# India Essentials

Thursday, 27 August 2009

## Zee Entertainment (Underperform) 2

Take profit into the rally; rich valuation — Shubham Majumder

We analyse the trends in weekly viewership (GRP) for Hindi general entertainment channels (GEC), Hindi news channels and regional GECs for the week-ended 22 August. For detailed channel GRPs and viewership share across genres, please see Figures 1–10. Maintain Underperform on Zee Entertainment. No signs of respite in the sector's competitive intensity. Competition amongst Hindi GECs continues to remain at an elevated level.

## Asia strategy 3

Targets for credit rating upgrades — Henry Hon

We identify companies with a relatively high chance of a credit rating upgrade. With the collapse in demand and freezing up of credit markets that followed the Lehman's collapse late last year there has been an explosion in (corporate) credit rating downgrades in Asia over the last nine months. But the latest data suggest the number of downgrades may be subsiding. Given the thawing of credit markets and the (at least) stabilisation in demand in recent months, there are good reasons to believe this trend will continue and that credit rating upgrades may outpace downgrades in the period ahead.

## SPI update 4

300mm use may expand to analog — Warren Lau

Texas Instruments (TI) is looking to buy fab tools from a Qimonda fab, according to press reports. Bankrupt DRAM maker Qimonda has closed its 300mm wafer fab in Virginia, US, with its tools now for sale. In fact, Qimonda even had a booth to seek buyers at the recent SPE trade show, SemiconWest 2009, in the US. TI has built a fab shell in Richardson, Texas, with construction completed in 2006 without equipment installation.

## Weekly oil data – US 5

Gradually beginning to look less bad — Jan Stuart

After last week's excitement, this week's data seem a little pedestrian. Significantly, however, a few important short-term trends that were pushed into the background last week are again coming forward: Crude oil inventory should trend up through October. Last week's tiny reported crude oil stock build is most likely only the beginning of a correction of the prior week's huge 2% draw. Never mind that the latest reported marginal build was entirely driven by a 4% jump in Pacific Coast inventories.

## Macquarie Commodities Comment 6

Iron ore spot prices ease lower — Jim Lennon

We review recent trends in Chinese steel and iron ore prices. Base metals prices fell on Wednesday following a broad-based market correction and a stronger US dollar. Bulks prices were also down on Wednesday, with iron ore falling almost $4/t to $85.63/t CIF China, compared to peak prices of $105.50/t on 12 August (Platts 62% Fe index). Spot prices remain 20.5% above prevailing contract benchmarks.

## India Market performance 7

## Fresh Money Ideas

| Company | Rec | Target px (lcy) | Closing (lcy) | Upside/Downside (%) |
|---|---|---|---|---|
| Sterlite Industries (STLT IN) | OP | 804.00 | 680.60 | 18 |
| Tata Steel (TATA IN) | OP | 584.00 | 460.05 | 27 |
| Axis Bank (AXSB IN) | OP | 1,050.00 | 930.95 | 13 |
| GAIL India (GAIL IN) | OP | 424.00 | 330.80 | 28 |
| Suzlon Energy (SUEL IN) | UP | 79.00 | 93.60 | -16 |
| Zee Entertainment Enterprises Ltd (Z IN) | UP | 130.00 | 218.25 | -40 |
| Idea Cellular (IDEA IN) | UP | 45.00 | 80.35 | -44 |
| GMR Infrastructure (GMRI IN) | UP | 114.00 | 142.90 | -20 |
| Infrastructure Development Finance Company (IDFC IN) | UP | 111.00 | 131.35 | -15 |
| MTNL (MTNL IN) | UP | 51.00 | 95.55 | -47 |

OP = Outperform, UP = Underperform, N = Neutral
Source: Thomson Datastream, Macquarie Research estimates
Data as at 27/08/2009

INDIA

# Zee Entertainment

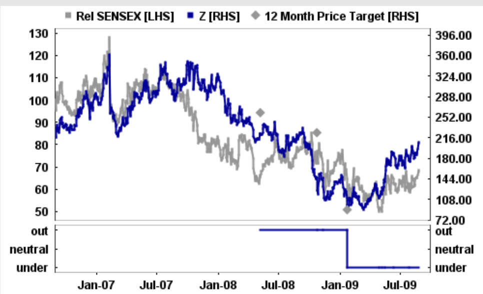
**27 August 2009**

| Z IN | | Underperform |
|---|---|---|
| Stock price as of 26 Aug 09 | Rs | 218.15 |
| 12-month target | Rs | 130.00 |
| Upside/downside | % | -40.4 |
| Valuation | Rs | 130.00 |
| - DCF (WACC 13.0%) | | |
| GICS sector | | media |
| Market cap | Rs m | 94,679 |
| 30-day avg turnover | US$m | 7.8 |
| Market cap | US$m | 1,942 |
| Number shares on issue | m | 434.0 |

### Investment fundamentals

| Year end 31 Mar | | 2009A | 2010E | 2011E | 2012E |
|---|---|---|---|---|---|
| Total revenue | m | 21,730 | 21,759 | 25,973 | 29,616 |
| EBITDA | m | 5,332 | 5,542 | 6,786 | 7,888 |
| EBITDA growth | % | -1.7 | 4.0 | 22.4 | 16.2 |
| Adjusted profit | m | 3,592 | 4,339 | 5,216 | 6,114 |
| EPS adj | Rs | 8.28 | 10.00 | 12.02 | 14.09 |
| EPS adj growth | % | -6.8 | 20.8 | 20.2 | 17.2 |
| PE adj | x | 26.4 | 21.8 | 18.2 | 15.5 |
| ROA | % | 11.4 | 10.5 | 11.9 | 12.5 |
| ROE | % | 11.7 | 12.5 | 13.7 | 14.5 |
| EV/EBITDA | x | 18.4 | 17.7 | 14.4 | 12.4 |
| Net debt/equity | % | 11.3 | 7.0 | 6.4 | 5.2 |
| Price/book | x | 2.9 | 2.6 | 2.4 | 2.1 |

### Z IN rel SENSEX performance, & rec history




Source: FactSet, Macquarie Research, August 2009 (all figures in INR unless noted)

**Analysts**

**Shubham Majumder**
9122 66533049 shubham.majumder@macquarie.com
**Nitin Mohta**
91 22 6653 3050 nitin.mohta@macquarie.com

## Take profit into the rally; rich valuation

### Event

- We analyse the trends in weekly viewership (GRP) for Hindi general entertainment channels (GEC), Hindi news channels and regional GECs for the week-ended 22 August. For detailed channel GRPs and viewership share across genres, please see Figures 1–10. Maintain Underperform on Zee Entertainment.

### Impact

- **No signs of respite in the sector's competitive intensity.** Competition amongst Hindi GECs continues to remain at an elevated level. In June, No. 4 player Sony Entertainment TV (Not listed) revamped its programming content to improve its weekly GRPs and challenge NDTV Imagine (previously No 4 player). Likewise, we think the fight for the top slot between Star Plus and Colors is unlikely to abate anytime soon. We do not foresee any let up in the heightened competitive intensity in the genre over next six months and see downside risks to our EBITDA forecast for ZEEL, if it were to increase its content costs to take on competition.
- **Structural shift in Hindi GEC market will hurt ZEEL the most.** We believe the Hindi GEC market has transformed from a two-player market (Star Plus and Zee TV) a year ago, to the current dynamics of three close players making up the market, resulting in significant loss of viewership share and ad revenue share for incumbents Zee TV and Star. We believe uplift in ad revenue for Colors will come at the cost of loss in ad revenue share for Zee TV.
- **10% hike in ad-rates not enough to offset pressure on ZEEL ad revenue.** ZEEL is expected to increase the ad rates for flagship channel, Zee TV by 10% for fresh deals from September onwards. In spite of that, we do not see any upside risk in our ad revenue estimates for ZEEL. We note that ZEEL posted 29% YoY decline in ad revenues in June 2009 quarter. We forecast YoY declines of 12% and 3% in 2Q and 3Q FY3/10E, respectively, due to the impact of poor monsoons in key food-producing states and increased competition.
- **Regional and news channels are better placed than Hindi GECs to benefit from the economic recovery in second half of FY3/10E.** GRPs for flagship channels of Zee News (ZEEN IN, Rs44, Neutral, TP: Rs40, -10%) – Zee News and Zee Marathi – have remained steady for the past six months.

### Earnings and target price revision

- No change.

### Price catalyst

- 12-month price target: Rs130.00 based on a DCF methodology.
- Catalyst: Loss of ad revenue share by flagship channel Zee TV to Colors.

### Action and recommendation

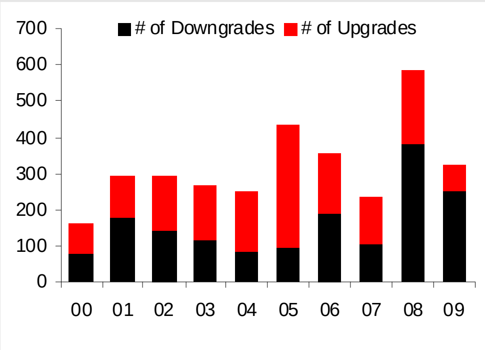
- **Reiterate Underperform on ZEEL, recommend investors buy DTH platform owners.** We are bearish on broadcasters and prefer DTH operators to play the secular growth story in DTH revenue. Within broadcasting, we prefer regional and news channels over Hindi GECs; hence, we prefer ZEEN vs ZEEL. The stock has now reached a 22x PER after a rally of 24% in the past month.

ASIA

# Asia strategy

**26 August 2009**

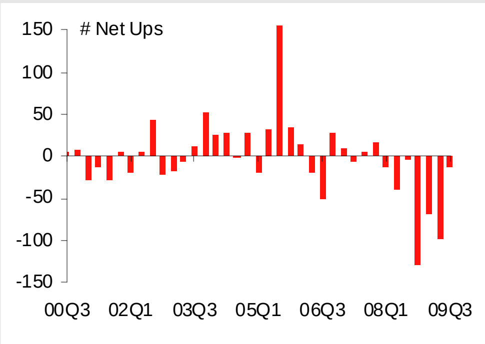
### S&P credit rating changes in Asia ex Japan




Note: Each company carries an individual credit rating in multiple areas such as long-term foreign debt, long-term local debt, outlook, financial strength etc, so 252 credit rating downgrades in 2009 does not equate to 252 companies being downgraded.

Source: S&P, Bloomberg, Macquarie Research, Aug 2009

### The number of net credit rating upgrade in Asia ex Japan




Source: S&P, Bloomberg, Macquarie Research, Aug 2009

## Targets for credit rating upgrades

### Event

- We identify companies with a relatively high chance of a credit rating upgrade.

### Outlook

- With the collapse in demand and freezing up of credit markets that followed the Lehman's collapse late last year there has been an explosion in (corporate) credit rating downgrades in Asia over the last nine months.
- But the latest data suggest the number of downgrades may be subsiding. Given the thawing of credit markets and the (at least) stabilisation in demand in recent months, there are good reasons to believe this trend will continue and that credit rating upgrades may outpace downgrades in the period ahead.
- Our back testing shows that companies with their credit rating upgraded tend to outperform in the period that follows. Of the 19 publicly listed companies that have been upgraded this year, 15 outperformed their country benchmark over the subsequent three months. Moreover, the outperformance was large, averaging 22.9ppt.
- To identify candidates for a potential upgrade we screened for companies within our coverage universe that have shown an improvement in three widely used measures of financial strength:
  - ⇒ Expected cash flow (ie CFO – Capex – Dividend) in the CF statement
  - ⇒ Interest coverage ratio (ie EBIT/Interest Expense) in the P&L statement
  - ⇒ Net debt-to-equity ratio in balance sheet
- The full list of stocks that have seen an improvement in all three of these metrics is shown in Figure 6 inside. The subset in the table below contains stocks that have seen the largest improvement in these three key financial metrics and that our analysts rate as Outperform or Neutral.

### Targets for credit rating upgrades

| | | | CF statement FY09 (CFO-Capex-Div) (US$m) | | | P&L statement FY09 (Interest Coverage) | | | Balance sheet FY09 (Net Debt/Eqty) (%) | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Code | Name | Market cap (US$m) | 6M ago | Now | Improved? | 6M ago | Now | Improved? | 6M ago | Now | Improved? |
| 1186 HK | CRCC | 18464 | -4610.1 | -3031.0 | Y | 6.5 | 6.6 | Y | 12.6 | -26.2 | Y |
| 688 HK | China Overseas Ld | 17576 | -656.1 | -112.3 | Y | 20.6 | 198 | Y | 59.8 | 34.0 | Y |
| 066570 KS | LG Electronics | 16532 | -385.1 | 466.3 | Y | 3.5 | 21.5 | Y | 21.3 | 0.9 | Y |
| 494 HK | Li & Fung | 13158 | -16.8 | 310.8 | Y | 10.5 | 12.9 | Y | 34.4 | 7.3 | Y |
| 1301 TT | Formosa Plastics | 11015 | 5.3 | 420.0 | Y | 2.1 | 6.6 | Y | 36.7 | 32.7 | Y |
| 034220 KS | LG Display | 10288 | -482.2 | -404.9 | Y | -1.6 | 11.9 | Y | 14.1 | 10.2 | Y |
| JSP IN | Jindal Steel & Pwr | 9842 | 458.6 | 556.1 | Y | 7.7 | 9.2 | Y | 78.9 | 69.1 | Y |
| 051910 KS | LG Chem | 9567 | 473.3 | 803.2 | Y | 9.4 | 32.9 | Y | 20.2 | -0.7 | Y |
| 489 HK | Dongfeng Motor | 9437 | 10.4 | 123.0 | Y | 12.5 | 15.0 | Y | -6.5 | -22.4 | Y |
| 2311 TT | ASE | 4169 | -182.6 | 249.4 | Y | -2.4 | 6.0 | Y | 58.5 | 36.1 | Y |
| 3231 TT | Wistron | 2731 | -45.4 | 196.5 | Y | 11.5 | 16.6 | Y | 40.1 | -29.1 | Y |

Source: Company data, Macquarie Research, August 2009

### Analyst

**Henry Hon**
852 3922 3593 henry.hon@macquarie.com
**Daniel McCormack, CFA**
852 3922 4073 daniel.mccormack@macquarie.com

ASIA

# SPI update

26 August 2009

*The SPI is a macro modelling analysis for the semiconductor industry that is pioneered by industry veteran Yoshihiro Shimada (yos@spi-analysis.com). Macquarie retains Mr Yoshiro Shimada of SPI Analysis as a consultant and collaborates with him to provide in-depth analysis on the chip industry.*

*Mr Shimada is not an employee of Macquarie. Any opinions expressed or implied by Mr Shimada are his own and do not necessarily reflect those of Macquarie Securities.*

## 300mm use may expand to analog

### Event

- Texas Instruments (TI) is looking to buy fab tools from a Qimonda fab, according to press reports.

### Impact

- Bankrupt DRAM maker Qimonda has closed its 300mm wafer fab in Virginia, US, with its tools now for sale. In fact, Qimonda even had a booth to seek buyers at the recent SPE trade show, SemiconWest 2009, in the US.
- TI has built a fab shell in Richardson, Texas, with construction completed in 2006 without equipment installation. Press reports hold that the fab was originally targeted for manufacturing advanced technology logic chips such as 45nm; it may now be re-directed to manufacturing of analog chips.
- While TI's bids for Qimonda tools have been filed with the US Bankruptcy Court for the District of Delaware, the company has not made clear where the tools are to be installed if its bids are successful.
- Such move is in line with our theme of monitor ratio, which holds that after the peak of monitor ratio (year 2007 for 300mm wafers), chip production with the largest wafer size becomes more and more efficient, enough to allow non-capital intensive chip products to be manufactured.
- On top of existing 300mm users in the memory, MPU and advanced logic/foundry space, a possible widening of 300mm use in a wider range of logic and analog would provide further demand growth for wafers, and eventually create demand for new tools as there are still not many 300mm fabs for sale.
- Such proliferation in the use of 300mm would be tied to the 1) acceleration in growth and 2) rise in monthly volatility, of chip unit shipments. Those are key new findings in our latest SPI Analysis report, eventually hinting at a rise in assembly-related activities and tool demand.

### Outlook

- We suspect there is a high likelihood of TI buying used Qimonda tools for its first analog production with 300mm wafers, for the following reasons:
  - ⇒ TI already has chip production outsourcing deals with foundries, and co-development of leading edge logic technologies is ongoing with TSMC.
  - ⇒ TI is increasing its emphasis on advanced and high volume analog chip products.
  - ⇒ Analog does not exactly require leading edge process technologies the way memories do, and making use of second-hand tools is nothing new in this segment of the chip industry.
- We will continue to monitor future developments of this 'project'.

**Analysts**
**Warren Lau**
852 3922 3592 warren.lau@macquarie.com
**Damian Thong**
81 3 3512 7877 damian.thong@macquarie.com
**Dohoon Lee**
822 3705 8641 dohoon.lee@macquarie.com

Macquarie Research
Commodities

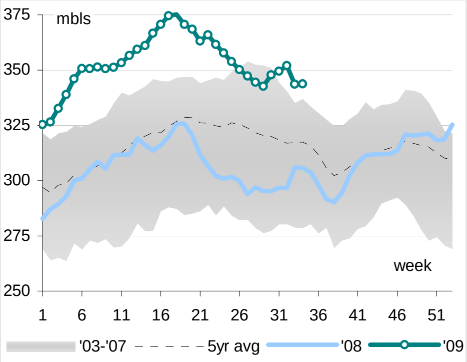
MACQUARIE

GLOBAL

# Weekly oil data – US

**26 August 2009**

### US crude oil inventory suddenly falls




Source: US Energy Information Agency, Macquarie Research, August 2009

### Key inventory data points

| | wk ends 21-Aug | Change wk/wk | Diff YoY | Diff 5yr avg |
|---|---|---|---|---|
| (mbls) | | | | |
| Crude oil | 343.8 | +0.1 | +38 | 17% |
| Gasoline | 208.1 | -1.7 | +13 | 9% |
| Mid-distillates | 162.4 | +0.8 | +30 | 50% |
| Total product | 761.8 | -3.3 | +74 | 19% |

Source: EIA, Macquarie Research, August 2009

### Key demand data points

| | Latest 4wk avg | % chg YoY | Latest one wk | % chg YoY |
|---|---|---|---|---|
| (mbls/d) | | | | |
| Oil Demand | 19.19 | -5.1% | 19.47 | -3.3% |
| Gasoline | 9.12 | -3.5% | 9.11 | -3.3% |
| Mid-distillates | 4.80 | -16.9% | 4.91 | -12.2% |
| Fuel oil | 0.50 | -15.0% | 0.73 | 53.2% |
| Oth. products | 4.77 | 8.5% | 4.73 | 1.6% |

Source: EIA, Macquarie Research, August 2009


**Analyst**
**Jan Stuart**
1 212 231 2485 jan.stuart@macquarie.com


# Gradually beginning to look less bad

## Relative weakness eases out of products toward crude oil

After last week's excitement, this week's data seem a little pedestrian. Significantly, however, a few important short-term trends that were pushed into the background last week are again coming forward:

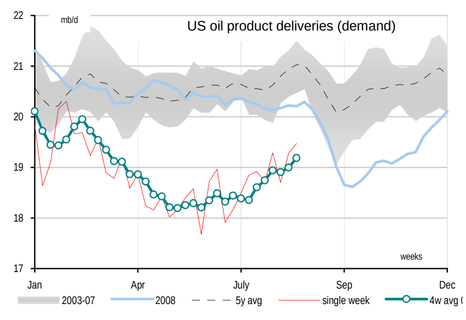
- Crude oil inventory should trend up through October. Last week's tiny reported crude oil stock build is most likely only the beginning of a correction of the prior week's huge 2% draw. Never mind that the latest reported marginal build was entirely driven by a 4% jump in Pacific Coast inventories.
- On balance we expect US crude oil stock to build because refiner intake is trending lower and should continue to trend lower through much of October, not only in the US but in Europe and key Asia-Pacific refining centers as well. Latest four-week average refining crude intake declined for the sixth week in a row. At 14.45 million barrels per day, it is already some 600kb/d below the peak of early July and more than 1mb/d below the five-year norm.
- Meanwhile, once-huge downstream product inventories are eroding contra-seasonally. Their surplus to seasonal norms of some 60 million barrels came down 27% from peak in only six weeks. These stocks are still ridiculously high, but at least they are finally falling. Last week's inventory of all oil products slipped 3 million barrels, and they are some 15mbls below their late-July peak.

None of this is bullish for oil markets yet, as all 'improvements' are only directional.

## Oil demand is bouncing off its 2Q floor, but fails to impress

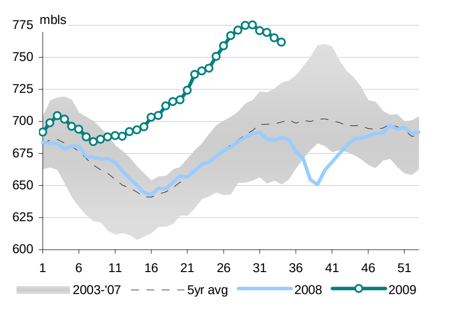
- US oil demand is reaching above 19 million barrels per day (when talking about four-week rolling averages), and that is the most bullish thing we can say about the latest numbers. For not only is the entire sequential uptick more or less seasonal, it also looks better YoY, because at this time last year US oil use was accelerating down. Most worryingly, however, all the growth comes from 'other products'. Demand data for the major products show no real strengthening at all.

### Oil demand bounces over 19mb/d




Source: EIA, Macquarie Research, August 2009

### Oil products inventory topped out




Source: EIA, Macquarie Research, August 2009

# Commodities Comment

## Iron ore spot prices ease lower

### Feature article

- We review recent trends in Chinese steel and iron ore prices.

### Latest news

- Base metals prices fell on Wednesday following a broad-based market correction and a stronger US dollar.
- Bulks prices were also down on Wednesday, with iron ore falling almost $4/t to $85.63/t CIF China, compared to peak prices of $105.50/t on 12 August (Platts 62% Fe index). Spot prices remain 20.5% above prevailing contract benchmarks. Thermal coal prices also fell for a third successive day, with Newcastle prices for September delivery falling below $70/t and 2010 prices falling to $74.20/t. European prices were also weak, with 2010 delivered European prices down $1.71 (2.0%) to $82.00/t. South African prices for September 2009 deliver closed at $65.00/t, down $0.45/t.
- US durable goods orders were up 4.9% MoM in July, the largest monthly increase since July 2007, and the third increase in the past four months following a 1.3% decline in June. New orders excluding transportation increased only 0.8%, with nondefense aircraft and parts orders surging 107.2%. Non-defence capital goods orders were up 8.6%, but orders excluding aircraft were actually down 0.3%.
- Japanese exports fell by a seasonally adjusted 1.3% MoM in July, the first decline in two months. Total exports were down 36.5% YoY. Exports to China were down 26.5% YoY, compared to a 23.7% YoY decline in June. Exports to the US were down 39.5% YoY, deteriorating further after the 37.6% YoY fall in June.
- Chalco says Chinese smelters, traders and warehouses hold as much as 600,000t of aluminium inventories, or two-and-a-half weeks' demand, as a result of over-production. Aluminium production in China was running at an annualised rate of 12.8mtpa through July, compared to a trough of 10.5mtpa in March and a peak of 14.3mtpa in June 2008. China's net imports of aluminium were running at an annualised rate of 1.5mtpa in July 2009, compared to net *exports* of 1.4mtpa in the peak production period of June 2008. Chalco President Luo Jianchuan said, "The biggest pressure for the aluminium industry is excessive capacity". Chairman Xiong Weiping added that "it would take three years to turn China's aluminium market from a surplus to a deficit."
- Japan imported 8.5mt of iron ore in July, 27.5% down YoY, but the highest rate of imports since January, according to preliminary trade statistics. Japan's pig iron production in July was down 23.4% YoY, while also registering the highest rate of production since January. Japan's average July import volume over the previous three years has been 11.2mt.
- Toyota plans to suspend one of its production lines at the Takaoka plant in Japan, reducing production by 220,000 units on an annualised basis. While Toyota's global production capacity may be up to 10m vehicles per year, it expects 2009 production to reach only 6.68m, down from 9.24m units produced in 2008.

## GLOBAL

**LME cash price**

| | US ¢/lb | % Change day on day |
|---|---|---|
| Aluminium | 83.1 | -1.8 |
| Copper | 284.7 | -0.4 |
| Lead | 92.2 | -0.5 |
| Nickel | 866.6 | -1.4 |
| Tin | 639.2 | -1.3 |
| Zinc | 82.4 | -0.2 |

**Other prices**

| | | % Change day on day |
|---|---|---|
| Gold ($/oz) | 940.50 | -1.1 |
| Silver ($/oz) | 14.32 | 1.5 |
| Platinum ($/oz) | 1240.00 | -0.2 |
| Palladium ($/oz) | 286.00 | -0.7 |
| Oil WTI | 71.24 | -1.6 |
| Cobalt (99.8%) | 19.50 | 0.0 |
| $US/€ exchange rate | 1.42 | -0.7 |
| US$/A$ exchange rate | 0.83 | -1.1 |

**LME/COMEX stocks**

| | Tonnes | Change |
|---|---|---|
| LME Aluminium | 4,617,975 | 1,475 |
| Nymex Aluminium | 1,603 | 0 |
| Nymex Al. Pieces | 39,646 | -665 |
| LME Copper | 296,400 | -200 |
| Comex Copper | 47,796 | 183 |
| Lead | 119,150 | 150 |
| Nickel | 110,190 | 210 |
| Tin | 19,650 | -25 |
| Zinc | 433,225 | -125 |

Source: LME, Comex, Nymex, SHFE, Metal Bulletin, Reuters, LBMA, Macquarie Research

**Jim Lennon**
44 20 3037 4271 jim.lennon@macquarie.com
**Max Layton**
44 20 3037 4273 max.layton@macquarie.com
**Isaac Feehely**
44 20 3037 4061 isaac.feehely@macquarie.com

27 August 2009

INDIA

# Market performance

**27 August 2009**

### Derivatives (open interest)

| (US$) | Last | % chg 1D | % chg YTD |
|---|---|---|---|
| Stock futures (25/08) | 5630.6 | 2.9 | 104.6 |
| Index futures (25/08) | 2862.1 | 0.0 | 44.6 |

### Market turnover

| | US$ m | % chg 1D |
|---|---|---|
| BSE turnover | 1,243 | 30.6 |
| NSE turnover | 3,989 | 9.1 |

### BSE (Top 5)

| Top Gainers | Last price | % chg 1D |
|---|---|---|
| Infosys | 2179.7 | 4.0 |
| Sterlite | 679.8 | 3.9 |
| TCS | 548.5 | 3.8 |
| Wipro | 557.0 | 2.4 |
| Tata Motors | 499.7 | 1.9 |

### BSE (Bottom 5)

| | | |
|---|---|---|
| HLL | 263.1 | -2.4 |
| HDFC Bank | 1460.6 | -1.8 |
| Hero Honda | 1499.0 | -1.1 |
| Maruti | 1405.3 | -0.9 |
| Hindalco | 107.1 | -0.8 |

Source: Bloomberg, Macquarie Research, August 2009

Trading/Dealing Line: + 91 22 6653 3200

US Toll Free: 1888 622 7862

## Market performance

| | Last | % chg 1D | % chg YTD |
|---|---|---|---|
| BSE Sensex | 15,770 | 0.5 | 63.5 |
| NSE NIFTY | 4,681 | 0.5 | 58.2 |
| CNX Mid-cap | 6,044 | 0.7 | 61.8 |
| S&P 500 | 1,028 | 0.2 | 13.8 |
| NASDAQ | 2,024 | 0.3 | 28.4 |
| FTSE 100 | 4,897 | -0.4 | 10.4 |
| NIKKEI - 225 | 10,640 | 1.4 | 20.1 |

Source: Bloomberg, Macquarie Research, August 2009

## Fixed income, currencies, commodities

| | Last | % chg 1D | % chg YTD |
|---|---|---|---|
| 10-year govt bond | 7.3 | -0.1 | 46.6 |
| Interbank rate | 3.2 | 0.0 | -50.8 |
| US$1 = Rs | 48.9 | -0.3 | -0.5 |
| Gold (US$/oz) | 946.4 | -0.2 | 9.3 |
| Crude (US$/bbl) | 70.9 | 0.3 | 69.8 |

Source: Bloomberg, Macquarie Research, August 2009

## ADR/GDR (US$)

| | Last price | % chg 1D | Prem/Disc |
|---|---|---|---|
| Wipro | 15.8 | 2.2 | 38.4 |
| Cognizant Technologies | 35.5 | 2.1 | NA |
| Satyam | 5.5 | 1.9 | 20.9 |
| Infosys | 43.1 | 1.7 | -3.3 |
| Reliance Industries (GDR) | 83.2 | 1.5 | -0.3 |
| ICICI Bank | 31.4 | 1.2 | 0.8 |
| Tata Motors | 12.0 | 0.9 | 17.2 |
| HDFC Bank | 99.2 | 0.6 | 10.7 |
| SBI (GDR) | 74.4 | 0.0 | 4.6 |
| MTNL | 3.9 | 0.0 | 0.8 |
| Dr Reddy | 16.4 | -0.7 | -2.8 |
| Rediff.com | 3.0 | -1.6 | NA |
| Satyam Infoway | 2.2 | -5.5 | NA |
| Ranbaxy (GDR) | 6.5 | -5.7 | -5.1 |

Source: Bloomberg, Macquarie Research, August 2009

## Daily net flows (US$m)

| | Date | Last | MTD | YTD |
|---|---|---|---|---|
| Foreign funds equity (Net) | 24/08/2009 | 17.3 | -81.0 | 7381.1 |
| Indian Mutual funds equity (Net) | 25/08/2009 | 8.6 | -97.2 | 793.1 |
| FII Net stock futures | 25/08/2009 | -31.9 | 350.7 | -1210.9 |
| FII Net index futures | 25/08/2009 | -31.9 | -217.6 | -1144.9 |

Source: Bloomberg, Macquarie Research, August 2009

## Important disclosures:

### Recommendation definitions

**Macquarie - Australia/New Zealand**
Outperform – return >5% in excess of benchmark return
Neutral – return within 5% of benchmark return
Underperform – return >5% below benchmark return

**Macquarie – Asia/Europe**
Outperform – expected return >+10%
Neutral – expected return from -10% to +10%
Underperform – expected return <-10%

**Macquarie First South - South Africa**
Outperform – expected return >+10%
Neutral – expected return from -10% to +10%
Underperform – expected return <-10%

**Macquarie - Canada**
Outperform – return >5% in excess of benchmark return
Neutral – return within 5% of benchmark return
Underperform – return >5% below benchmark return

**Macquarie - USA**
Outperform (Buy) – return >5% in excess of Russell 3000 index return
Neutral (Hold) – return within 5% of Russell 3000 index return
Underperform (Sell)– return >5% below Russell 3000 index return

**Recommendations** – 12 months

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

### Volatility index definition*

This is calculated from the volatility of historical price movements.

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

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

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

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

**Low** – stock should be expected to move up or down at least 15–25% in a year.
* Applicable to Australian/NZ/Canada stocks only

### Financial definitions

All "Adjusted" data items have had the following adjustments made:
Added back: goodwill amortisation, provision for catastrophe reserves, IFRS derivatives & hedging, IFRS impairments & IFRS interest expense
Excluded: non recurring items, asset revals, property revals, appraisal value uplift, preference dividends & minority interests

**EPS** = adjusted net profit / efpowa*
**ROA** = adjusted ebit / average total assets
**ROA Banks/Insurance** = adjusted net profit /average total assets
**ROE** = adjusted net profit / average shareholders funds
**Gross cashflow** = adjusted net profit + depreciation
*equivalent fully paid ordinary weighted average number of shares

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

### Recommendation proportions – For quarter ending 30 June 2009

| | AU/NZ | Asia | RSA | USA | CA | EUR | |
|---|---|---|---|---|---|---|---|
| Outperform | 40.38% | 48.53% | 40.00% | 44.02% | 57.42% | 40.20% | (for US coverage by MCUSA, 1.54% of stocks covered are corporate advisory clients) |
| Neutral | 39.25% | 17.08% | 45.00% | 37.45% | 32.90% | 39.21% | (for US coverage by MCUSA, 1.16% of stocks covered are corporate advisory clients) |
| Underperform | 20.38% | 34.40% | 15.00% | 18.53% | 9.68% | 20.59% | (for US coverage by MCUSA, 0.77% of stocks covered are corporate advisory clients) |

**Company Specific Disclosures:**

Important disclosure information regarding the subject companies covered in this report is available at www.macquarie.com/research/disclosures.

**Analyst Certification:**
The views expressed in this research accurately reflect the personal views of the analyst(s) about the subject securities or issuers and no part of the compensation of the analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations or views in this research. The analyst principally responsible for the preparation of this research receives compensation based on overall revenues of Macquarie Group Ltd ABN 94 122 169 279 (AFSL No. 318062 )(MGL) and its related entities (the Macquarie Group) and has taken reasonable care to achieve and maintain independence and objectivity in making any recommendations.

**General Disclaimers:**
Macquarie Securities (Australia) Ltd; Macquarie Capital (Europe) Ltd; Macquarie Capital Markets Canada Ltd; Macquarie Capital Markets North America Ltd; Macquarie Capital (USA) Inc; Macquarie Capital Securities Ltd; Macquarie Capital Securities (Singapore) Pte Ltd; Macquarie Securities (NZ) Ltd; and Macquarie First South Securities (Pty) Limited are not authorized deposit-taking institutions for the purposes of the Banking Act 1959 (Commonwealth of Australia), and their obligations do not represent deposits or other liabilities of Macquarie Bank Limited ABN 46 008 583 542 (MBL) or MGL. MBL does not guarantee or otherwise provide assurance in respect of the obligations of any of the above mentioned entities. MGL provides a guarantee to the Monetary Authority of Singapore in respect of the obligations and liabilities of Macquarie Capital Securities (Singapore) Pte Ltd for up to SGD 35 million. This research has been prepared for the general use of the wholesale clients of the Macquarie Group and must not be copied, either in whole or in part, or distributed to any other person. If you are not the intended recipient you must not use or disclose the information in this research in any way. If you received it in error, please tell us immediately by return e-mail and delete the document. We do not guarantee the integrity of any e-mails or attached files and are not responsible for any changes made to them by any other person. MGL has established and implemented a conflicts policy at group level (which may be revised and updated from time to time) (the "Conflicts Policy") pursuant to regulatory requirements (including the FSA Rules) which sets out how we must seek to identify and manage all material conflicts of interest. Nothing in this research shall be construed as a solicitation to buy or sell any security or product, or to engage in or refrain from engaging in any transaction. In preparing this research, we did not take into account your investment objectives, financial situation or particular needs. Before making an investment decision on the basis of this research, you need to consider, with or without the assistance of an adviser, whether the advice is appropriate in light of your particular investment needs, objectives and financial circumstances. There are risks involved in securities trading. The price of securities can and does fluctuate, and an individual security may even become valueless. International investors are reminded of the additional risks inherent in international investments, such as currency fluctuations and international stock market or economic conditions, which may adversely affect the value of the investment. This research is based on information obtained from sources believed to be reliable but we do not make any representation or warranty that it is accurate, complete or up to date. We accept no obligation to correct or update the information or opinions in it. Opinions expressed are subject to change without notice. No member of the Macquarie Group accepts any liability whatsoever for any direct, indirect, consequential or other loss arising from any use of this research and/or further communication in relation to this research. Clients should contact analysts at, and execute transactions through, a Macquarie Group entity in their home jurisdiction unless governing law permits otherwise.

**Country-Specific Disclaimers:**
**Canada:** In Canada, securities research is prepared, approved and distributed by Macquarie Capital Markets Canada Ltd, a participating organisation of the Toronto Stock Exchange, TSX Venture Exchange & Montréal Exchange. Macquarie Capital Markets North America Ltd., which is a registered broker-dealer and member of FINRA, accepts responsibility for the contents of reports issued by Macquarie Capital Markets Canada Ltd in the United States and to US persons and any person wishing to effect transactions in the securities described in the reports issued by Macquarie Capital Markets Canada Ltd should do so with Macquarie Capital Markets North America Ltd. Securities research is issued and distributed by Macquarie Securities (Australia) Ltd (AFSL No. 238947) in Australia, a participating organisation of the Australian Securities Exchange; Macquarie Securities (NZ) Ltd in New Zealand, a licensed sharebroker and New Zealand Exchange Firm. The Research Distribution Policy of Macquarie Capital Markets Canada Ltd is to allow all clients that are entitled to have equal access to our research. **United Kingdom**: In the United Kingdom, securities research is issued and distributed by Macquarie Capital (Europe) Ltd, which is authorised and regulated by the Financial Services Authority (No. 193905). **Hong Kong:** In Hong Kong, securities research is issued and distributed by Macquarie Capital Securities Ltd in Hong Kong, which is licensed and regulated by the Securities and Futures Commission. **Japan:** In Japan, securities research is issued and distributed by Macquarie Capital Securities (Japan) Limited in Japan, a member of the Tokyo Stock Exchange, Inc., Osaka Securities Exchange Co. Ltd, and Jasdaq Securities Exchange, Inc. (Financial Instruments Firm, Kanto Financial Bureau (kin-sho) No. 231, a member of Japan securities Dealers Association and Financial Futures Association of Japan). **South Africa:** In South Africa, securities research is issued and distributed by Macquarie First South Securities (Pty) Limited in South Africa, a member of the JSE Limited. **Singapore:** In Singapore, securities research is issued and distributed by Macquarie Capital Securities (Singapore) Pte Ltd (Company Registration Number: 198702912C), a Capital Markets Services license holder under the Securities and Futures Act to deal in securities and provide custodial services in Singapore. Pursuant to the Financial Advisers (Amendment) Regulations 2005, Macquarie Capital Securities (Singapore) Pte Ltd is exempt from complying with sections 25, 27 and 36 of the Financial Advisers Act. **United States:** In the United States, securities research is issued and distributed by Macquarie Capital (USA) Inc., which is a registered broker-dealer and member of FINRA. Macquarie Capital (USA) Inc, accepts responsibility for the content of each research report prepared by one of its non-US affiliates when the research report is distributed in the United States by Macquarie Capital (USA) Inc. Macquarie Capital (USA) Inc.'s affiliate's analysts are not registered as research analysts with FINRA, may not be associated persons of Macquarie Capital (USA) Inc., and therefore may not be subject to FINRA rule restrictions on communications with a subject

| | | | | | | |
|---|---|---|---|---|---|---|
| **Auckland** | **Bangkok** | **Calgary** | **Hong Kong** | **Jakarta** | **Johannesburg** | **Kuala Lumpur** |
| Tel: (649) 377 6433 | Tel: (662) 694 7999 | Tel: (1 403) 218 6650 | Tel: (852) 2823 3588 | Tel: (62 21) 515 1818 | Tel: (2711) 583 2000 | Tel: (60 3) 2059 8833 |
| **London** | **Manila** | **Melbourne** | **Montreal** | **Mumbai** | **Perth** | **Seoul** |
| Tel: (44 20) 3037 4400 | Tel: (63 2) 857 0888 | Tel: (613) 9635 8139 | Tel: (1 514) 925 2850 | Tel: (91 22) 6653 3000 | Tel: (618) 9224 0888 | Tel: (82 2) 3705 8500 |
| **Shanghai** | **Singapore** | **Sydney** | **Taipei** | **Tokyo** | **Toronto** | **New York** |
| Tel: (86 21) 6841 3355 | Tel: (65) 6231 1111 | Tel: (612) 8232 9555 | Tel: (886 2) 2734 7500 | Tel: (81 3) 3512 7900 | Tel: (1 416) 848 3500 | Tel: (1 212) 231 2500 |

# Asia Research

### Head of Equity Research

| | |
|---|---|
| Stephen O'Sullivan | (852) 3922 3566 |

### Automobiles/Auto Parts

| | |
|---|---|
| Kenneth Yap (Indonesia) | (6221) 515 7343 |
| Clive Wiggins (Japan) | (813) 3512 7856 |
| Dan Lucas (Japan) | (813) 3512 6050 |
| ES Kwak (Korea) | (822) 3705 8644 |
| Linda Huang (Taiwan) | (8862) 2734 7521 |

### Banks and Non-Bank Financials

| | |
|---|---|
| Ismael Pili (Asia) | (813) 3512 5979 |
| Nick Lord (Asia) | (852) 3922 4774 |
| Sarah Wu (China) | (852) 3922 4068 |
| Jemmy Huang (Hong Kong, Taiwan) | (8862) 2734 7530 |
| Seshadri Sen (India) | (9122) 6653 3053 |
| Ferry Wong (Indonesia) | (6221) 515 7335 |
| Chan Hwang (Korea) | (822) 3705 8643 |
| Michael Na (Korea) | (822) 2095 7222 |
| Chin Seng Tay (Malaysia, S'pore) | (65) 6231 2837 |
| Nadine Javellana (Philippines) | (632) 857 0890 |
| Matthew Smith (Taiwan) | (8862) 2734 7514 |
| Alastair Macdonald (Thailand) | (662) 694 7741 |

### Chemicals/Textiles

| | |
|---|---|
| Christina Lee (Hong Kong) | (852) 3922 3571 |
| Jal Irani (India) | (9122) 6653 3040 |
| Sunaina Dhanuka (Malaysia) | (603) 2059 8993 |

### Conglomerates

| | |
|---|---|
| Gary Pinge (Asia) | (852) 3922 3557 |
| Leah Jiang (China) | (8621) 2412 9020 |
| Kenneth Yap (Indonesia) | (6221) 515 7343 |

### Consumer

| | |
|---|---|
| Mohan Singh (Asia) | (852) 3922 1111 |
| Jessie Qian (China, Hong Kong) | (852) 3922 3568 |
| Unmesh Sharma (India) | (9122) 6653 3042 |
| Toby Williams (Japan) | (813) 3512 7392 |
| HongSuk Na (Korea) | (822) 3705 8678 |
| Edward Ong (Malaysia) | (603) 2059 8982 |
| Alex Pomento (Philippines) | (632) 857 0899 |
| Linda Huang (Taiwan) | (8862) 2734 7521 |

### Emerging Leaders

| | |
|---|---|
| Jake Lynch (Asia) | (8621) 2412 9007 |
| Minoru Tayama (Japan) | (813) 3512 6058 |
| Robert Burghart (Japan) | (813) 3512 7853 |

### Industrials

| | |
|---|---|
| Inderjeetsingh Bhatia (India) | (9122) 6653 3166 |
| Christopher Cintavey (Japan) | (813) 3512 7432 |
| Janet Lewis (Japan) | (813) 3512 7475 |
| Chang Han Joo (Korea) | (822) 3705 8511 |
| Sunaina Dhanuka (Malaysia) | (603) 2059 8993 |
| David Gambrill (Thailand) | (662) 694 7753 |

### Insurance

| | |
|---|---|
| Mark Kellock (Asia) | (852) 3922 3567 |
| Seshadri Sen (Asia) | (9122) 6653 3053 |
| Makarim Salman (Japan) | (813) 3512 7421 |

### Media

| | |
|---|---|
| Jessie Qian (China, Hong Kong) | (852) 3922 3568 |
| Shubham Majumder (India) | (9122) 6653 3049 |
| George Hogan (Japan) | (813) 3512 7851 |
| Prem Jearajasingam (Malaysia) | (603) 2059 8989 |
| Alex Pomento (Philippines) | (632) 857 0899 |

### Oil and Gas

| | |
|---|---|
| David Johnson (Asia) | (852) 3922 4691 |
| Christina Lee (Hong Kong) | (852) 3922 3571 |
| Jal Irani (India) | (9122) 6653 3040 |
| Polina Diyachkina (Japan) | (813) 3512 7886 |
| Edward Ong (Malaysia) | (603) 2059 8982 |
| Sunaina Dhanuka (Malaysia) | (603) 2059 8993 |

### Pharmaceuticals

| | |
|---|---|
| Christina Lee (Hong Kong) | (852) 3922 3571 |
| Abhishek Singhal (India) | (9122) 6653 3052 |
| Naomi Kumagai (Japan) | (813) 3512 7474 |

### Property

| | |
|---|---|
| Matt Nacard (Asia) | (852) 3922 4731 |
| Eva Lee (China, Hong Kong) | (852) 3922 3573 |
| Chris Cheng (China, Hong Kong) | (852) 3922 3581 |
| Unmesh Sharma (India) | (9122) 6653 3042 |
| Hiroshi Okubo (Japan) | (813) 3512 7433 |
| Chang Han Joo (Korea) | (822) 3705 8511 |
| Tuck Yin Soong (Singapore) | (65) 6231 2838 |
| Elaine Cheong (Singapore) | (65) 6231 2839 |
| Corinne Jian (Taiwan) | (8862) 2734 7522 |
| Patti Tomaitrichitr (Thailand) | (662) 694 7727 |

### Resources / Metals and Mining

| | |
|---|---|
| Andrew Dale (Asia) | (852) 3922 3587 |
| Xiao Li (China) | (852) 3922 4626 |
| YeeMan Chin (China) | (852) 3922 3562 |
| Christina Lee (Hong Kong) | (852) 3922 3571 |
| Rakesh Arora (India) | (9122) 6653 3054 |
| Adam Worthington (Indonesia) | (65) 6231 2981 |
| Polina Diyachkina (Japan) | (813) 3512 7886 |

### Technology

| | |
|---|---|
| Warren Lau (Asia) | (852) 3922 3592 |
| Dohoon Lee (Hong Kong) | (852) 3922 1119 |
| Patrick Yau (Hong Kong) | (852) 3922 1264 |
| Zona Chen (Hong Kong) | (852) 3922 3578 |
| Damian Thong (Japan) | (813) 3512 7877 |
| David Gibson (Japan) | (813) 3512 7880 |
| George Chang (Japan) | (813) 3512 7854 |
| Michiko Kakiya (Japan) | (813) 3512 7868 |
| Yukihiro Goto (Japan) | (813) 3512 5984 |
| Michael Bang (Korea) | (822) 3705 8659 |
| Chia-Lin Lu (Taiwan) | (8862) 2734 7526 |
| Daniel Chang (Taiwan) | (8862) 2734 7516 |
| James Chiu (Taiwan) | (8862) 2734 7517 |
| Nicholas Teo (Taiwan) | (8862) 2734 7523 |
| Stefan Chang (Taiwan) | (8862) 2734 7511 |

### Telecoms

| | |
|---|---|
| Tim Smart (Asia) | (852) 3922 3565 |
| Ramakrishna Maruvada (ASEAN) | (65) 6231 2842 |
| Bin Liu (China) | (852) 3922 3634 |
| Shubham Majumder (India) | (9122) 6653 3049 |
| Kenneth Yap (Indonesia) | (6221) 515 7343 |
| Nathan Ramler (Japan) | (813) 3512 7875 |
| Prem Jearajasingam (Malaysia) | (603) 2059 8989 |

### Transport & Infrastructure

| | |
|---|---|
| Anderson Chow (Asia) | (852) 3922 4773 |
| Jonathan Windham (Asia) | (852) 3922 5417 |
| Wei Sim (China, Hong Kong) | (852) 3922 3598 |
| Janet Lewis (Japan) | (813) 3512 7475 |
| Chang Han Joo (Korea) | (822) 3705 8511 |
| ES Kwak (Korea) | (822) 3705 8644 |
| Sunaina Dhanuka (Malaysia) | (603) 2059 8993 |

### Utilities

| | |
|---|---|
| Adam Worthington (Asia) | (65) 6231 2981 |
| Carol Cao (China, Hong Kong) | (852) 3922 4075 |
| Kakutoshi Ohori (Japan) | (813) 3512 7296 |
| Prem Jearajasingam (Malaysia) | (603) 2059 8989 |
| Alex Pomento (Philippines) | (632) 857 0899 |

### Commodities

| | |
|---|---|
| Jim Lennon | (4420) 3037 4271 |
| Max Layton | (4420) 3037 4273 |
| Bonnie Liu | (8621) 2412 9008 |
| Henry Liu | (8621) 2412 9005 |
| Rakesh Arora | (9122) 6653 3054 |

### Data Services

| | |
|---|---|
| Andrea Clohessy (Asia) | (852) 3922 4076 |
| Eric Yeung | (852) 3922 4077 |

### Economics

| | |
|---|---|
| Rajeev Malik (ASEAN, India) | (65) 6231 2841 |
| Richard Gibbs (Australia) | (612) 8232 3935 |
| Paul Cavey (China) | (852) 3922 3570 |
| Richard Jerram (Japan) | (813) 3512 7855 |

### Quantitative

| | |
|---|---|
| Martin Emery (Asia) | (852) 3922 3582 |
| Viking Kwok (Asia) | (852) 3922 4735 |
| George Platt (Australia) | (612) 8232 6539 |
| Tsumugi Akiba (Japan) | (813) 3512 7560 |
| Patrick Hansen (Japan) | (813) 3512 7876 |

### Strategy/Country

| | |
|---|---|
| Daniel McCormack (Asia) | (852) 3922 4073 |
| Desh Peramunetilleke (Asia) | (852)3922 3564 |
| Mahesh Kedia (Asia) | (852) 3922 3576 |
| Michael Kurtz (China) | (8621) 2412 9002 |
| Seshadri Sen (India) | (9122) 6653 3053 |
| Ferry Wong (Indonesia) | (6221) 515 7335 |
| David Gibson (Japan) | (813) 3512 7880 |
| Peter Eadon-Clarke (Japan) | (813) 3512 7850 |
| Chan Hwang (Korea) | (822) 3705 8643 |
| Prem Jearajasingam (Malaysia) | (603) 2059 8989 |
| Edward Ong (Malaysia) | (603) 2059 8982 |
| Alex Pomento (Philippines) | (632) 857 0899 |
| Tuck Yin Soong (ASEAN, Singapore) | (65) 6231 2838 |
| Daniel Chang (Taiwan) | (8862) 2734 7516 |
| Alastair Macdonald (Thailand) | (662) 694 7741 |

### Find our research at

| | |
|---|---|
| Macquarie: | www.macquarie.com.au/research |
| Thomson: | www.thomson.com/financial |
| Reuters: | www.knowledge.reuters.com |
| Bloomberg: | MAC GO |
| Factset: | http://www.factset.com/home.aspx |

Email macresearch@macquarie.com for access

# Sales

### Regional Heads of Sales

| | |
|---|---|
| Giles Heyring (ASEAN) | (65) 6231 2888 |
| Peter Slater (Boston) | (1 617) 598 2502 |
| Thomas Renz (Geneva) | (41) 22 818 7712 |
| Ajay Bhatia (India) | (9122) 6653 3200 |
| Andrew Mouat (India) | (9122) 6653 3200 |
| Stanley Dunda (Indonesia) | (6221) 515 1555 |
| Jason Lee (Malaysia) | (603) 2059 8888 |
| Gino C Rojas (Philippines) | (632) 857 0761 |
| Greg Norton-Kidd (New York) | (1 212) 231 2527 |
| Luke Sullivan (New York) | (1 212) 231 2507 |
| Scot Mackie (New York) | (1 212) 231 2848 |
| Sheila Schroeder (San Francisco) | (1 415) 835 1235 |
| John Sim (Singapore) | (65) 6231 2888 |

### Regional Heads of Sales cont'd

| | |
|---|---|
| Angus Kent (Thailand) | (662) 694 7601 |
| Michael Newman (Tokyo) | (813) 3512 7920 |
| Charles Nelson (UK/Europe) | (44) 20 3037 4832 |
| Rob Fabbro (UK/Europe) | (44) 20 3037 4865 |
| Nick Ainsworth (Generalist) | (852) 3922 2010 |

### Sales Trading

| | |
|---|---|
| Adam Zaki (Asia) | (852) 3922 2002 |
| Mike Keen (Europe) | (44) 20 3037 4905 |
| Mona Lee (Hong Kong) | (852) 3922 2085 |
| Brendan Rake (India) | (9122) 6653 3204 |
| Stanley Dunda (Indonesia) | (6221) 515 1555 |
| Mario Argyrides (Korea) | (822) 3705 8610 |

### Sales Trading cont'd

| | |
|---|---|
| Edward Robinson (London) | (44) 20 3037 4902 |
| Thomas Chin (Malaysia) | (603) 2059 8888 |
| Robert Risman (New York) | (1 212) 231 2555 |
| Matthew Ryan (Singapore) | (65) 6231 2888 |
| Isaac Huang (Taiwan) | (8862) 2734 7582 |
| Jon Omori (Tokyo) | (813) 3512 7838 |

### Alternative Strategies

| | |
|---|---|
| Convertibles - Roland Sharman | (852) 3922 2095 |
| Depository Receipts - Robert Ansell | (852)3922 2094 |
| Derivatives - Wayne Edelist | (852) 3922 2134 |
| Futures - Tim Smith | (852) 3922 2113 |
| Structured Products - Andrew Terlich | (852) 3922 2013 |