FOR PRIVATE CIRCULATION



August 14, 2007

Equity % Chg 1 Day 1 Mth 3 Mths 13 Aug 07 Indian Indices 15,017 Sensex 1.0 (1.7)7.5 0.9 (2.9) Niftv 4.374 5.8 Banking 7,828 0.7 (5.5)10.7 3.678 0.4 (0.2)Π (3.7)Healthcare 3,641 1.1 (5.4)(1.9)FMCG 1,932 1.5 3.6 6.6 6,967 0.7 (1.9) 6.7 PSU CNX Midcap 5,997 1.0 (3.4) 11.5 **World indices** Nasdaq 2,542 (0.1) (6.1) (0.2) Nikkei 16,800 0.2 (7.9) (5.0) Hangseng 21,891 0.5 (5.2) 4.4

Value traded (Rs cr)

| | 13 Aug 07 | % Chg - 1 Day |
|-------------|-----------|---------------|
| Cash BSE | 3,920.3 | (19.9) |
| Cash NSE | 8,257.9 | (26.8) |
| Derivatives | 31,627.6 | (35.3) |

Net inflows (Rs cr)

| 10 | Aug 07 | % Chg | MTD | YTD |
|-------------|--------|-------|---------|--------|
| FII | (408) | (207) | (2,334) | 40,571 |
| Mutual Fund | (170) | (475) | 398 | (519) |

FII open interest (Rs cr)

| | 10 Aug 07 | % chg |
|-------------------|-----------|-------|
| FII Index Futures | 16,648.1 | (1.1) |
| FII Index Options | 13,775.9 | (0.1) |
| FII Stock Futures | 28,608.9 | 0.9 |
| FII Stock Options | 207.6 | (2.1) |

Advances/Declines (BSE)

| 13 Aug 07 | A | B1 | B2 | Total % | Total |
|-----------|-----|-----------|-----------|---------|-------|
| Advances | 173 | 493 | 628 | 1,294 | 70 |
| Declines | 43 | 224 | 254 | 521 | 28 |
| Unchanged | 1 | 11 | 18 | 30 | 2 |

Commodity

| | | ٩ | ⁄₀ Chg | |
|--------------------------|--------|-------|---------|-------|
| 13 A | lug 07 | 1 Day | 1 Mth 3 | Mths |
| Crude (NYMEX) (US\$/BBL) | 71.6 | - | (3.1) | 14.7 |
| Gold (US\$/OZ) | 669.5 | (0.5) | 0.3 | (0.1) |
| Silver (US\$/OZ) | 12.8 | (0.5) | (1.9) | (2.8) |

| Debt/forex m | arket | | | |
|---------------------|--------|-------|-------|--------|
| 13 / | lug 07 | 1 Day | 1 Mth | 3 Mths |
| 10 yr G-Sec yield % | 7.96 | 7.96 | 7.92 | 8.18 |
| Re/US\$ | 40.63 | 40.62 | 40.42 | 40.87 |
| Sensex | | | | |



Source: Bloomberg

ECONOMY NEWS

- ❑ Centre for Monitoring Indian Economy has revised upwards India's growth forecast to 9% in the 2007/08 fiscal year from 8.5% earlier, citing robust services and industry. CMIE's forecast is higher than the central bank's estimate of 8.5%. (ET)
- The Budget allocation for higher and technical education in the country is set to treble in the 11th Five-Year Plan (2007-2012) with the Planning Commission expected to allocate over Rs.260 bn, compared to Rs.88.76 bn in the 10th Five-Year Plan. (BS)
- □ The Government is likely to incorporate the definition of indirect shareholding in the Companies Act to differentiate between actual shareholding and the economic interest of a foreign investor in a domestic company. (ET)
- Despite rising interest rates and appreciating rupee, capital investments by Indian companies in the current fiscal could exceed last year's level, according to a study by the RBI. (BL)

CORPORATE NEWS

- □ The Supreme Court has dismissed a petition filed by farmers and landowners in Haryana challenging the acquisition of land for a **Reliance Industries** SEZ. (ET)
- L&T has won two more design-and-build contracts from Delhi Metro Railway Corporation for the construction of the underground station at Saket (Delhi) and a tunnel as part of its Phase-II project. The orders are valued at Rs.2.03 bn. (BS)
- □ Wipro is in talks for software and technological support contract for an upcoming Boeing facility in India, an official has said. (FE)
- ONGC's proposed greenfield refinery at Kakinada in Andhra Pradesh, for which the company had marked an investment of about Rs.220 bn, has been found commercially unviable in a pre-feasibility report. (BS)
- ❑ Ashley Transport Services, a company promoted by Ashok Leyland and group companies, has entered into a strategic partnership agreement with Shriram Transport Finance Company. (BS)
- □ The board of directors of **Indian Hotels Company**, a Tata Group company that operates the Taj chain of hotels, has cleared a proposal to make a rights offer of two simultaneous but unlinked issues to shareholders. (BS)
- □ The **IFCI** board has put in place a more transparent procedure for inducting a strategic investor. The bidding process has been rejigged to address the issues raised at the board meeting held on August 4 by some of the directors. (ET)
- Hindustan Construction Company has been awarded a contract of Rs.4.15 bn by the Municipal Corporation of Brihanmumbai for construction of tunnel from Maroshi to Ruparel College, at Mumbai. (BS)
- Ohm Laboratories, set up under the strategic alliance between Ipca Laboratories and Ranbaxy Pharmaceuticals, has received USFDA approval to market Metformin Hydrochloride tablets, used for treating diabetes. (BL)
- Basant Kumar Birla's Kesoram Industries may be split into two to accommodate his daughter Manjushree Khaitan and his grandson Kumar Mangalam Birla, in the succession plan for the company. (BS)
- □ **Subex Azure** has said it has bagged contracts worth multi-million dollars from 10 new customers in the Middle-East and Africa. (ET)
- Tata Capital Ltd and Tata Investments would jointly pick up a 4.5% stake in Development Credit Bank for around Rs.850 mn, a bank official said. (BL)
- □ Cranes Software International Ltd has said it would seek shareholder approval to increase FII limit to 60% from 49%. (BL)

Source: ET = Economic Times, BS = Business Standard, FE = Financial Express, BL = Business Line, Tol: Times of India, BSE = Bombay Stock Exchange

Please see the disclaimer on the last page

FROM OUR RESEARCH TEAM

RESULT UPDATE

Dipen Shah dipen.shah@kotak.com +91 22 66341376

Saurabh Gurnurkar saurabh.gurnurkar@kotak.com +91 22 66341273

HCL TECHNOLOGIES LTD (HCLT)

PRICE : Rs.318 TARGET PRICE : Rs.377 RECOMMENDATION: BUY FY08E PE: 16x

Highlights

- HCL Tech's Q4FY07 operational results were in line with our expectations. Revenues grew 2% on a sequential basis with EBIT falling about 8% on a sequential basis, due to the rupee appreciation.
- However, Q4FY07 was the fourth successive quarter of more than 9% revenue growth in US dollar terms for HCLT, impressive in our opinion.
- PAT grew about 55% sequentially because of the higher-than-expected forex gains. HCLT benefited because of the increased hedges which it had at the end of the previous quarter leading to a forex gain of \$61 mn in Q4FY07.
- While the rupee appreciation and sub-prime issues in the US and Europe are concerns, the management has re-iterated that there will be continuing traction in large deals with no impact of slowdown in client spend or offshoring, as yet. The company added seven new large deals in the quarter.
- We expect revenues and EBIDTA to grow 26% and 25%, respectively in FY08. We expect EPS of Rs.19.8 in FY08 (on expanded equity and post Esop charge), flat as compared to FY07. This is because of the reduced other income expectation, increased equity capital and higher Esop amortization charge.
- At our price target of Rs.377, our FY08E earnings will be discounted by 19x, a discount to peers.
- An accelerated slowdown/recession in major user economies and a sharperthan-expected appreciation in the rupee v/s major currencies are the key risks to our call.

| 4QFY07 results | | | | | |
|-------------------|--------|--------|--------------|--------|-------|
| (Rs mn) | 3QFY07 | 4QFY07 | QoQ % | 4QFY06 | YoY % |
| Turnover | 15,771 | 16,120 | 2.2 | 12,539 | 28.6 |
| Expenditure | 12,104 | 12,646 | | 9,723 | |
| Operating Profit | 3,667 | 3,474 | -5.3 | 2,816 | 23.4 |
| Depreciation | 659 | 693 | | 562 | |
| Gross Profit | 3,008 | 2,781 | -7.5 | 2,254 | 23.4 |
| Other Income | 615 | 2,873 | | 56 | |
| PBT | 3,623 | 5,654 | 56.1 | 2,310 | 144.7 |
| Тах | 283 | 777 | | -23 | |
| PAT | 3,340 | 4,877 | 46.0 | 2,333 | 109.0 |
| Share of income | -20 | -7 | | 7 | |
| ESOP charge | 305 | 198 | | 0 | |
| Minority interest | 3 | 3 | | 8 | |
| Adj. PAT | 3,012 | 4,669 | 55.0 | 2,332 | 100.2 |
| Shares (mns) | 664 | 664 | | 647 | |
| EPS (Rs) * | 4.5 | 7.0 | | 3.6 | |
| OPM (%) | 23.3 | 21.6 | | 22.5 | |
| GPM (%) | 19.1 | 17.3 | | 18.0 | |
| NPM (%) | 21.2 | 30.3 | | 18.6 | |

Source : Company * - on diluted equity

Revenues

- Revenues grew 9.2% in US dollar terms on a sequential basis. Infrastructure management services revenues grew about 18% QoQ, even as core IT and BPO services witnessed a 7.6% and 8.5% QoQ rise, respectively.
- We note that this is the fourth successive quarter wherein revenues have grown at more than 9% in US dollar terms.
- The growth in INR terms was lower at about 2% mainly because of the rupee appreciation during the quarter.
- The overall volume growth, in our opinion, was at 6.6%, with average realizations improving about 1.7%. A different business mix and non-effort based revenues contributed about 1% to the revenue growth.
- The volume growth at 6.6% was in line with most other larger peers.
- The 6.3% volume growth in core IT services was brought about by the company's domain led focus. Revenues in aerospace, automotive and life sciences verticals grew at a faster pace.
- The company's focus on new areas like SOA and Middleware brought in 15 marquee accounts with the launch of two new products.
- The company added about 10% of the previous quarter's employee base indicating the extent of revenue visibility coming from the large deals signed by the company.
- Volumes in BPO grew 3.4% despite reduction in the number of employees QoQ (11252 v/s 12354 in previous quarter). The employee reduction did come as a surprise to us but was compensated by the increase in employee utilization, which was reflected in the volume growth.
- Average realizations were 1.8% higher for the business on a sequential basis. On the other hand, non-effort based pricing and a change in business mix improved the growth about 3.3%.
- The business added 13 new clients, four of which were in Ireland.
- Infrastructure management services continued to grow at a fast pace (11.2%) QoQ volume growth) on the back of increased demand from clients.
- The business has maintained an annual growth of 75% over the past three years.
- The company is focusing on an asset-light and services-intensive model and is also trying to adopt the device-based pricing model. These have led to an improvement in EBIT margins by about 330 bps on an annual basis.
- The multi-services outsourcing and the Blue Ocean strategy of HCLT continued to bring in additional business from existing clients, which can be seen from the QoQ growth in Top 20 clients.
- While the rupee revenue growth looks muted, we believe the Top 20 clients have grown at a much faster pace in US dollar terms.

| Geographical breakup of revenues | | Client concer | ntration (% of INR reven | ues) | | |
|----------------------------------|--------|----------------------|--------------------------|--------|--------|----------------|
| (%) | 4QFY07 | 3QFY07 | | 4QFY07 | 3QFY07 | QoQ (%) |
| USA | 54.20 | 54.30 | Top 5 | 28.40 | 29.20 | -1.00 |
| Europe | 30.50 | 30.20 | Top 10 | 38.20 | 38.50 | 1.00 |
| Asia Pacific | 15.30 | 15.50 | Тор 20 | 51.10 | 50.90 | 3.00 |

Source : company

Source : company

- The company indicated that the six large deals already acquired by the company are progressing along expected lines with margins in these deals being better than the company average.
- Further maturing of these deals may lead to further margin improvement. The company has won a further seven large deals in Q4FY07.
- As a part of its de-risking strategy, the company is focusing increasingly on the Australia-New Zealand geography. During the quarter, the company won a large deal from Fonterra, New Zealand's largest company.

Margins fall, in line with expectations

- EBIDTA margins fell in all three business lines mainly because of the rupee appreciation. Overall, EBIDTA margins fell about 170 bps on a sequential basis.
- The rupee appreciation impacted margins by 300 bps while consistent investments in sales and marketing impacted margins by about 61 bps.
- HCLT managed to restrict the impact on margins mainly by improving realizations (143 bps) and capacity utilization (55 bps).
- We believe the company has further levers for protecting margins, including better utilization, further leverage on SG&A expenses and potential improvement in margins in large deals.

Other income - significant forex hedging

- The company reported a higher-than-expected other income as it earned about \$61 mn forex gains and had higher treasury income. Returns on treasury assets grew from 7.7% to 8.6% in Q4FY07.
- Out of the forex gain, about \$50 mn came from marking-to-market forward hedges.
- The company has significantly increased its forex hedges (\$1.16 bn as at FY07 end v/s \$900 mn at Q3FY07 end) and this is expected to provide cushion to the company in the event of sustained appreciation in rupee v/s US dollar.

Esop write-off, equity dilution

- HCLT has not provided for the charge relating to the Esops to the tune of Rs.198 mn in Q4FY07. We have arrived at our projections after considering the charge wef Q3FY07.
- As on date, the company has about 49 mn options outstanding and which will be exercised over the next four years.
- According to the management, the charge in FY08 is expected to be about \$24 mn and we have assumed the same in our projections.
- We have also assumed a 2% dilution in equity in FY08, due to Esop conversion in that fiscal.

| Future prospects | | | | | |
|-------------------|--------|--------|-------|--------|-------|
| (Rs mn) | FY06 | FY07 | % chg | FY08E | % chg |
| Turnover | 43,938 | 60,338 | 37.3 | 76,006 | 26.0 |
| Expenditure | 34,159 | 46,967 | | 59,355 | |
| EBIDTA | 9,779 | 13,371 | 36.7 | 16,651 | 24.5 |
| Depreciation | 2,033 | 2,531 | | 3,068 | |
| EBIT | 7,746 | 10,840 | 39.9 | 13,583 | 25.3 |
| Other Income | 579 | 4,259 | | 2,360 | |
| PBT | 8,325 | 15,099 | 81.4 | 15,943 | 5.6 |
| Тах | 626 | 1487 | | 1,567 | |
| Adj. PAT | 7,698 | 13,612 | 76.8 | 14,376 | 5.6 |
| Share of income | -6 | -46 | | -10 | |
| ESOP charge | 0 | 503 | | 946 | |
| Minority interest | 25 | 18 | | 20 | |
| PAT | 7,667 | 13,045 | 70.1 | 13,400 | 2.7 |
| Shares (mns) | 647 | 664 | | 677 | |
| EPS (Rs) * | 11.6 | 19.7 | | 19.8 | |
| EBIDTA (%) | 22.3 | 22.2 | | 21.9 | |
| EBIT (%) | 17.6 | 18.0 | | 17.9 | |
| PAT (%) | 17.5 | 22.6 | | 18.9 | |

Source : Company, Kotak PCG * - Based on diluted equity

- We have made suitable changes in our earnings estimates to take into account the Q4FY07 results and the changed rupee scenario.
- We have now assumed the average rupee-dollar exchange rate at 40.25 per US dollar by FY08 end.
- We expect revenues and profits to grow at 26% and 25%, respectively in FY08.
- While EBIDTA margins are expected to come down marginally, a lower other income component and a higher Esop charge are expected to impact profit growth in FY08.
- We expect the company to report an EPS of Rs.19.8 in FY08. This is after assuming a further 2% equity dilution in FY08.

Valuations

- We have accorded a discount to HCLT as compared to larger peers because of relatively lower margins.
- After according a relatively lower P/E multiple of 19x to our FY08E EPS, we arrive at a price target of Rs.377 for HCLT and maintain a **BUY** on the stock.

Concerns

- An accelerated slowdown/recession in major user economies may impact our projections.
- The rupee has appreciated to 40.50 against the US dollar. This is higher than our assumed levels for FY08. A sharp acceleration from current levels may impact our earnings estimates for the company.

We maintain BUY on HCL Technologies with a price target of Rs.377

Bulk deals

| nkit Metal Isia Cerc In Isia Cerc In Isia Cerc In Isia Cerc In Isia Cerc Ind | Name of client Anand Yogesh Shares and Cons Sunidhi Securities and Finance Crossland Investment Ridhima Holdings Latin Manharlal Sec Pvt Ltd | Buy/ Sell B B S | Quantity of shares 300,000 50,000 | Avg. Price (Rs) 53.49 187.51 |
|---|---|---|---|---|
| sia Cerc In sia Cerc In xon Infotec CC Fuba Ind | Sunidhi Securities and Finance Crossland Investment Ridhima Holdings | B S | 50,000 | |
| sia Cerc In xon Infotec SCC Fuba Ind | Crossland Investment Ridhima Holdings | S | - | 197 51 |
| xon Infotec ICC Fuba Ind | Ridhima Holdings | - | FC 000 | 107.51 |
| SCC Fuba Ind | 5 | | 50,000 | 187.51 |
| | Latin Manharlal Sec Pvt Ltd | В | 4,000 | 598.65 |
| Sirla Cap | | В | 66,000 | 33.67 |
| | Pradeep Bhat | В | 60,492 | 4.63 |
| Cerebra Int | Chetan Dogra | S | 81,000 | 11.42 |
| Crazy Infote | Prakash Surajmal Shah | S | 30,245 | 195.60 |
| azzel Confi | Noratmal Nitinkumar Nabera HUF | S | 19,800 | 5.33 |
|)iana Tea Co | Sudesh Jain | В | 195,445 | 26.69 |
|)iana Tea Co | Srei Infrastructure Finance | S | 325,000 | 25.43 |
| olat Inv Lt | Purvag Commodities and Derivatives | В | 8,000,000 | 6.82 |
| olat Inv Lt | Dolat Merchant Banking and Fin | S | 8,000,000 | 6.82 |
| ynamic Indu | Ankit Rajendra Sanchaniya | В | 61,000 | 50.05 |
| Semstone Inv | Bhavesh Prakash Pabari | В | 29,100 | 27.82 |
| nnocorp L | Sheetal Rajesh Jain | S | 50,000 | 42.66 |
| ic Metaliks | Technopoint Mercantile Co | S | - | 70.15 |
| | | В | 21,785 | 39.97 |
| 1ah Ind Leas | Tahilram Gurnamal Lalwani | S | 17,967 | 39.95 |
| lang Che Fer | Goldman Sachs Investmts Mauritius | В | 1,000,000 | 33.95 |
| 1ascon Globa | Maruti Securities Ltd | S | 1,843,566 | 13.67 |
| lu-Tech Corp | Latin Manharlal Sec Pvt Ltd | S | | 3.29 |
| • | Nirmal N Kotecha | S | - | 524.30 |
| enland Ltd | Highend Mercantile Private Limited | В | 1,465,360 | 431.10 |
| enland Ltd | Piramal Enterprises Executive Trust | S | 1,465,360 | 431.10 |
| rithvi Info | Beejay Investment and Fin Cons | В | 115,000 | 306.77 |
| roto Infosy | Lilac Farms Private Limited | S | 192,651 | 3.52 |
| ap Media | Mavi Investment Fund Ltd | S | 70,000 | 368.84 |
| lichiric Agr | Lata Nirmal Jain | S | 25,500 | 6.03 |
| lishi Lase C | Amita Ravi Sheth | S | 68,160 | 64.22 |
| ihah Alloy L | Rajendra Kumar Jain | В | 100,000 | 62.00 |
| hah Alloy L | Jitendra Mehta | В | 135,000 | 62.00 |
| | | S | 475,000 | 62.03 |
| peciality | Setu Securities Pvt.Ltd. | В | 33,009 | 60.72 |
| peciality | Jignesh Lakhamshi Shah | S | 27,300 | 58.43 |
| peciality | Setu Securities Pvt.Ltd. | S | 20,009 | 60.75 |
| pectra Indu | Vishu Enterprise | S | 40,300 | 23.25 |
| ujana Metal | Bsma Limited | S | 395,555 | 35.43 |
| • | Ravinder Reddy Nandi | S | 59,434 | 38.04 |
| | | | 172,545 | 171.01 |
| - | | В | 55,000 | 21.42 |
| - | | S | 55,000 | 21.46 |
| • | Kirit Shantilal Gandhi | S | 120,000 | 11.03 |
| | Bakliwal Financial Ser I Pvt Ltd | В | 250,000 | 12.77 |
| | iana Tea Co iana Tea Co olat Inv Lt olat Inv Lt ynamic Indu emstone Inv inocorp L ic Metaliks lah Ind Leas lah Ind Leas lang Che Fer lascon Globa u-Tech Corp rbitco enland Ltd enland Ltd enland Ltd enland Ltd rithvi Info roto Infosy ap Media ichiric Agr ishi Lase C hah Alloy L hah Alloy L hah Alloy L hah Alloy L peciality pecint | iana Tea CoSudesh Jainiana Tea CoSrei Infrastructure Financeolat Inv LtPurvag Commodities and Derivativesolat Inv LtDolat Merchant Banking and Finynamic InduAnkit Rajendra Sanchaniyaemstone InvBhavesh Prakash Pabarinnocorp LSheetal Rajesh Jainic MetaliksTechnopoint Mercantile Colah Ind LeasPradeep Bhatlah Ind LeasTahilram Gurnamal Lalwanilang Che FerGoldman Sachs Investmts Mauritiuslascon GlobaMaruti Securities Ltdu-Tech CorpLatin Manharlal Sec Pvt LtdrbitcoNirmal N Kotechaenland LtdPiramal Enterprises Executive Trustrithvi InfoBeejay Investment and Fin Consroto InfosyLilac Farms Private Limitedap MediaMavi Investment Fund Ltdichiric AgrLata Nirmal Jainishi Lase CAmita Ravi Shethhah Alloy LRajendra Kumar Jainhah Alloy LJitendra Mehtahah Alloy LJitendra Mehtahah Alloy LJitendra Mehtahah Alloy LJignesh Lakhamshi ShahpecialitySetu Securities Pvt.Ltd.pecialityJignesh Lakhamshi ShahpecialityJignesh Lakhamshi ShahpecialitySetu Securities Pvt.Ltd.pectra InduVishu Enterpriseujana MetalBsma Limiteduryala SpinRavinder Reddy Nandianej Aero APasha Finance Pvt Ltdripex OverJayshree H Mehtaripex Over | iana Tea CoSudesh JainBiana Tea CoSrei Infrastructure FinanceSolat Inv LtPurvag Commodities and Derivatives Bolat Inv LtDolat Merchant Banking and FinSynamic InduAnkit Rajendra SanchaniyaBemstone InvBhavesh Prakash PabariBnocorp LSheetal Rajesh JainSic MetaliksTechnopoint Mercantile CoSlah Ind LeasPradeep BhatBlah Ind LeasTahilram Gurnamal LalwaniSlang Che FerGoldman Sachs Investmts MauritiusBlascon GlobaMaruti Securities LtdSu-Tech CorpLatin Manharlal Sec Pvt LtdSu-Tech CorpLatin Manharlal Sec Pvt LtdSenland LtdHighend Mercantile Private LimitedBenland LtdHighend Mercantile Private LimitedSap MediaMavi Investment Fund LtdSap MediaMavi Investment Fund LtdSap MediaMavi ShethShah Alloy LAgiendra Kumar JainBhah Alloy LJitendra MehtaBhah Alloy LJignesh Lakhamshi ShahSpecialitySetu Securities Pvt.Ltd.SpecialitySetu Securities Pvt.Ltd.Suryala SpinRavinder Reddy NandiSanayth etalBsma LimitedSuryala SpinRavinder Reddy NandiSanasth TextKirit Shantilal GandhiSuryala SpinBakliwal Finance Pvt LtdB <td>iana Tea CoSudesh JainB195,445iana Tea CoSrei Infrastructure FinanceS325,000olat Inv LtPurvag Commodities and Derivatives B8,000,000olat Inv LtDolat Merchant Banking and FinS8,000,000ynamic InduAnkit Rajendra SanchaniyaB61,000emstone InvBhavesh Prakash PabariB29,100nocorp LSheetal Rajesh JainS50,000ic MetaliksTechnopoint Mercantile CoS28,805lah Ind LeasPradeep BhatB21,785lah Ind LeasTahilram Gurnamal LalwaniS17,967lang Che FerGoldman Sachs Investmts MauritiusB1,000,000lascon GlobaMaruti Securities LtdS370,001rbitcoNirmal N KotechaS200,010enland LtdHighend Mercantile Private LimitedB1,465,360enland LtdPiramal Enterprises Executive TrustS1,465,360rithvi InfoBeejay Investment and Fin ConsB115,000ortofosyLilac Farms Private LimitedS192,651ap MediaMavi Investment Fund LtdS70,000ichiric AgrLata Nirmal JainS25,500ishi Lase CAmita Ravi ShethS68,160hah Alloy LRajendra Kumar JainB100,000hah Alloy LMorgan Stanley DW MauS27,300pecialitySetu Securities Pvt.Ltd.S20,009pecialityJignesh Lakhamshi</td> | iana Tea CoSudesh JainB195,445iana Tea CoSrei Infrastructure FinanceS325,000olat Inv LtPurvag Commodities and Derivatives B8,000,000olat Inv LtDolat Merchant Banking and FinS8,000,000ynamic InduAnkit Rajendra SanchaniyaB61,000emstone InvBhavesh Prakash PabariB29,100nocorp LSheetal Rajesh JainS50,000ic MetaliksTechnopoint Mercantile CoS28,805lah Ind LeasPradeep BhatB21,785lah Ind LeasTahilram Gurnamal LalwaniS17,967lang Che FerGoldman Sachs Investmts MauritiusB1,000,000lascon GlobaMaruti Securities LtdS370,001rbitcoNirmal N KotechaS200,010enland LtdHighend Mercantile Private LimitedB1,465,360enland LtdPiramal Enterprises Executive TrustS1,465,360rithvi InfoBeejay Investment and Fin ConsB115,000ortofosyLilac Farms Private LimitedS192,651ap MediaMavi Investment Fund LtdS70,000ichiric AgrLata Nirmal JainS25,500ishi Lase CAmita Ravi ShethS68,160hah Alloy LRajendra Kumar JainB100,000hah Alloy LMorgan Stanley DW MauS27,300pecialitySetu Securities Pvt.Ltd.S20,009pecialityJignesh Lakhamshi |

Source: BSE

Gainers & Losers

| Nifty Gainers & | Losers | | | |
|--------------------|------------|----------|--------------|-------------|
| | Price (Rs) | % change | Index points | Volume (mn) |
| Gainers | | | | |
| Reliance Ind | 1,829 | 1.1 | 5.4 | 1.6 |
| Bharti Airtel | 852 | 1.6 | 4.8 | 0.5 |
| Hindustan Unilever | 204 | 4.1 | 3.4 | 1.3 |
| Losers | | | | |
| TCS | 1,135 | (0.9) | (1.9) | 0.3 |
| Infosys Tech | 1,950 | (0.5) | (1.1) | 0.8 |
| Satyam Comp | 477 | (0.6) | (0.4) | 1.0 |

Source: Bloombera

Forthcoming events

COMPANY/MARKET

| Date | Event |
|--------|---|
| 14-Aug | Omnitech InfoSolutions listinig on BSE & NSE |
| 16-Aug | IVR Prime Urban Developers listing on BSE & NSE |
| 23-Aug | HCL Infosystems to announce earnings and final dividend |
| 24-Aug | Cipla holds annual shareholderd meetinig |
| 29-Aug | Tata Steel holds annual shareholders meeting |

Source: Bloombera

| Name | Sector | Tel No | E-mail id |
|--|--|---|---|
| Dipen Shah Sanjeev Zarbade Teena Virmani Awadhesh Garg Apurva Doshi Saurabh Gurnurkar Vinay Goenka Saday Sinha Lokendra Kumar Rohit Ledwani | IT, Media, Telecom Capital Goods, Engineering Construction, Cement, Mid Cap Pharmaceuticals Logistics, Textiles, Mid Cap IT, Media, Telecom Auto, Auto Ancillary, Sugar Banking, Economy Oil & Gas Retail | $\begin{array}{c} +91 & 22 & 6634 & 1376 \\ +91 & 22 & 6634 & 1258 \\ +91 & 22 & 6634 & 1258 \\ +91 & 22 & 6634 & 1237 \\ +91 & 22 & 6634 & 1366 \\ +91 & 22 & 6634 & 1273 \\ +91 & 22 & 6634 & 1273 \\ +91 & 22 & 6634 & 1291 \\ +91 & 22 & 6634 & 1540 \\ +91 & 22 & 6634 & 1540 \end{array}$ | dipen.shah@kotak.com sanjeev.zarbade@kotak.com teena.virmani@kotak.com awadhesh.garg@kotak.com doshi.apurva@kotak.com saurabh.gurnurkar@kotak.com vinay.goenka@kotak.com saday.sinha@kotak.com lokendra.kumar@kotak.com |
| Shrikant Chouhan Kaustav Ray K. Kathirvelu | Technical analyst Editor Production | +91 22 6634 1439 +91 22 6634 1223 +91 22 6634 1557 | shrikant.chouhan@kotak.com kaustav.ray@kotak.com k.kathirvelu@kotak.com |

Disclaimer

This document is not for public distribution and has been furnished to you solely for your information and must not be reproduced or redistributed to any other person. Persons into whose possession this document may come are required to observe these restrictions

This material is for the personal information of the authorized recipient, and we are not soliciting any action based upon it. This report is not to be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. It is for the general information of clients of Kotak Securities Ltd. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients.

We have reviewed the report, and in so far as it includes current or historical information, it is believed to be reliable though its accuracy or completeness cannot be guaranteed. Neither Kotak Securities Limited, nor any person connected with it, accepts any liability arising from the use of this document. The recipients of this material should rely on their own investigations and take their own professional advice. Price and value of the investments referred to in this material may go up or down. Past performance is not a guide for future performance. Certain transactions -including those involving futures, options and other derivatives as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centers on studying charts of a stock's price movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

Opinions expressed are our current opinions as of the date appearing on this material only. While we endeavor to update on a reasonable basis the information discussed in this material, there may be regulatory, compliance, or other reasons that prevent us from doing so. Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice. Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

Kotak Securities Limited has two independent equity research groups: Institutional Equities and Private Client Group. This report has been prepared by the Private Client Group. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, target price of the Institutional Equities Research Group of Kotak Securities Limited.

We and our affiliates, officers, directors, and employees world wide may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of company (ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential conflict of interest with respect to any recommendation and related information and opinions.

The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

No part of this material may be duplicated in any form and/or redistributed without Kotak Securities' prior written consent.