

December 23, 2009

| | |
|----------------|--------|
| Rating | BUY |
| Price | Rs63 |
| Target Price | Rs88 |
| Implied Upside | 39.5% |
| Sensex | 16,692 |

(Prices as on December 18, 2009)

Trading Data

| | |
|----------------------------|---------|
| Market Cap. (Rs bn) | 27.9 |
| Shares o/s (m) | 442.8 |
| Free Float | 59.3% |
| 3M Avg. Daily Vol ('000) | 3,161.1 |
| 3M Avg. Daily Value (Rs m) | 208.8 |

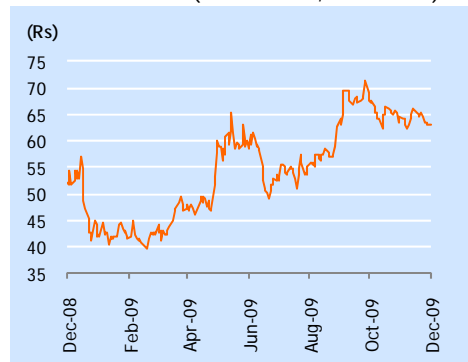
Major Shareholders

| | |
|-----------------|-------|
| Promoters | 40.7% |
| Foreign | 13.4% |
| Domestic Inst. | 11.4% |
| Public & Others | 34.5% |

Stock Performance

| (%) | 1M | 6M | 12M |
|----------|-------|-------|--------|
| Absolute | (2.1) | 7.8 | 21.0 |
| Relative | (0.2) | (8.7) | (47.1) |

Price Performance (RIC: KSO.BO, BB: KSO IN)



Source: Bloomberg

■ **Capturing opportunities in growing edible oil market:** KS Oils (KSO) is a market leader in the Rs130bn mustard oil market, with 11% market share (FY09). It also has ~30% market share in branded mustard oil segment (current market size of ~Rs39bn) which is expected to grow at ~25% CAGR, going forward. By FY11, the company is expanding its mustard oil crushing capacity by ~3x (of its FY09 capacity). We believe that the multi-product brand portfolio will push KSO to capture the growing branded mustard oil market. Further, KSO is expanding ~4x of its FY09 refined oil capacity by FY11. We believe that a strong market presence in mustard oil, strong brands and rich experience in edible oil industry will help KSO capture the ~Rs600bn refined oil market in India.

■ **Capacity expansion will support growth:** KSO is expanding its capacity across segments like crushing, refining and vanaspati by ~3x, ~4x and ~2x (its FY09 capacity), respectively by FY11. We believe that it would support KSO to attain ~40% plus FY09-12E volume CAGR. We believe that KSO Sales and PAT would grow at FY09-12E CAGR of ~31% and ~33%, respectively. We expect contribution from the sales of high margin branded mustard oil to go up in the future and consequently, increase overall EBITDA margins of the company. However, this growth in the EBITDA margins would be offset by rising contribution of low margin refined oil business to total sales, going forward.

■ **Backward integration through palm plantation:** KSO has acquired a land bank of 34000 hectares for palm plantations in Indonesia. This will ensure a steady supply of crude palm oil for its refining business and EBITDA margin is expected to be ~50% once the plant matures in 3-4 years. KSO has further acquired 23,000 hectares in Kalimantan in Indonesia. We have not considered any income from these palm plantations since the income would start accumulating from FY13.

■ **Valuation:** Based on one year forward P/E, KSO is trading at a discount to its global as well as domestic peers despite having higher earnings CAGR and higher return ratios (RoE). We are positive on the stock on account of its strong edible oil market presence, its growth potential and discounted valuation. At present, stock is trading at near to lower end of its historical forward P/E band of 8x-14x. Hence, we recommend 'BUY' the stock.

| Key financials (Y/e March) | FY09 | FY10E | FY11E | FY12E |
|----------------------------|--------|--------|--------|--------|
| Revenues (Rs m) | 31,292 | 41,310 | 59,601 | 71,019 |
| Growth (%) | 52.1 | 32.0 | 44.3 | 19.2 |
| EBITDA (Rs m) | 3,572 | 4,936 | 6,510 | 7,945 |
| PAT (Rs m) | 1,654 | 2,143 | 2,957 | 3,884 |
| EPS (Rs) | 4.6 | 4.8 | 6.7 | 8.8 |
| Growth (%) | 28.2 | 4.2 | 38.0 | 31.3 |
| Net DPS (Rs) | 0.2 | 0.2 | 0.2 | 0.2 |

Source: Company Data; PL Research

| Profitability & valuation | FY09 | FY10E | FY11E | FY12E |
|---------------------------|------|-------|-------|-------|
| EBITDA margin (%) | 11.4 | 11.9 | 10.9 | 11.2 |
| RoE (%) | 20.6 | 17.3 | 17.3 | 19.0 |
| RoCE (%) | 18.8 | 16.0 | 15.5 | 15.3 |
| EV / sales (x) | 1.0 | 0.9 | 0.7 | 0.6 |
| EV / EBITDA (x) | 8.7 | 7.6 | 6.6 | 5.6 |
| PE (x) | 13.6 | 13.0 | 9.4 | 7.2 |
| P / BV (x) | 2.5 | 1.8 | 1.5 | 1.3 |
| Net dividend yield (%) | 0.3 | 0.3 | 0.3 | 0.3 |

Source: Company Data; PL Research

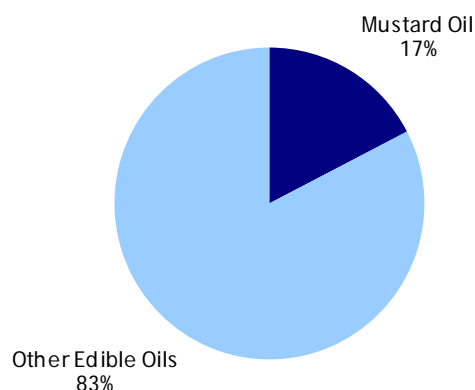
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Investment highlights

Capturing opportunities in growing edible oil market

KSO is a market leader in the Rs130bn mustard oil market, with 11% market share (FY09). Mustard oil composes ~17% of India's Rs750bn edible oil market.

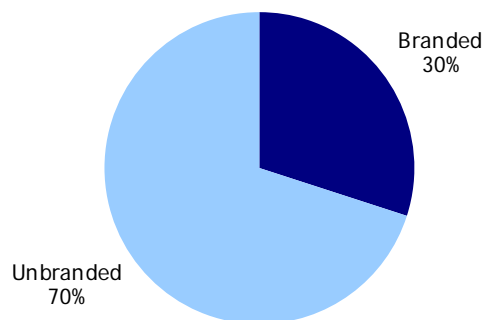
India's Edible Oil Market



Source: Company Data, PL Research

KSO has ~30% market share in branded mustard oil segment (current market size of ~Rs39bn) which is expected to grow at ~25% CAGR, going forward, on the back of reducing unorganized players in the mustard oil market. Unorganised players have significantly declined due to implementation of VAT, high power costs and shifting of customer preference towards unbranded from branded edible oils. On the back of VAT and high power cost, profitability of unorganised players has substantially fallen.

Domestic Mustard Oil Market



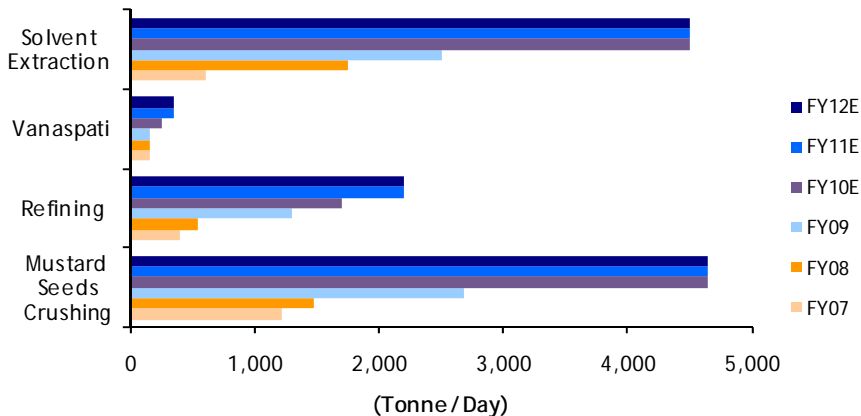
Source: Company Data, PL Research

By FY11, company has plans to expand the mustard oil crushing capacity by ~3x (of its FY09 capacity) and we believe that the multi-product brand portfolio will push KSO to capture the growing branded mustard oil market. Further, KSO is also expanding ~4x of its FY09 refined oil capacity by FY11. We believe that a strong market presence in mustard oil, strong brands and rich experience in edible oil industry will help KSO to capture the ~Rs600bn refined oil market in India.

Capacity expansion will support the growth

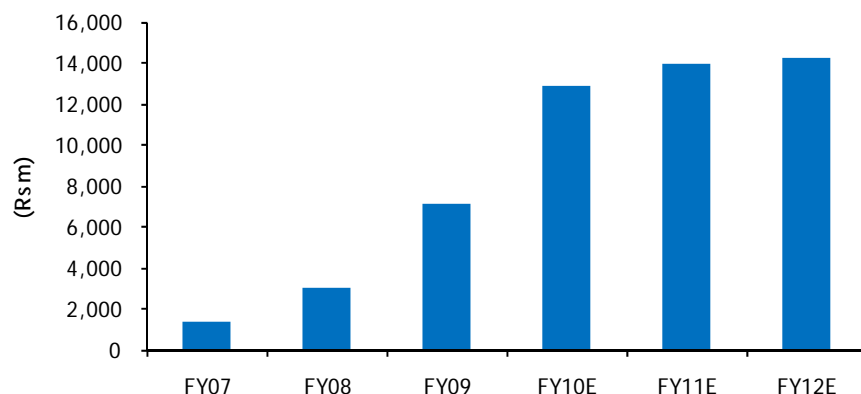
KSO is expanding its capacities across segments like crushing, refining and vanaspati by ~3x, ~4x and 2x (its FY09 capacity), respectively by FY11. Accordingly, company's gross block is likely to be ~2x in the same period.

Capacity Expansion



Source: Company Data, PL Research

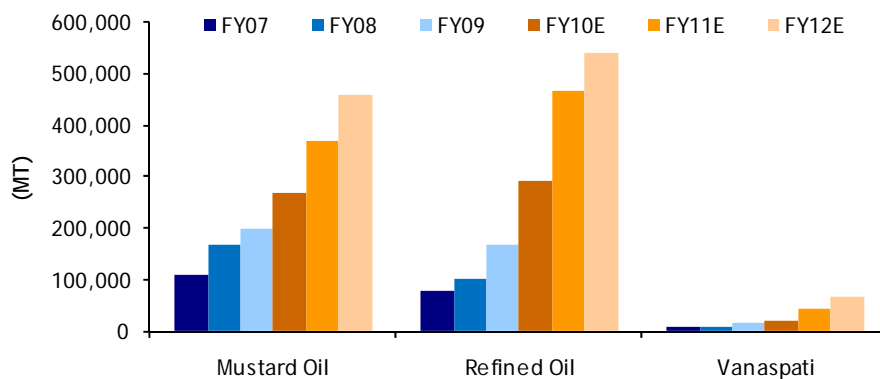
2x of FY09 Gross Block



Source: Company Data, PL Research

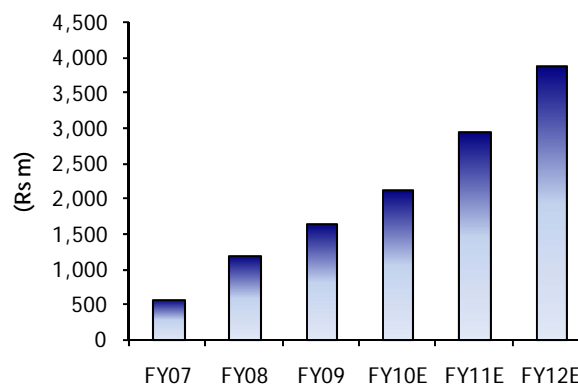
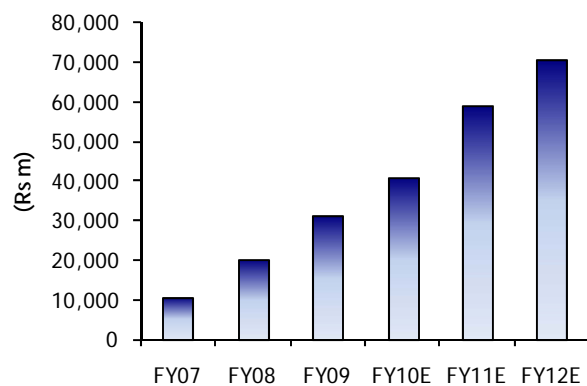
We believe that capacity expansion would support KSO to attain ~40% plus FY09-12E volume CAGR. We expect that KSO Sales and PAT would grow at FY09-12E CAGR of ~31% and ~33%, respectively.

Volume Growth



Source: Company Data, PL Research

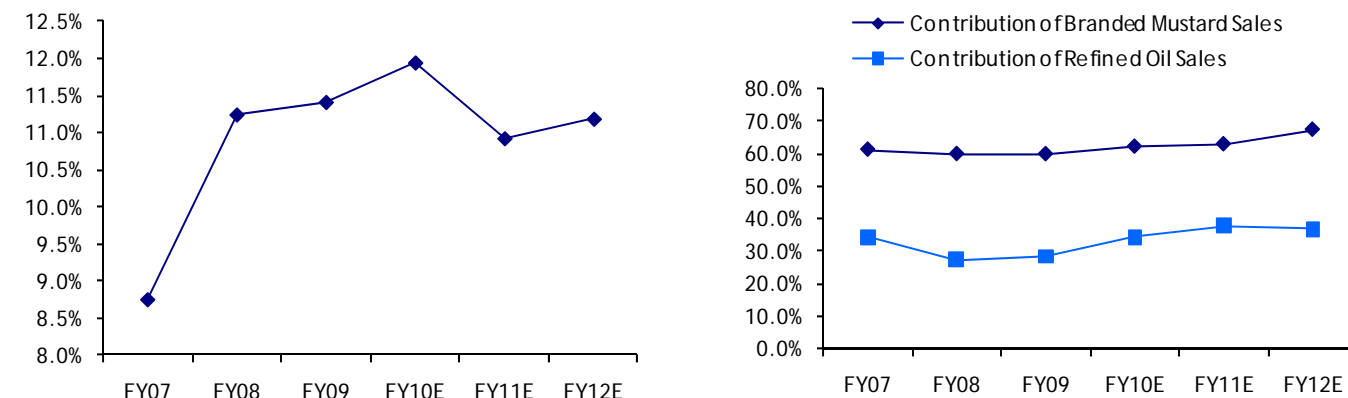
Sales and PAT



Source: Company Data, PL Research

We expect contribution from the sales of high margin branded mustard oil to go up in the future and consequently, increase overall EBITDA margins of the company. However, we believe that this growth in the EBITDA margins would be offset by rising contribution of low margin refined oil business to total sales, going forward.

EBITDAM (%)



Source: Company Data, PL Research

Backward integration through palm plantations

KSO has acquired a land bank of 34,000 hectares for palm plantations in Indonesia. This will ensure a steady supply of crude palm oil for its refining business and EBITDA margin is expected to be ~50% once the plant matures in 3-4 years. The company has further acquired 23,000 hectares in Kalimantan in Indonesia.

Initially, the company will plant ~30000 hectares in stages during FY10-12 that is expected to mature from FY13 onwards. Capex of ~US\$6,000 per hectare would be required for plantations including the cost of setting up crude palm oil plant. Hence, total capex for initial planting would be ~Rs8,100m. KSO will fund the capex by both, equity (including warrants) and debt.

We have considered the amount invested in palm plantation as CWIP and our debt/equity includes the amount raised for these plantations. However, we have not considered any income from these plantations since plant would mature only post FY13.

We have estimated the financials of the palm plantation and observed that it can fetch RoE of ~18% at the peak (equivalent to present business RoE) and payback period is likely to be ~6years post maturing of the plants. Palm

plantation usually takes three years to mature. Hence, we believe that palm plantations would ensure a steady supply of crude palm oil for its present refining business. We don't expect any further improvement in the present RoE due to these palm plantations.

Estimated financial of palm plantation

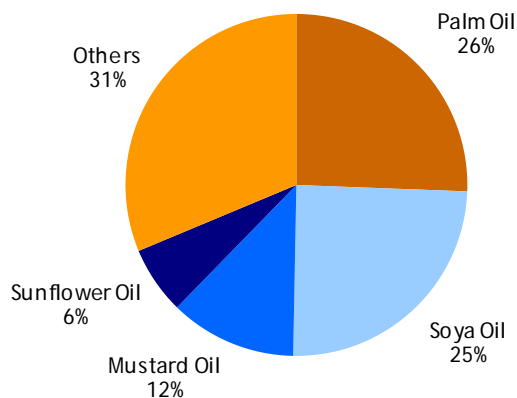
| | | | | | | |
|---|------------|-------------|------------|-----------|----------|-----------|
| Investments | | | | | | |
| Initial Plantation (In Hectare) | 30000 | | | | | |
| Expected Capex Per Hectare (In US\$/Tonne) | 6000 | | | | | |
| Expected Capex for initial plantation (In Rs Mn) | 8100 | | | | | |
| | | | | | | |
| Funding (In Rs Mn) | | | | | | |
| Equity - raised from promoter and PE Investor in FY10 | 4500 | | | | | |
| Debt - will raise in FY11 and FY12 | 3600 | | | | | |
| Total | 8100 | | | | | |
| | | | | | | |
| | First Year | Second Year | Third Year | | | |
| Palm Yield/Hectare | 2.5 | 3.5 | 5.5 | | | |
| | | | | | | |
| | Ist Year | IIInd Year | IIIrd Year | IVth Year | Vth Year | VIth Year |
| Expected palm output (In MT) | 75000 | 105000 | 165000 | 165000 | 165000 | 165000 |
| Expected crude palm oil output (In MT) | 75000 | 105000 | 165000 | 165000 | 165000 | 165000 |
| Refined Palm Oil - Assumed 99% of Crude Palm Oil | 74250 | 103950 | 163350 | 163350 | 163350 | 163350 |
| Realisation (In Rs) - Assumed US\$650/MT | 30550 | 30550 | 30550 | 30550 | 30550 | 30550 |
| Sales Value (In Rs Mn) | 2268 | 3176 | 4990 | 4990 | 4990 | 4990 |
| EBITDA | 1134 | 1588 | 2495 | 2495 | 2495 | 2495 |
| Interest (Assumed @7% on debt) | 252 | 252 | 252 | 252 | 252 | 252 |
| Depreciation @5% | 405 | 405 | 405 | 405 | 405 | 405 |
| (Assuming Plantation life of 20years) | | | | | | |
| PBT | 477 | 931 | 1838 | 1838 | 1838 | 1838 |
| Tax | 162 | 316 | 625 | 625 | 625 | 625 |
| PAT | 315 | 614 | 1213 | 1213 | 1213 | 1213 |
| Networth | 4815 | 5429 | 6642 | 7856 | 9069 | 10282 |
| RoE % (Assuming no payout) | 6.5% | 11.3% | 18.3% | 15.4% | 13.4% | 11.8% |
| Cash Flow in particular year | 720 | 1019 | 1618 | 1618 | 1618 | 1618 |
| Cummulative cashflow | 720 | 1739 | 3357 | 4976 | 6594 | 8212 |

Source: Company Data, PL Research

Edible Oil Industry

Indian edible oil industry is world's fourth largest after USA, China and Brazil. India accounts for 8.6% of world seeds and 9.4% of world consumption of edible oil which is ~158m tonnes.

World Edible Oil Consumption



Source: Company Data, PL Research

With an annual consumption of ~16m tonnes in India, the per capita consumption is at 14.5kg p.a., which is very low as compared to the world average of 23.5 kg p.a. India produces ~8.2m tonnes of edible oil and rest is imported. Mustard, soyabean and palm oil account for over 75% of total domestic edible oil consumption. Palm oil is the cheapest edible oil and hence, most consumed. However, it is almost entirely imported mainly from South-east Asia.

As per Solvent Extractors' Association of India, demand for edible oil is expected to increase to 22.5m tonnes by 2015 and import is expected to rise to 10m tonnes (~44% of consumption).

Company Background

KSO is in the business of manufacturing, processing and marketing of crude mustard oil and refined mustard/other edible oils. Company has integrated facilities for crushing, refining, solvent extraction and vanaspati. Company markets its products under the brand names:

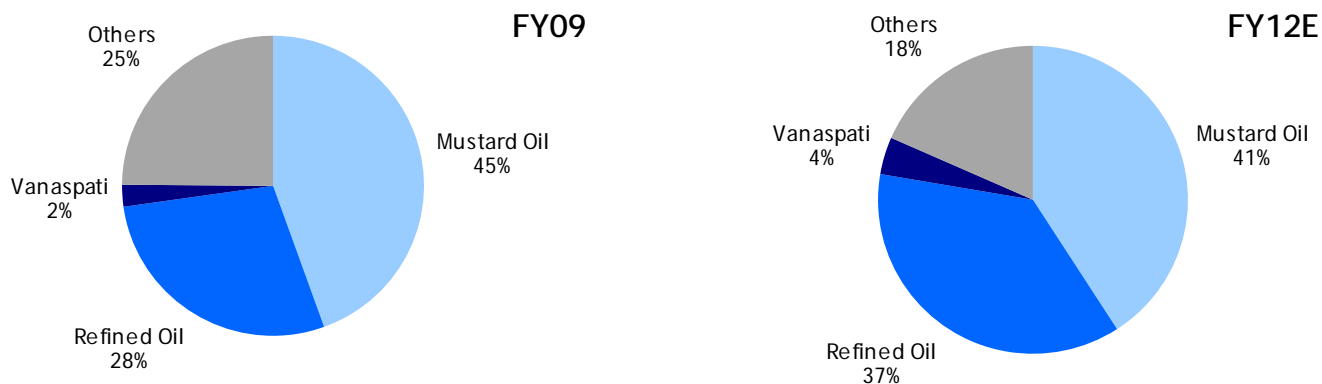
Mustard oil - '*Kalash*' and '*Double Sher*'

Refined oil - '*Kalash*', '*KS Refined*' and '*KS Gold*'

Vanaspati - '*Gold*' and '*Gold Plus*'

KSO is the largest player in the crude mustard oil market in India. Double Sher has ~30% market share in the North East. Its manufacturing facilities are located in Madhya Pradesh and Rajasthan. KSO has a strong distribution network, with 32 C&F agents, 1133 distributors and over 170000 retailers.

Sales Break Up - Business-line wise



Source: Company Data, PL Research

Competitors: Adani Wilmar (Fortune), NDDB (Dhara), Agrotech (Sudham), Bunge (Dalda), Gokul Refoils (Gokul), Ruchi Soya (Mandap and Ruchi Gold)

Key risks and concerns

Commodity business: Increase in crude oil prices led to diversion of edible oil seeds to produce bio diesel. This gives rise to a risk of volatility in raw material prices. We believe that the company has a hedging mechanism that can cap the risks on profits.

Weather: Availability of oil seeds is driven by performance of monsoon and weather condition in a particular year. Shortage of seeds (raw material) could affect the revenue of the company. However, mustard is a winter crop that would require minimum amount of water and fertilisers. Hence, we believe that its availability is less exposed to weather condition.

Government Policies: Government declares minimum support prices (MSP) for oil seeds on annual basis. If the market prices of seeds fall below MSP, then government purchases oilseeds from farmers. This can affect the profitability of the company in a particular year as mustard oil prices are decided by overall demand-supply situation.

Capex outside India exposed to political risk: KSO is going for palm plantation in Indonesia which exposes the company to the geopolitical risks that may emerge from Indonesia.

Valuation

Trading at discount v/s peers

We are comparing KSO with global as well as domestic players. KSO is trading at a discount (9x-10x) as compared to its peers (11x-23x) on the basis of one year forward P/E despite having higher earnings growth along with better return ratios (RoE). KSO's EPS growth for FY10E is merely 4.2% because the company has raised funds for its palm plantation by issuing warrants. Otherwise, PAT growth is expected to be 29.5%.

We believe that Ruchi Soya (Ruchi) is the closest peer for KSO. KSO is a dominant player in mustard oil, while Ruchi is in the soyabean oil segment. But, both the companies have a strong presence in edible oil, similar growth profile and market capitalization.

KSO has better RoE of ~17% than ~13% of Ruchi. Presently, KSO is trading at P/E of ~9x at FY11E EPS (our estimate) v/s 11x of Ruchi (consensus estimate) i.e. ~10% discount despite having better growth and RoE. Hence, we believe that it is attractively valued as compared to its close peer in the industry.

Peer Comparison

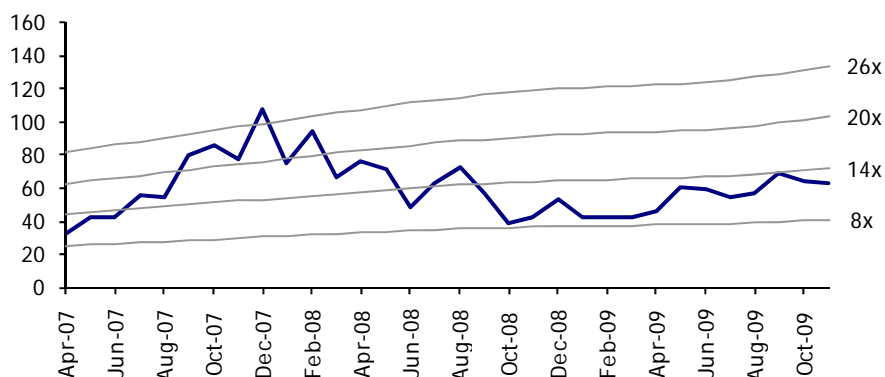
| Companies | Mcap (US\$ m) | EPS Growth (%) | | P/E (x) | | | RoE (%) | | DPS (Rs) | D-Yield (%) |
|------------------------|------------------|----------------|-------|---------|-------|-------|---------|-------|-------------|----------------|
| | | FY10E | FY11E | FY09 | FY10E | FY11E | FY10E | FY11E | | |
| KS Oil | 582.1 | 4.2 | 38.0 | 13.6 | 13.0 | 9.4 | 17.3 | 17.3 | 0.2 | 0.3 |
| Ruchi Soya | 332.9 | 31.9 | 24.8 | 17.3 | 13.1 | 10.5 | 11.8 | 13.0 | 0.5 | 0.6 |
| Agrotech Foods | 137.5 | (0.7) | 48.2 | 31.6 | 31.9 | 21.5 | 15.0 | 19.0 | 1.0 | 0.4 |
| Archer Daniels Midland | 19,767.2 | (6.1) | 6.1 | 10.6 | 11.3 | 10.7 | 11.9 | 11.6 | 0.5 | 1.8 |
| Bunge Limited | 7,526.5 | (50.1) | 70.7 | 9.2 | 18.4 | 10.8 | 6.1 | 10.0 | 0.7 | 1.2 |
| Wilmar International | 29,517.2 | 7.9 | 4.6 | 26.8 | 24.8 | 23.7 | 15.9 | 14.9 | 0.1 | 0.8 |

Source: Bloomberg, PL Research

Trading history and our view

We are positive on the stock on account of its strong edible oil market presence, its growth potential and discounted valuation. At the CMP, stock is trading at 9.4x at its consolidated FY11E EPS of Rs6.7 as against its historical forward trading band of 8x-14x. Further, stock has traded in the range of 14x-26x during April 2007- August 2008 due to higher earnings CAGR (100% plus FY04-09) and financial market bull run. However, considering FY09-12E earnings CAGR of ~33%, we expect that stock will trade in the range in between normal P/E trading range of 8x-14x. Hence, we recommend 'BUY' the stock, with a target price of Rs88 (Potential upside of 39.5%) i.e. 10X of FY12E EPS.

1yr forward PE Band



Source: Bloomberg, PL Research

Financials

Consolidated Income Statement

(Rs m)

| Y/e March | FY06 | FY07 | FY08 | FY09 | FY10E | FY11E | FY12E |
|------------------------------------|-------|--------|--------|--------|--------|--------|--------|
| Net Sales | 6,082 | 10,705 | 20,439 | 31,471 | 41,010 | 59,241 | 70,587 |
| Gross Profit | 791 | 1,632 | 3,565 | 5,846 | 7,366 | 10,094 | 12,212 |
| Employee Costs | 12 | 29 | 79 | 209 | 272 | 393 | 468 |
| Administrative Expenses | 496 | 677 | 1,306 | 1,886 | 2,458 | 3,551 | 4,231 |
| Operating Profit | 283 | 926 | 2,180 | 3,750 | 4,636 | 6,150 | 7,513 |
| Other Income | (7) | 11 | 133 | (179) | 300 | 360 | 432 |
| EBITDA | 276 | 937 | 2,313 | 3,572 | 4,936 | 6,510 | 7,945 |
| Depreciation | 29 | 45 | 123 | 271 | 500 | 603 | 634 |
| EBIT | 247 | 892 | 2,190 | 3,301 | 4,436 | 5,907 | 7,311 |
| Finance Cost | 72 | 154 | 375 | 744 | 1,189 | 1,427 | 1,427 |
| PBT | 176 | 738 | 1,815 | 2,558 | 3,246 | 4,480 | 5,884 |
| Tax | 24 | 165 | 615 | 910 | 1,104 | 1,523 | 2,001 |
| PAT | 152 | 573 | 1,200 | 1,648 | 2,143 | 2,957 | 3,884 |
| Minority Interest | - | - | (4) | (6) | - | - | - |
| Adjusted PAT | 152 | 573 | 1,204 | 1,654 | 2,143 | 2,957 | 3,884 |
| Extraordinary Items | - | - | - | - | - | - | - |
| Reported PAT | 152 | 573 | 1,204 | 1,654 | 2,143 | 2,957 | 3,884 |
| Diluted Equity Capital (No. In Mn) | 85 | 221 | 332 | 356 | 443 | 443 | 443 |
| Fully Diluted EPS (Rs) | 1.8 | 2.6 | 3.6 | 4.6 | 4.8 | 6.7 | 8.8 |

Source: Company Data, PL Research

Assumptions - Sales Volume

(MT)

| Y/e March | FY06 | FY07 | FY08 | FY09 | FY10E | FY11E | FY12E |
|--------------|--------|---------|---------|---------|---------|---------|---------|
| Mustard Oils | 43,864 | 110,271 | 168,333 | 200,355 | 266,985 | 370,485 | 457,002 |
| Refined Oils | 62,956 | 78,594 | 102,103 | 168,984 | 291,493 | 464,493 | 538,493 |
| Vanaspati | 9,829 | 9,429 | 8,823 | 15,676 | 19,700 | 44,325 | 68,950 |

Source: Company Data, PL Research

Consolidated Balance Sheet

(Rs m)

| Y/e March | FY06 | FY07 | FY08 | FY09 | FY10E | FY11E | FY12E |
|-----------------------------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| Source of Funds | | | | | | | |
| Equity Capital | 85 | 221 | 332 | 356 | 397 | 397 | 397 |
| Equity Share Entitlement Warrants | - | 238 | 500 | - | 2,550 | 2,550 | 2,550 |
| Share Premium | 81 | 776 | 4,295 | 5,268 | 7,171 | 7,171 | 7,171 |
| Reserve and Surplus | 292 | 658 | 1,803 | 3,521 | 5,571 | 8,435 | 12,225 |
| Debt | 874 | 1,002 | 2,847 | 9,319 | 12,519 | 16,019 | 18,769 |
| Capital Employed | 1,331 | 2,895 | 9,777 | 18,464 | 28,207 | 34,571 | 41,111 |
| Application of Funds | | | | | | | |
| Net Fixed Assets | 438 | 1,344 | 4,578 | 10,315 | 14,215 | 17,162 | 19,828 |
| Net Current Assets | 892 | 1,683 | 5,614 | 9,194 | 15,036 | 18,454 | 22,328 |
| Other Assets /(Liabilities) | - | (132) | (415) | (1,045) | (1,045) | (1,045) | (1,045) |
| Capital Deployed | 1,331 | 2,895 | 9,777 | 18,464 | 28,207 | 34,571 | 41,111 |

Source: Company Data, PL Research

Consolidated Cash Flow

(Rs m)

| Y/e March | FY06 | FY07 | FY08 | FY09 | FY10E | FY11E | FY12E |
|--------------------------------|-------|-------|---------|---------|---------|---------|---------|
| Cash from operating activities | (46) | (102) | (1,244) | (2,434) | (795) | (1,854) | 1,370 |
| Cash from investing activities | (151) | (951) | (3,358) | (6,008) | (4,400) | (3,550) | (3,300) |
| Cash from financing activities | 186 | 1,122 | 5,975 | 7,670 | 7,600 | 3,407 | 2,657 |
| (Dec)/Inc in cash | (11) | 70 | 1,373 | (772) | 2,405 | (1,997) | 728 |
| Opening Cash | 72 | 61 | 131 | 1,504 | 732 | 3,136 | 1,140 |
| Closing Cash | 61 | 131 | 1,504 | 732 | 3,136 | 1,140 | 1,867 |

Source: Company Data, PL Research



Key Ratios

| Y/e March | FY06 | FY07 | FY08 | FY09 | FY10E | FY11E | FY12E |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|
| Growth Ratio (%) | | | | | | | |
| Sales | 34.4 | 76.0 | 90.9 | 54.0 | 30.3 | 44.5 | 19.2 |
| EBITDA | 92.1 | 239.5 | 146.9 | 54.4 | 38.2 | 31.9 | 22.0 |
| PAT | 350.7 | 277.9 | 110.0 | 37.4 | 29.5 | 38.0 | 31.3 |
| EPS | 164.0 | 44.6 | 39.6 | 28.2 | 4.2 | 38.0 | 31.3 |
| Asset Based Ratio (%) | | | | | | | |
| RoCE/RoI | 19.9 | 35.8 | 26.9 | 18.8 | 16.0 | 15.5 | 15.3 |
| RoE/RoNW | 42.8 | 48.8 | 27.3 | 20.6 | 17.3 | 17.3 | 19.0 |
| Gearing | | | | | | | |
| Debt/Equity | 1.9 | 0.5 | 0.4 | 1.0 | 0.8 | 0.9 | 0.8 |
| Per Share (Rs.) | | | | | | | |
| EPS | 1.8 | 2.6 | 3.6 | 4.6 | 4.8 | 6.7 | 8.8 |
| BV | 5.4 | 8.5 | 20.8 | 25.3 | 35.1 | 41.6 | 50.2 |
| DPS | 0.1 | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 |
| CEPS | 2.1 | 2.8 | 4.0 | 5.4 | 6.0 | 8.0 | 10.2 |
| Margins (%) | | | | | | | |
| EBITDA | 4.5 | 8.7 | 11.2 | 11.4 | 11.9 | 10.9 | 11.2 |
| PAT | 2.5 | 5.3 | 5.9 | 5.3 | 5.2 | 5.0 | 5.5 |
| Tax Rate | 13.8 | 22.4 | 33.9 | 35.6 | 34.0 | 34.0 | 34.0 |
| Dividend Payout | 6.7 | 5.8 | 5.0 | 4.3 | 3.7 | 2.7 | 2.0 |
| Velocity (Days) | | | | | | | |
| Debtors | 9.2 | 4.7 | 19.0 | 14.0 | 18.0 | 22.0 | 22.0 |
| Inventories | 93.2 | 84.5 | 78.8 | 113.0 | 115.0 | 115.0 | 115.0 |
| Net Current Assets | 50.5 | 53.3 | 73.8 | 98.5 | 106.2 | 106.9 | 106.0 |
| Valuations (x) | | | | | | | |
| P/E | 35.2 | 24.3 | 17.4 | 13.6 | 13.0 | 9.4 | 7.2 |
| P/CEPS | 29.6 | 22.5 | 15.9 | 11.7 | 10.6 | 7.8 | 6.2 |
| P/BV | 11.7 | 7.5 | 3.0 | 2.5 | 1.8 | 1.5 | 1.3 |
| M.Cap/Sales | 0.9 | 1.3 | 1.0 | 0.7 | 0.7 | 0.5 | 0.4 |
| EV/EBITDA | 22.3 | 15.8 | 9.6 | 8.7 | 7.6 | 6.6 | 5.6 |
| EV/Sales | 1.0 | 1.4 | 1.1 | 1.0 | 0.9 | 0.7 | 0.6 |

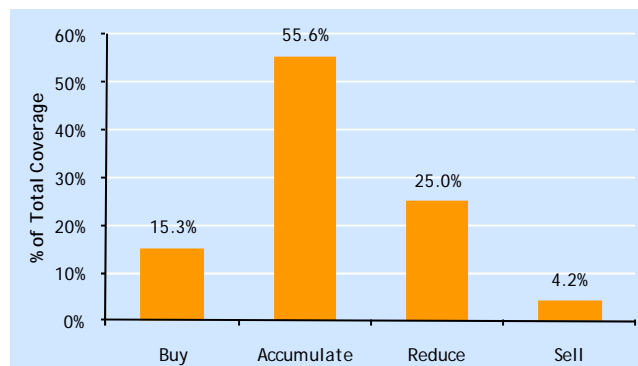
Source: Company Data, PL Research

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Rating Distribution of Research Coverage



PL's Recommendation Nomenclature

| | | | |
|-----------------------|--|--------------------------|--|
| BUY | : Over 15% Outperformance to Sensex over 12-months | Accumulate | : Outperformance to Sensex over 12-months |
| Reduce | : Underperformance to Sensex over 12-months | Sell | : Over 15% underperformance to Sensex over 12-months |
| Trading Buy | : Over 10% absolute upside in 1-month | Trading Sell | : Over 10% absolute decline in 1-month |
| Not Rated (NR) | : No specific call on the stock | Under Review (UR) | : Rating likely to change shortly |

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