided upon request.

Citigroup Investment Research Ratings Distribution			
Data current as of 30 September 2006	Buy	Hold	Sell
Citigroup Investment Research Global Fundamental Coverage (2914)	46%	40%	14%
% of companies in each rating category that are investment banking clients	44%	43%	32%

#### **Guide to Fundamental Research Investment Ratings:**

Citigroup Investment Research's stock recommendations include a risk rating and an investment rating.

Risk ratings, which take into account both price volatility and fundamental criteria, are: Low (L), Medium (M), High (H), and Speculative (S).

Investment ratings are a function of Citigroup Investment Research's expectation of total return (forecast price appreciation and dividend yield within the next 12 months) and risk rating.

For securities in developed markets (US, UK, Europe, Japan, and Australia/New Zealand), investment ratings are: Buy (1) (expected total return of 10% or more for Low-Risk stocks, 15% or more for Medium-Risk stocks, 20% or more for High-Risk stocks, and 35% or more for Speculative stocks); Hold (2) (0%-10% for Low-Risk stocks, 0%-20% for High-Risk stocks, and 0%-35% for Speculative stocks); and Sell (3) (negative total return).

For securities in emerging markets (Asia Pacific, Emerging Europe/Middle East/Africa, and Latin America), investment ratings are: Buy (1) (expected total return of 15% or more for Low-Risk stocks, 20% or more for Medium-Risk stocks, 30% or more for High-Risk stocks, and 40% or more for Speculative stocks); Hold (2) (5%-15% for Low-Risk stocks, 10%-20% for Medium-Risk stocks, 15%-30% for High-Risk stocks, and 20%-40% for Speculative stocks); and Sell (3) (5% or less for Low-Risk stocks, 10% or less for Medium-Risk stocks, 15% or less for High-Risk stocks, and 20% or less for Speculative stocks).

Investment ratings are determined by the ranges described above at the time of initiation of coverage, a change in investment and/or risk rating, or a change in target price (subject to limited management discretion). At other times, the expected total returns may fall outside of these ranges because of market price movements and/or other short-term volatility or trading patterns. Such interim deviations from specified ranges will be permitted but will become subject to review by Research Management. Your decision to buy or sell a security should be based upon your personal investment objectives and should be made only after evaluating the stock's expected performance and risk.

## OTHER DISCLOSURES

For securities recommended in the Product in which the Firm is not a market maker, the Firm is a liquidity provider in the issuers' financial instruments and may act as principal in connection with such transactions. The Firm is a regular issuer of traded financial instruments linked to securities that may have been recommended in the Product. The Firm regularly trades in the securities of the subject company(ies) discussed in the Product. The Firm may engage in securities transactions in a manner inconsistent with the Product and, with respect to securities covered by the Product, will buy or sell from customers on a principal basis.

Securities recommended, offered, or sold by the Firm: (i) are not insured by the Federal Deposit Insurance Corporation; (ii) are not deposits or other obligations of any insured depository institution (including Citibank); and (iii) are subject to investment risks, including the possible loss of the principal amount invested. Although information has been obtained from and is based upon sources that the Firm believes to be reliable, we do not guarantee its accuracy and it may be incomplete and condensed. Note, however, that the Firm has taken all reasonable steps to determine the accuracy and completeness of the disclosures made in the Important Disclosures section of the Product. In producing Products, members of the Firm's research department may have received assistance from the subject company(ies) referred to in the Product. Any such assistance may have included access to sites owned, leased or otherwise operated or controlled by the issuers and meetings with management, employees or other parties associated with the subject company(ies). Firm policy prohibits research analysts from sending draft research to subject companies. However, it should be presumed that the author of the Product has had discussions with the subject company to ensure factual accuracy prior to publication. All opinions, projections and estimates constitute the judgment of the author as of the date of the Product and these, plus any other information contained in the Product, are subject to change without notice. Prices and availability of financial instruments also are subject to change without notice. Notwithstanding other departments within the Firm advising the companies discussed in this Product, information obtained in such role is not used in the preparation of the Product. Although Citigroup Investment Research to provide research apredetermined frequency for publication, if the Product is a fundamental research report, it is the intention of Citigroup Investment Research to provide research coverage of the/those issuer(s) me

Investing in non-U.S. securities, including ADRs, may entail certain risks. The securities of non-U.S. issuers may not be registered with, nor be subject to the reporting requirements of the U.S. Securities and Exchange Commission. There may be limited information available on foreign securities. Foreign companies are generally not subject to uniform audit and reporting standards, practices and requirements comparable to those in the U.S. Securities of some foreign companies may be less liquid and their prices more volatile than securities of comparable U.S. companies. In addition, exchange rate movements may have an adverse effect on the value of an investment in a foreign stock and its corresponding dividend payment for U.S. investors. Net dividends to ADR investors are estimated, using withholding tax rates conventions, deemed accurate, but investors are urged to consult their tax advisor for exact dividend computations. Investors who have received the Product from the Firm may be prohibited in certain states or other jurisdictions from purchasing securities mentioned in the Product from the Firm. Please ask your Financial Consultant for additional

details. Citigroup Global Markets Inc. takes responsibility for the Product in the United States. Any orders by US investors resulting from the information contained in the Product may be placed only through Citigroup Global Markets Inc.

The Citigroup legal entity that takes responsibility for the production of the Product is the legal entity which the first named author is employed by. The Product is made available in Australia to wholesale clients through Citigroup Global Markets Australia Pty Ltd. (ABN 64 003 114 832 and AFSL No. 240992) and to retail clients through Citigroup Wealth Advisors Pty Ltd. (ABN 19 009 145 555 and AFSL No. 240813), Participants of the ASX Group and regulated by the Australian Securities & Investments Commission. Citigroup Centre, 2 Park Street, Sydney, NSW 2000. If the Product is being made available in certain provinces of Canada by Citigroup Global Markets (Canada) Inc. ("CGM Canada"), CGM Canada has approved the Product. Citigroup Place, 123 Front Street West, Suite 1100, Toronto, Ontario M5J 2M3. The Product may not be distributed to private clients in Germany. The Product is distributed in Germany by Citigroup Global Markets Deutschland AG & Co. KGaA, which is regulated by Bundesanstalt fuer Finanzdienstleistungsaufsicht (BaFin). Frankfurt am Main, Reuterweg 16, 60323 Frankfurt am Main. If the Product is made available in Hong Kong by, or on behalf of, Citigroup Global Markets Asia Ltd., it is attributable to Citigroup Global Markets Asia Ltd., Citibank Tower, Citibank Plaza, 3 Garden Road, Hong Kong, Citigroup Global Markets Asia Ltd. is regulated by Hong Kong Securities and Futures Commission. If the Product is made available in Hong Kong by The Citigroup Private Bank to its clients, it is attributable to Citibank N.A., Citibank Tower, Citibank Plaza, 3 Garden Road, Hong Kong. The Citigroup Private Bank and Citibank N.A. is regulated by the Hong Kong Monetary Authority. The Product is made available in India by Citigroup Global Markets India Private Limited, which is regulated by Securities and Exchange Board of India. Bakhtawar, Nariman Point, Mumbai 400-021. If the Product was prepared by Citigroup Investment Research and distributed in Japan by Nikko Citigroup Ltd., it is being so distributed under license. Nikko Citigroup Limited is regulated by Financial Services Agency, Securities and Exchange Surveillance Commission, Japan Securities Dealers Association, Tokyo Stock Exchange and Osaka Securities Exchange. Akasaka Park Building, 2-20, Akasaka 5-chome, Minato-ku, Tokyo 107-6122. The Product is made available in Korea by Citigroup Global Markets Korea Securities Ltd., which is regulated by Financial Supervisory Commission and the Financial Supervisory Service. Hungkuk Life Insurance Building, 226 Shinmunno 1-GA, Jongno-Gu, Seoul, 110-061. The Product is made available in Malaysia by Citigroup Global Markets Malaysia Sdn Bhd, which is regulated by Malaysia Securities Commission. Menara Citibank, 165 Jalan Ampang, Kuala Lumpur, 50450. The Product is made available in Mexico by Acciones y Valores Banamex, S.A. De C. V., Casa de Bolsa, which is regulated by Comision Nacional Bancaria y de Valores. Reforma 398, Col. Juarez, 06600 Mexico, D.F. In New Zealand the Product is made available through Citigroup Global Markets New Zealand Ltd., a Participant of the New Zealand Exchange Limited and regulated by the New Zealand Securities Commission. Level 19, Mobile on the Park, 157 lambton Quay, Wellington. The Product is made available in Poland by Dom Maklerski Banku Handlowego SA an indirect subsidiary of Citigroup Inc., which is regulated by Komisja Papierów Wartosciowych i Gield. Bank Handlowy w Warszawie S.A. ul. Senatorska 16, 00-923 Warszawa. The Product is made available in the Russian Federation through ZAO Citibank, which is licensed to carry out banking activities in the Russian Federation in accordance with the general banking license issued by the Central Bank of the Russian Federation and brokerage activities in accordance with the license issued by the Federal Service for Financial Markets. Neither the Product nor any information contained in the Product shall be considered as advertising the securities mentioned in this report within the territory of the Russian Federation or outside the Russian Federation. The Product does not constitute an appraisal within the meaning of the Federal Law of the Russian Federation of 29 July 1998 No. 135-FZ (as amended) On Appraisal Activities in the Russian Federation. 8-10 Gasheka Street, 125047 Moscow. The Product is made available in Singapore through Citigroup Global Markets Singapore Pte. Ltd., a Capital Markets Services Licence holder, and regulated by Monetary Authority of Singapore. 1 Temasek Avenue, #39-02 Millenia Tower, Singapore 039192. Citigroup Global Markets (Pty) Ltd. is incorporated in the Republic of South Africa (company registration number 2000/025866/07) and its registered office is at 145 West Street, Sandton, 2196, Saxonwold. Citigroup Global Markets (Pty) Ltd. is regulated by JSE Securities Exchange South Africa, South African Reserve Bank and the Financial Services Board. The investments and services contained herein are not available to private customers in South Africa. The Product is made available in Taiwan through Citigroup Global Markets Inc. (Taipei Branch), which is regulated by Securities & Futures Bureau. No portion of the report may be reproduced or quoted in Taiwan by the press or any other person. No. 8 Manhattan Building, Hsin Yi Road, Section 5, Taipei 100, Taiwan. The Product is made available in Thailand through Citicorp Securities (Thailand) Ltd., which is regulated by the Securities and Exchange Commission of Thailand. 18/F, 22/F and 29/F, 82 North Sathorn Road, Silom, Bangrak, Bangkok 10500, Thailand. The Product is made available in United Kingdom by Citigroup Global Markets Limited, which is authorised and regulated by Financial Services Authority. This material may relate to investments or services of a person outside of the UK or to other matters which are not regulated by the FSA and further details as to where this may be the case are available upon request in respect of this material. Citigroup Centre, Canada Square, Canary Wharf, London, E14 5LB. The Product is made available in United States by Citigroup Global Markets Inc, which is regulated by NASD, NYSE and the US Securities and Exchange Commission. 388 Greenwich Street, New York, NY 10013. Unless specified to the contrary, within EU Member States, the Product is made available by Citigroup Global Markets Limited, which is regulated by Financial Services Authority. Many European regulators require that a firm must establish, implement and make available a policy for managing conflicts of interest arising as a result of publication or distribution of investment research. The policy applicable to Citigroup Investment Research's Products can be found at www.citigroupgeo.com. Compensation of equity research analysts is determined by equity research management and Citigroup's senior management and is not linked to specific transactions or recommendations. The Product may have been distributed simultaneously, in multiple formats, to the Firm's worldwide institutional and retail customers. The Product is not to be construed as providing investment services in any jurisdiction where the provision of such services would be illegal. Subject to the nature and contents of the Product, the investments described therein are subject to fluctuations in price and/or value and investors may get back less than originally invested. Certain high-volatility investments can be subject to sudden and large falls in value that could equal or exceed the amount invested. Certain investments contained in the Product may have tax implications for private customers whereby levels and basis of taxation may be subject to change. If in doubt, investors should seek advice from a tax adviser. Advice in the Product has been prepared without taking account of the objectives, financial situation or needs of any particular investor. Accordingly, investors should, before acting on the advice, consider the appropriateness of the advice, having regard to their objectives, financial situation and needs.

© 2006 Citigroup Global Markets Inc. Citigroup Investment Research is a division and service mark of Citigroup Global Markets Inc. and its affiliates and is used and registered throughout the world. Citigroup and the Umbrella Device are trademarks and service marks of Citigroup or its affiliates and are used and registered throughout the world. Nikko is a registered trademark of Nikko Cordial Corporation. All rights reserved. Any unauthorized use, duplication, redistribution or disclosure is prohibited by law and will result in prosecution. The information contained in the Product is intended solely for the recipient and may not be further distributed by the recipient. The Firm accepts no liability whatsoever for the actions of third parties. The Product may provide the addresses of, or contain hyperlinks to, websites. Except to the extent to which the Product refers to website material of the Firm, the Firm takes no responsibility for, and makes no representations or warranties whatsoever as to, the data and information contained therein. Such address or hyperlink (including addresses or hyperlinks to website material of the Firm) is provided solely for your convenience and information and the content of the linked site does not in anyway form part of this document. Accessing such website or following such link through the Product or the website of the Firm shall be at your own risk and the Firm shall have no liability arising out of, or in connection with, any such referenced website.

ADDITIONAL INFORMATION IS AVAILABLE UPON REQUEST