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## **Sector: Power Utilities**

# What Happened Last Quarter

# **Reliance Energy Ltd.** (RELE.IN/RLEN.BO)

**Outperform** (CMP: Rs. 513.8, Mkt. Cap: Rs. 117.4 bn, US\$ 2.86 bn, (May 10, '07) Relevant Index: S&P CNX Nifty 4060, (May 10, '07)

Continuing to capitalise on opportunities in the power sector...

EPC division poised to become major revenue driver...

Last Report's recommendation: Outperform (OP: 502.45, Jan 25, 2007) Relevant Index: CNX Nifty: (4147.7, Jan 25, 2007) Relative performance since last rating change (Nov 3, 2006): CNX Nifty: Up 7.09%, REL Up 7.43%)

## May 10, 2007

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IMPORTANT DISCLOSURES CAN BE FOUND AT THE END OF THIS REPORT.

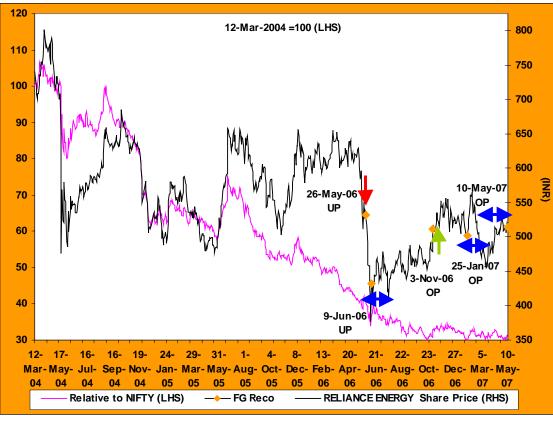
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# Price and Rating History Chart

Ratings Key									
	B = Buy	BD = Buy at Declines	OP = Outperform						
Positive Ratings	S-OP = Sector Outperform	M-OP = Market Outperform	MO-OP = Moderate Outperform						
Neutral Ratings	H = Hold	MP = Market Perform	SP = Sector Perform						
Negative Ratings	S = Sell	SS = Sell into Strength	UP = Underperform						
	A = Avoid	MO-UP = Moderate Underperform	S-UP = Sector Underperform						
ST: Sho	ort Term	MT: Medium Term	LT: Long Term						

### Reliance Energy Ltd. (RELE.IN/RLEN.BO)



Represents an Upgrade Represents a Downgrade Represents Reiteration of Existing Rating

Details of First Global's Rating System given at the end of the report





# **Financial Snapshot**

	Key Financials				
(YE March 31st) (Rs. mn)	2004	2005	2006	2007E*	2008E
Total Revenue	35,109	41,588	39,762	57,104	59 <i>,</i> 295
Revenue Growth (Y-o-Y)	-9.7%	18.5%	-4.4%	43.6%	3.8%
EBIDTA	8,177	6,152	6,265	4,538	6,760
EBIDTA Growth (Y-o-Y)	-48.4%	-24.8%	1.8%	-27.6%	49.0%
Net Profit	5,384	4,746	5,437	8,019	9,356
Net Profit Growth (Y-o-Y)	-59.8%	-11.8%	14.5%	47.5%	16.7%
Shareholders Equity	51,110	57,719	77,850	87,938	<b>93,375</b>
Number of Diluted shares(mn)	175	186	221	229	229
· · ·	ey Operating Ratio	s			
(YE March 31st)	2004	2005	2006	2007E	2008E
EPS (Rs) (Diluted)	31.66	28.94	25.02	35.08	40.81
EPS Growth (Y-o-Y)	-67.5%	-8.6%	-13.6%	40.2%	16.7%
CEPS (Rs.)	49.9	47.6	40.8	45.6	51.1
EBIDTA (%)	23.3%	14.8%	15.8%	7.9%	11.4%
NPM (%)	15.3%	11.4%	13.7%	<b>14.0</b> %	15.8%
RoE (%)	15.8%	11.3%	9.1%	10.5%	11.1%
RoCE (%)	11.3%	7.8%	5.8%	7.9%	8.2%
Book Value per share (Rs.)	248.7	270.4	331.2	351.8	375.6
Debt/Equity (x)	0.47	0.75	0.61	0.56	0.55
Dividend Payout (%)	14.3%	18.4%	<b>21.6</b> %	20.5%	<b>20.5</b> %
	Valuation Ratios				
(YE March 31st)	2004	2005	2006	2007E	2008E
P/E (x)					12.3
P/BV (x)					1.3
P/CEPS (x)					9.8
EV/EBIDTA (x)					10.9
Market Cap./ Sales (x)					1.9
Dividend Yield					1.41%

\* P&L figures are actual

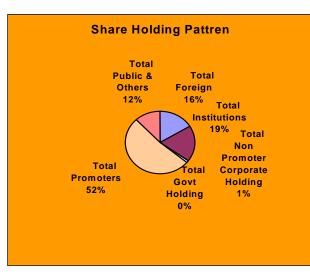
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DuPont Model											
(YE March 31st)	2004	2005	2006	2007E	2008E						
EBIDTA/Sales (%)	23%	15%	16%	8%	11%						
Sales/Operating Assets (x)	1.0	1.0	0.9	1.1	1.1						
EBIDTA/Operating Assets (%)	22.8%	14.2%	13.5%	<b>8.8</b> %	<b>12.8</b> %						
Operating Assets/ Net Assets(x)	0.67	0.50	0.42	0.40	0.38						
Net Earnings/ EBIDTA (%)	68%	87%	88%	177%	138%						
Net Assets/ Equity (x)	1.56	1.83	1.83	1.71	1.67						
Return on Equity (%)	16.0%	11.5%	9.2%	10.5%	11.1%						
Commo	n Sized Profit	& Loss Acco	ount								
	2004	2005	2006	2007E*	2008E						
Total Revenues	100%	100%	100%	100%	100%						
Power & Fuel	26.8%	23.9%	29.0%	22.1%	25.5%						
Manufacturing Expenses	17.4%	30.3%	21.8%	27.6%	29.3%						
Selling, Distn & Admn Exps	2.6%	2.4%	2.9%	2.2%	2.4%						
Personnel	5.8%	5.5%	5.8%	5.5%	5.3%						
Miscelleaneous Exp	5.0%	5.4%	4.4%	13.8%	4.5%						
EBITDA	23.3%	14.8%	15.8%	<b>7.9</b> %	11.4%						
Depreciation and Amortization	9.1%	8.3%	8.8%	4.2%	3.9%						
Interest	2.0%	3.2%	4.8%	4.4%	6.1%						
PBT	17.2%	14.1%	17.2%	15.3%	18.9%						
PAT	15.8%	12.9%	13.9%	14.0%	15.8%						

Source-Company reports, FG Research \* P&L figures are actual

## Key Statistics



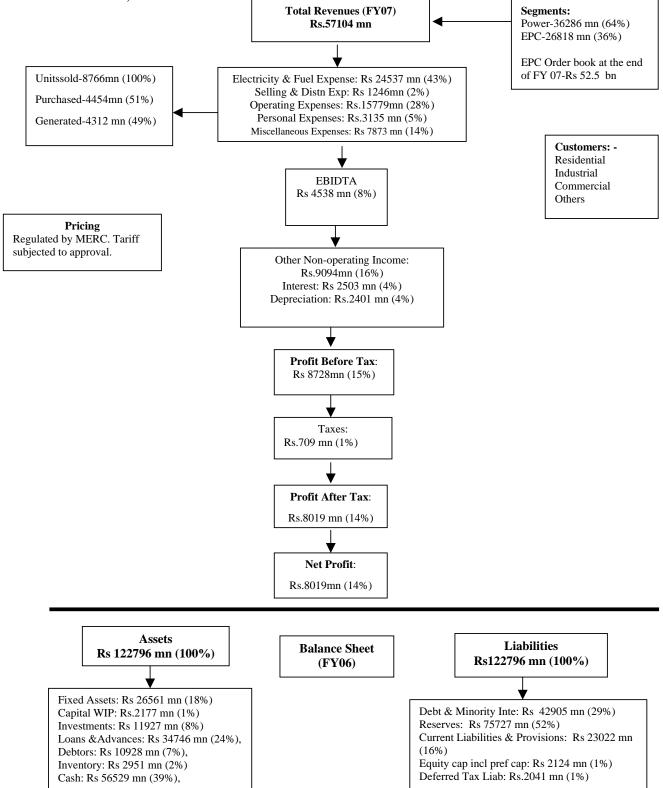
Industry	Power
52 Week High/Low	Rs. 633/362
СМР	514
Avg. Daily Volume (20 days)	0.14 mn
Avg. Daily Value (20 days)	Rs.74.59 mn
Performance over 52 weeks	
REL	Down 18.1%
CNX NIFTY	Up 8.1%

3

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## **REL's Business in Pictures... (FY07)\***

\*P&L numbers are for FY07 while those of balance sheet are for FY06. (All figures are in Rs. Mn except where stated otherwise. All percentages are percent of revenues, unless stated otherwise)





# What Happened Last Quarter...

Reliance Energy Ltd.'s (RELE.IN/RLEN.BO) exciting story of redeployment of surpluses continued into Q4 FY07 as well, with the company now capitalising on opportunities to deploy its cash pile through the EPC division and infrastructure projects this time around. REL bagged two road BOT

Reliance Energy Ltd.'s (RELE.IN/RLEN.BO) exciting story of redeployment of surpluses continued into Q4 FY07 as well, with the company now capitalising on opportunities to deploy its cash pile through the EPC division and infrastructure projects this time around. projects – the development of the Namakklal-Karur highway, a stretch of 80 kms in Tamil Nadu for Rs.5.2 bn in March 2007 and a contract for developing the four-lane Trichy-Dindigul National Highway. The project covers a stretch of 88 kms and the construction cost would be Rs.5.8 bn. In the power business, the company won its single largest EPC bid from the Haryana Power Generation Corporation to set up a 1,200MW coal-based power project on a turnkey basis for Rs.37.6 bn, which would be implemented over a period of 35-38 months. The company also

bagged 'balance of plant package' from the Uttar Pradesh Rajya Vidyut Utpadan Nigam for the 500MW extension of the Parichha Thermal Power Station, for an order value of Rs.4 bn.

# In Q4 FY07, REL's revenues increased by a whopping 55% Y-o-Y to Rs.16143 mn, mainly due to a jump of 170 % Y-o-Y in revenues of the EPC division to Rs.7293 mn and a rise of 8.3% Y-o-Y in

revenues in the Power business to Rs.8848 mn in Q4 FY07. The EBIDTA took a big hit and came in at Rs.598 mn for the quarter, as against our estimate of Rs.1232 mn. This was mainly on account of an increase in power purchase costs, which could not be charged immediately to the end consumers due to delay in approval from MERC. However, this was a temporary issue & will be rectified in subsequent quarters. Also, there was a higher-than-expected increase of 138% Y-o-Y in miscellaneous expenses to Rs.7517 mn, attributable mainly to EPC contracts for which the revenues will be booked in the subsequent years. However, higher-than-expected other income

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and huge tax write back received by the company in the quarter helped it post a net profit of Rs.2374 mn, up 40% Y-o-Y, as against our estimate of Rs.1664 mn.

The EPC division's order book stood at Rs.52.5 bn at the end of Q4 FY07, up from Rs.17.1 bn in Q4

FY06, as the company managed to bag a huge order worth Rs.37.2 bn from the Haryana Power Generation Corporation. The EPC division continues to spring surprises and maintain a healthy order book. REL has bid for projects worth over Rs.100 bn and we expect the EPC division to become a major revenue driver for REL.

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Taking into account the higher than expected other income and the new tariff order allowing REL to recover expenses amounting to Rs.880 mn in FY08, we are raising our FY08E EPS estimate by

The stock trades at a P/BV of 1.3x FY08E and a P/E of 12.7x FY08E.As we've said before, while it may not have the potential of a go-go stock; the valuation is reasonable enough to allow for some expansion. we continue to maintain our rating of 'Outperform' on REL In FY08, we are raising our FY08E EPS estimate by 13.2% to Rs.40.81, from our earlier estimate of Rs.36.08. The stock trades at a P/BV of 1.3x FY08E and a P/E of 12.3x FY08E. As we've said before, while it may not have the potential of a go-go stock; the valuation is reasonable enough to allow for some expansion. We continue to maintain our rating of 'Outperform' on REL.

#### **Comparative Valuations**

												ROE	ROCE	Annual	Annual Sales
												(%)	(%)	EPS	Growth
	P/	Έ	P	/S	P/I	BV	EV/S	ALES	EV/EF	BITDA				Growth	(%)
Company	()	()	(2	<b>K</b> )	(2	K)	(2	<b>x</b> )	(2	<b>x</b> )	EBITDA			(%)	
	08E	09E	08E	09E	08E	09E	<b>08E</b>	09E	08E	09E	08E	08E	08E	(08/07)	(08/07)
NTPC LTD	17.1	15.7	3.8	3.3	2.5	2.3	4.2	3.9	13.6	12.5	27.9%	15.1%	12.4%	19.6%	136%
CESC LTD	13.1	12.5	1.2	1.1	1.5	1.4	2	1.9	7.6	7.2	25.20%	11.40%	9.10%	8.60%	5.10%
Tata Power Co Ltd	18.6	17.5	1.8	1.7	1.9	1.8	2.5	2.4	13.1	12.4	18.7%	10.3%	8.30%	7.20%	6.10%
Reliance Energy Ltd.	12.3	11.7	1.9	1.8	1.3	1.2	2.1	2.0	9.3	8.9	11.4 %	11.1%	8.2%	16.7%	3.8%

Source: - Company Reports, FG Estimates



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# Quarterly Results Analysis

YE March 31st	2007	2007	Sequential	2006	Ү-о-Ү	2007	2006	Ү-о-Ү
Figures in mn of Rs.	Q4	Q3	Q-o-Q Change	Q4	Change	12M	12M	Change
Net Sales Revenue	16143	15337	5%	10382	55%	57104	40191	42.1%
Power & fuel	6766	6799	0%	4622.7	46%	24537	18997	29%
Selling, Distn & Admn Exps	295	322	-8%	272.7	8%	1246	1140	9%
Personnel	967	734	32%	428	126%	3135	2366	33%
Miscelleaneous Exp	7517	6656	13%	3157	138%	23652	10345	129%
Total Cost	15545	14510	7%	8480	83%	52570	32847	60%
EBIDTA	598	827	-28%	1901	-69%	4534	7344	-38%
Other Non-Operating Income	2754	2867	-4%	1863	<b>4</b> 8%	9094	5888	54%
Less: Depreciation	535	612	-13%	891	-40%	2401	3486	-31%
EBIT	2817	3083	-9%	2873	-2%	11227	9746	15%
Less: Interest	823	551	<b>49%</b>	477	72%	2503	1931	30%
РВТ	1994	2532	-21%	2396	-17%	8724	7815	12%
Less: Total Tax	-380	522	-173%	701	-154%	709	1312	-46%
Profit After Tax	2374	2010	18%	1695	40%	8015	6503	23%
EBITDA Margin (%)	3.70%	5.39%	-1.69%	18.31%	-14.61%	7.94%	18.27%	-10.33%
EBIT Margin (%)	17.45%	20.10%	-2.65%	27.67%	-10.22%	19.66%	24.25%	-4.59%
PBT Margin (%)	12.35%	16.51%	-4.15%	23.07%	-10.72%	15.28%	19.44%	-4.17%
NPM (%)	14.71%	13.11%	1.60%	16.32%	-1.62%	14.03%	16.18%	-2.15%
Effective Tax Rate (%)	-19.04%	20.60%		29.25%		8.13%	16.79%	



Financial Highlights

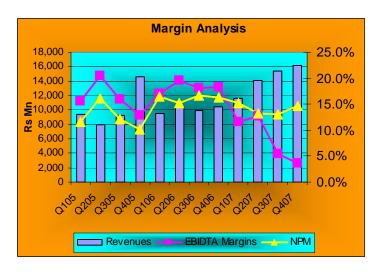
REL's revenues rose by a whopping 55% Y-o-Y from Rs.10382 mn in Q4 FY06 to Rs.16143 mn in Q4 FY07, mainly due to a jump of 170% in the EPC division; revenues to Rs.7293 mn from Rs.2671 mn in Q4 FY06, as well as a rise of 14.7% in revenues of the Power business to Rs.8848 mn from Rs.7710 mn in Q4 FY06.

Total units sold increased by 8.3% Y-o-Y to 2,129 mn in Q4 FY07, mainly due to a strong  $\geq$ 

demand growth in its Mumbai distribution circle. The PLF of the Dahanu plant rose to 108% in the quarter, marking the highest level achieved by any plant in the country. However, the PLF of the Samalkot plant was 50.6% in Q4 FY07, as the non-availability of gas kept the PLF down. The PLF for the Goa plant was stable at 94% in Q4 FY07.

Total units sold increased by 8.3% Y-o-Y to 2,129 mn in Q4 FY07, mainly due to a strong demand growth in its Mumbai distribution circle. The PLF of the Dahanu plant rose to 108% in the quarter, marking the highest level achieved by any plant in the country.

The EPC business reported an EBIT of Rs.661 mn and an EBIT margin of 9% in Q4 FY07, as against Rs.295 mn and 10.5% respectively in O4 FY06. The EPC's order book stood at Rs.17.1 bn at the end of the quarter, comprising of Rs.15 bn from the Yamunagar project and the rest from rural electrification projects.



- ≻ The EBIDTA margin took a huge hit in the quarter and declined by 1461bps Y-o-Y to 3.7% in Q4 FY07. Power & fuel cost increased by 46% Y-o-Y in Q4 FY07 to Rs.6766 mn, due to a rise in power purchase cost, miscellaneous expenses, which increased by 138% in Q4 FY07, primarily due to increased expensed of the EPC division an increase of 126% in personnel costs. All these factors led to the total cost rising by 83% in Q4 FY07 to Rs.15545. The under recovery of higher power purchase cost approved by MERC pulled down the EBIDTA margin for the quarter.
- Other income grew by 48% Y-o-Y, driven primarily by higher interest income.  $\geq$



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  - The NPM came in at 14.71%, down 161 bps Y-o-Y, in spite of a decline of 40% in deprecation expense, as interest expenses were up 72% due to higher debt in the company's books.
  - The net profit for the quarter increased by 40% Y-o-Y to Rs.2374 mn on account of tax write back received by the company.

## Earnings Model: Reliance Energy Ltd.

Rs. Million	Q1	Q2	Q3	Q4	FY07	Q1E	Q2E	Q3E	Q4E	FY08E
Net Sales Revenue	11,549	14,076	15,337	16,143	57,104	13,341	14,231	14,527	17,195	59,299
Power & fuel	5,480	5,492	6,799	6,766	24,537	6,342	6,461	6,406	6,732	25,941
Selling, Distn & Admn Exps	314	315	322	295	1,246	378	371	342	466	1,557
Personnel	686	749	734	967	3,135	902	885	817	953	3,558
Miscelleaneous Exp	3,734	5,744	6,656	7,517	23,652	4,390	5,026	5,081	6,986	21,483
Total Cost	10,214	12,301	14,510	15,545	52,570	12,013	12,743	12,647	15,136	52,539
EBIDTA	1,334	1,775	827	598	4,534	1,329	1,487	1,881	2,059	6,756
Other Non-Operating Income	1,711	1,761	2,867	2,754	9,094	2,401	2,562	2,615	2,751	10,329
Less: Depreciation	619	635	612	535	2,401	578	578	578	578	2,312
EBIT	2,426	2,901	3,083	2,817	11,227	3,152	3,471	3,917	4,232	14,773
Less: Interest	459	671	551	823	2,503	899	899	899	899	3,595
РВТ	1,967	2,230	2,532	1,994	8,724	2,253	2,572	3,019	3,334	10,599
Less: Total Tax	201	366	522	-380	709	225	386	543	667	1,590
Profit After Tax	1,766	1,864	2,010	2,374	8,015	2,028	2,186	2,475	2,667	9,356
Earnings Per Share (In Rs.)	8.32	8.72	9.41	10.39	36.92	8.86	9.55	10.76	11.65	40.81
Diluted share (mn)	212.3	213.7	213.7	228.6	217.1	229.0	229.0	230.0	229.0	229.3
EBIDTA Margin (%)	11.6%	12.6%	5.4%	3.7%	7.9%	10.0%	10.5%	12.9%	12.0%	11.4%
EBIT (%)	21.0%	20.6%	20.1%	17.5%	19.7%	23.6%	24.4%	27.0%	24.6%	24.9%
PBT Margin (%)	17.0%	15.8%	16.5%	12.4%	15.3%	16.9%	18.1%	20.8%	19.4%	17.9%
NPM (%)	15.3%	13.2%	13.1%	14.7%	14.0%	15.2%	15.4%	17.0%	15.5%	15.8%
Effective Tax Rate (%)	10.2%	16.4%	20.6%	-19.0%	8.1%	10.0%	15.0%	18.0%	20.0%	15.0%

Source: Company Reports, FG estimates, Standalone figures



# **IMPORTANT DISCLOSURES**

### **Price Target**

Price targets (if any) are derived from a subjective and/or quantitative analysis of financial and non financial data of the concerned company using a combination of P/E, P/Sales, earnings growth, Discounted Cash Flow (DCF) and its stock price history

# The risk factors that may impede achievement of the price target/investment thesis are -

- > The change in assured returns by the regulators.
- Regulatory Changes that could effect the industry in an adverse manner
- > Introduction of competition in the license area due to open accesses
- > Serious non-availability of fuel to the company.
- Significant change is the Tariff structure by regulatory commission.



# **Rating** system of First Global

Our rating system consists of three categories of ratings: Positive, Neutral and Negative. Within each of these categories, the rating may be absolute or relative. When assigning an absolute rating, the price target, if any, and the time period for the achievement of this price target, are given in the report. Similarly when assigning a relative rating, it will be with respect to certain market/sector index and for a certain period of time, both of which are specified in the report.

#### Rating in this report is relative to: S&P CNX Nifty

### Positive Ratings

(i) Buy(B) – This rating means that we expect the stock price to move up and achieve our specified price target, if any, over the specified time period.

(ii) Buy at Declines (BD) – This rating means that we expect the stock to provide a better (lower) entry price and then move up and achieve our specified price target, if any, over the specified time period.

(iii) **Outperform** (**OP**) – This is a relative rating, which means that we expect the stock price to outperform the specified market/sector index over the specified time period.

#### <u>Neutral Ratings</u>

(i) Hold (H) – This rating means that we expect no substantial move in the stock price over the specified time period.

(ii) Marketperform (MP) – This is a relative rating, which means that we expect the stock price to perform in line with the performance of the specified market/sector index over the specified time period.

#### Negative Ratings

(i) Sell (S) – This rating means that we expect the stock price to go down and achieve our specified price target, if any, over the specified time period.

(ii) Sell into Strength (SS) – This rating means that we expect the stock to provide a better (higher) exit price in the short term, by going up. Thereafter, we expect it to move down and achieve our specified price target, if any, over the specified time period.

(iii) Underperform (UP) – This is a relative rating, which means that we expect the stock price to underperform the specified market/sector index over the specified time period.

(iv) Avoid (A) – This rating means that the valuation concerns and/or the risks and uncertainties related to the stock are such that we do not recommend considering the stock for investment purposes.

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