

# **Morning Notes**

1st February 2008

- From Our Research Desk
  - Maruti Suzuki India Ltd
  - Jyoti Structures Ltd.
- From our Technical Desk
- From our Derivatives Desk
- Nifty Pivot Point Table
- Trade Details of Bulk Deals
- Forthcoming Events

| Market Statistics         | S            |           |            |         |  |  |  |
|---------------------------|--------------|-----------|------------|---------|--|--|--|
| INDEX                     | CLOSING      | 1D (%)    | 3 M (%)    | 6 M (%) |  |  |  |
| SENSEX                    | 17,648.7     | (0.6)     | (11.7)     | 16.6    |  |  |  |
| NIFTY                     | 5,137.5      | (0.6)     | (13.4)     | 16.7    |  |  |  |
| SECTORAL INDICES          | CLOSING      | 1D (%)    | 3 M (%)    | 6 M (%) |  |  |  |
| Mid-Cap                   | 7,766.6      | (8.0)     | (3.2)      | 17.6    |  |  |  |
| Small Cap                 | 10,124.4     | (0.2)     | 3.9        | 28.3    |  |  |  |
| Auto                      | 4,832.5      | 0.4       | (10.9)     | 0.7     |  |  |  |
| Health                    | 3,603.5      | (1.4)     | (8.4)      | (0.7)   |  |  |  |
| FMCG                      | 2,167.3      | 0.0       | 5.1        | 10.7    |  |  |  |
| IT                        | 3,710.1      | 0.1       | (19.9)     | (21.1)  |  |  |  |
| PSU                       | 8,186.7      | (0.7)     | (17.6)     | 16.6    |  |  |  |
| Bankex                    | 10,713.9     | (1.7)     | (4.7)      | 33.1    |  |  |  |
| Oil&Gas                   | 10,705.2     | 0.2       | (8.8)      | 37.1    |  |  |  |
| Metals                    | 15,312.9     | (0.6)     | (13.5)     | 35.2    |  |  |  |
| Capital Goods             | 16,387.7     | (1.4)     | (19.6)     | 26.3    |  |  |  |
| Power                     | 3,741.3      | (2.1)     | -          | -       |  |  |  |
| WORLD INDICES             | CLOSING      | 1D (%)    | 3 M (%)    | 6 M (%) |  |  |  |
| NASDAQ                    | 2,389.9      | 1.7       | (15.0)     | (4.8)   |  |  |  |
| DOW                       | 12,650.4     | 1.7       | (6.9)      | (4.0)   |  |  |  |
| Niekkei                   | 13,507.8     | (0.6)     | (18.2)     | (20.4)  |  |  |  |
| Hang Seng                 | 23,711.1     | 1.1       | (22.2)     | 5.2     |  |  |  |
| INDIAN ADR                | CLOSING      | 1D (%)    | 3 M (%)    | 6 M (%) |  |  |  |
| VSNL                      | 26.6         | 5.1       | (0.7)      | 28.4    |  |  |  |
| Infosys                   | 41.4         | 3.8       | (18.2)     | (13.7)  |  |  |  |
| Wipro                     | 12.1         | 0.8       | (26.1)     | (13.4)  |  |  |  |
| Satyam                    | 4.8          | 1.1       | (35.9)     | (32.5)  |  |  |  |
| Dr Reddy Lab              | 13.9         | (0.5)     | (10.5)     | (9.2)   |  |  |  |
| <b>VALUE TRADED (Rs C</b> | r) 31-Jan-08 | % Chg     |            |         |  |  |  |
| Cash BSE                  | 5,184.8      | 27.7      |            |         |  |  |  |
| Cash NSE                  | 21,087.2     | 90.0      |            |         |  |  |  |
| Derivative                | 78,768.8     | 35.9      |            |         |  |  |  |
| NET INFLOW (Rs Cr)        |              | MTD       | YTD        |         |  |  |  |
| FII                       | (3,938.0)    | (3,938.0) | (27,453.9) |         |  |  |  |
| MF (As on 30.01.08)       | 416.3        | 5,890.3   | 5,890.3    |         |  |  |  |
| ADVANCE/DECLINES(         | BSE) A       | B1        | B2         | Total   |  |  |  |
| Advance                   | 77           | 252       | 228        | 977     |  |  |  |
| Decline                   | 140          | 407       | 374        | 1,774   |  |  |  |
| Unchanged                 | 0            | 4         | 18         | 41      |  |  |  |
| COMMODITY                 | 31-Jan-08    | 1D (%)    | 3M (%)     | 6M (%)  |  |  |  |
| Crude (USD/Bbl)           | 91.1         | -         | (5.1)      | 20.6    |  |  |  |
| Gold (USD/Oz)             | 926.6        | 0.4       | 15.0       | 37.8    |  |  |  |
| Silver (USD/Oz)           | 16.9         | 1.4       | 16.5       | 29.4    |  |  |  |
| DEBT/FOREX                |              | 1D (%)    | 3M (%)     | 6M (%)  |  |  |  |
| Rs/USD                    | 39.3         | 0.4       | (0.1)      | 2.5     |  |  |  |
| 10 Year G sec Yield       | 7.5          | (0.4)     | 4.4        | 4.4     |  |  |  |
| Source : Reuters          |              |           |            |         |  |  |  |

# **Corporate News**

- NTPC Ltd to invest about Rs 4,375 crore (\$1.1 billion) in setting up a power plant in north-east India.-ET
- Bharti Airtel has been allotted additional 2G spectrum in five telecom circles, Gujarat, Uttar Pradesh (West), Assam, West Bengal and Haryana.-ET
- Rajesh Exports has bagged an export order worth Rs 463 crore from Excel Goldsmiths.-BS
- Tata Chemicals has entered into definitive agreements to acquire General Chemical Industrial Products, a US-based chemical company, for \$1,005 million.-BS
- HCL Infosystems has received contracts for establishing the Punjab State wide Area Network (PAWAN).-BS
- Cairn India sees higher output from its Mangala field in Rajasthan has increased 25% to 125,000 barrels of oil per day.-BS
- L&T has finalises Travelers as partner to form non-life insurance company.-BS
- GlaxoSmithKline Consumer Healthcare has plans to introduce some of its global brands, including toothpaste Sensodyne, into India in the next three years to strengthen its position in the health and nutrition market.-BL

#### **Macro Economic News**

 The gross domestic product increased 9.6% during 2006-07 leading to over 14% increase in per capital income. The per capita income at current prices is estimated at Rs 29,642 in 2006-07 as against Rs 25,956 for the previous year - BS

#### **Global Cues**

■ The number of U.S. workers filing new claims for jobless aid surged last week to the highest since October 2005, and consumer spending softened at the end of last year, according to reports on Thursday that heightened worries about a possible U.S. recession.-Reuters

| TOP FIVE GAINERS(NSE)         | PRICE          | CHG (%)        | VOL (MN)        |
|-------------------------------|----------------|----------------|-----------------|
| NALCO                         | 438.5          | 8.5            | 0.5             |
| Idea                          | 123.5          | 7.1            | 9.9             |
| HUL                           | 208.8          | 6.6            | 3.4             |
| VSNL                          | 519.9          | 4.7            | 1.5             |
| Zee                           | 284.5          | 4.1            | 3.1             |
|                               |                |                |                 |
| TOP FIVE LOSERS(NSE)          | PRICE          | % CHG          | VOL (Mn)        |
| TOP FIVE LOSERS(NSE) Hindalco | PRICE<br>164.0 | % CHG<br>(7.0) | VOL (Mn)<br>5.8 |
|                               |                |                | · /             |
| Hindalco                      | 164.0          | (7.0)          | 5.8             |
| Hindalco<br>Glaxo             | 164.0<br>818.0 | (7.0)<br>(4.6) | 5.8<br>0.3      |

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

1st February 2008 RELIANCE Money

## FROM OUR RESEARCH DESK

# Maruti Suzuki India Ltd

# Q3FY08 - Result Update

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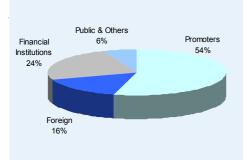
gaurant.dadwal@relianceada.com + 91 22 30443321

Price: Rs. 849
12M Target Price: Rs. 1030
% Upside / (Downside) 21%

| Stock details            |            |
|--------------------------|------------|
| BSE Code                 | 532500     |
| NSE Code                 | MARUTI     |
| Bloomberg Code           | MRTI BO    |
| Market Cap (Rs bn)       | 245        |
| Free Float (%)           | 46         |
| 52-wk Hi/Lo (Rs)         | 1252 / 700 |
| Avg Daily Vol (BSE)      | 141,114    |
| Avg Daily Vol (NSE)      | 598442     |
| Shares o/s (mn) FV Rs 10 | 145        |
|                          |            |

Source:Reliance Money Research

#### Shareholding pattern (31st Dec. 2007)



Source:Reliance Money Research

#### Stock Performance (Rel to sensex)



# Higher Realisations turn into profit growth

Maruti Suzuki India Ltd (MSIL) reported top line and net profit growth of 27% y-o-y and 24% y-o-y respectively in Q3FY08. Despite the slowdown in the auto market and rise in raw material cost, the company has controlled the fall in the margins to 66bps y-o-y. We believe MSIL's increasing focus on premium segment cars has also helped it to control the fall in margins. We believe MSIL would continue to perform well in Q4FY08E. We recommend a BUY with a target price of Rs.1030.

#### Reports growth of 27% in net sales in difficult time

Despite the concerns of rising interest rates, MSIL reported sales volume growth of 24% y-o-y to 201,629 vehicles which we believe is due to change in the product mix with greater share of A3 and MUV segment. A3 and MUV segments reported a y-o-y growth of 69% and 68% respectively. This coupled with net sales realiasation growth of 9% y-o-y to Rs.231,818 resulted in net sales growth of 27% y-o-y to Rs.46.74bn. For 9M FY08 MSIL's sales revenue went up by 29% y-o-y to Rs.131.5bn, backed by sales volume growth of 18% y-o-y to 562,623 vehicles and 9% y-o-y growth in net sales realization to Rs.233,768 per vehicle.

#### Net profit increases by 27% y-o-y

MSIL's EBITDA went up by 21% y-o-y to Rs.6,133mn and EBITDA margins for Q3FY08 declined by 66bps y-o-y to 13.1% mainly due to higher raw material cost. Other costs like royalty payments, fuel, marketing & promotional and repair costs went up and impacted EBITDA margins for the quarter. Power and fuel cost which has went up by 30% y-o-y for 9MFY08 remains a concern in near future as well.

MSIL's net profit for Q3FY08 went up by 24% y-o-y to Rs.4671mn mainly on account of increase other income which grew by 33% y-o-y to Rs.1706 mn.

#### We Recommend a BUY

We remain positive on the stock mainly due to its impressive performance in difficult time and expect the good performance will continue in Q4FY08E as well. At the current market price of Rs.849, the MSIL stock discounts our estimates for FY08E and FY09E earnings at 14x and 12x respectively. We remain positive on the stock and recommend a BUY on the stock with a target price of Rs.1030.

# **Financials Summary**

| Filialiciais Sullill | Rs. Mn  |         |         |         |
|----------------------|---------|---------|---------|---------|
|                      | FY06A   | FY07A   | FY08E   | FY09E   |
| Net Sales            | 120,159 | 146,963 | 175,109 | 203,431 |
| EBITDA margin %      | 13.5    | 13.7    | 13.8    | 13.5    |
| Net Profit           | 11,971  | 15,564  | 18,050  | 19,849  |
| EPS (Rs)             | 40.7    | 53.9    | 62.5    | 68.7    |
| CEPS (Rs)            | 99.8    | 67.3    | 74.0    | 82.9    |
| EV/EBITDA            | 13.0    | 10.1    | 8.3     | 7.0     |
| ROE %                | 24.4    | 25.3    | 23.5    | 21.1    |
| ROCE %               | 34.7    | 36.0    | 32.6    | 29.6    |
| P/E (x)              | 20.9    | 15.8    | 13.6    | 12.4    |
| Market cap/Sales (x) | 2.0     | 1.7     | 1.4     | 1.2     |

Contd...

#### **Q3FY08 Performance**

| Rs Mn             | Q3FY08   | Q3FY07   | YoY%  | 9M FY08   | 9M FY07   | YoY%  |
|-------------------|----------|----------|-------|-----------|-----------|-------|
| Net Sales         | 46,741.3 | 36,794.7 | 27.0  | 131,523.2 | 102,241.3 | 28.6  |
| Other Income      | 1,706.7  | 1,284.3  | 32.9  | 5,823.8   | 3,934.3   | 48.0  |
| Total Income      | 48,448.0 | 38,079.0 | 27.2  | 137,347.0 | 106,175.6 | 29.4  |
| Total Expenditure | 40,608.8 | 31,723.1 | 28.0  | 113,664.9 | 87,847.5  | 29.4  |
| Operating Profits | 6,132.5  | 5,071.6  | 20.9  | 17,858.3  | 14,393.8  | 24.1  |
| OPM (%)           | 13.1     | 13.8     | (4.8) | 13.6      | 14.1      | (3.6) |
| Interest          | 143.0    | 157.4    | (9.1) | 434.3     | 220.7     | 96.8  |
| Depreciation      | 867.3    | 758.6    | 14.3  | 2,570.5   | 1,995.4   | 28.8  |
| PBT               | 6,828.9  | 5,439.9  | 25.5  | 20,677.3  | 16,112.0  | 28.3  |
| Provision for tax | 2,157.9  | 1,675.8  | 28.8  | 6,345.3   | 4,977.8   | 27.5  |
| PAT               | 4,671.0  | 3,764.1  | 24.1  | 14,332.0  | 11,134.2  | 28.7  |
| Equity Capital    | 1,444.6  | 1,444.6  | -     | 1,444.6   | 1,444.6   | -     |
| EPS (Rs)          | 16.2     | 13.0     | 24.1  | 49.6      | 38.5      | 28.7  |

Source: Company

# Sales Break Up 100% 80% 60% 134,293 114,461 40% 20% 23,475 17,320 19,683 03 FY 07 M800 Omi, Versa Alto, Wagon-R(A2) SX4(A3)



Source:Reliance Money Research

MSIL controlled the fall in EBITDA margins mainly due to focus on cost control and price increase on its products

### Aggressive sales push delivers

Despite the concerns of rising interest rates, MSIL reported sales volume growth of 24% y-o-y to 201,629 vehicles which we believe is due to change in the product mix with greater share of A3 and MUV segment. A3 and MUV segments reported a y-o-y growth of 69% and 68% respectively. This coupled with net sales realiasation growth of 9% y-o-y to Rs.231,818 per vehicle resulted in net sales growth of 27% y-o-y to Rs.46.74bn.

MSIL's domestic sales volume despite the interest rate concerns went up by 15% y-o-y to 187,875 vehicles and export sales volume went up substantially by 51% y-o-y to 13,754 vehicles.

For 9M FY08 MSIL's sales revenue went up by 29% y-o-y to Rs.131.5bn, backed by sales volume growth of 18% y-o-y to 562,623 vehicles and 9% y-o-y growth in net sales realization to Rs.233,768 per vehicle. A3 and A2 segments reported highest growth of 61% y-o-y and 20% y-o-y respectively. MSIL has also opted for price increases during 9MFY08 which also helped it in improving the net sales realizations. MSIL improved its market share by 1% to 58.5% for the period.

## Higher raw material costs and marketing expenses impact margins

MSIL' EBITDA went up by 21% y-o-y to Rs.6,133mn and EBITDA margins for Q3FY08 declined by 66bps y-o-y to 13.1% mainly due to higher raw material cost which went up by 76bps y-o-y mainly because of rise in commodity prices and product mix variance. Royalty expenses went up by 27% y-o-y to Rs 1210 mn (75% of models are under royalty as compared to 65% a year back). While other costs like fuel, marketing & promotional and repair costs also went up and impacted EBITDA margins for the quarter.

For 9M FY08, MSIL's EBITDA grew by 24% y-o-y to Rs.17.8bn and EBITDA margins declined by 50bps y-o-y to 13.6%. Further more MSIL's new plant at Manesar which is now running at full capacity utilization which resulted in increase of fuel and power costs by 30%. The company is also focusing on promotions etc in order to meet up with competition and the spend on it also impacted margins for 9MFY08.

**RELIANCE** Money 1st February 2008

Net profits went up mainly on account of higher realisations, higher EBITDA, and higher other income

### Higher realisations and rise in other income led to better bottom line

MSIL reported an unexpected rise in other Income. Other income of the company stood at Rs.1706mn, up by 32% y-o-y. Other income constituted scrap sales of Rs 396 mn, cash discounts from vendors amounting to Rs. 244 mn while the rest was from the non operational side. This significant up rise in the other income resulted in a rise in the net profit of the company. MSIL recorded net profit of Rs.4671 mn as compared to Rs. 3764 mn thereby registering a growth of 24% y-o-y.

For 9MFY08, MSIL's net profit went up by 29% y-o-y to Rs.14.3bn which translated into an EPS of Rs.49.6 for the period.



Source: Reliance Money Research

#### **New Launches Lined up**

MSIL has a very attractive product line piled up to compete with other auto majors for the coming quarters. Maruti had showcased 3 new cars during the recent Auto Expo viz. Splash, A-Star concept and Kizashi (Ref our report dated 21st January 2008). MSIL will launch A-Star in the domestic market by Q3FY09 which would be followed by Astar. Furthermore, MSIL is focusing on strengthening its position in the sedan segment by launching the sedan version of its swift which would be replacing Maruti Esteem. We believe that MSIL has a pretty strong product line up to compete with the new models of various other automobile companies

## **Company Background**

MSIL was incorporated in February 1981 through an Act of Parliament, as a Government company with Suzuki Motor Corporation (SMC) of Japan. Later in FY03, pursuant to the revised joint venture, the Government of India offered 25% of the company's share capital, for sale to the public. MUL has a portfolio of 13 brands, including Maruti 800, Omni, Versa, Zen, SX4, International brands Alto and WagonR, Gypsy, mid size Esteem, Luxury car Baleno, the MPV, Versa, Swift and Luxury SUV Grand Vitara. MUL commands market share of 51% in the domestic market. Maruti Udyog has been the leader of the Indian car market for about two decades. Its manufacturing plant, located in Gurgaon, has an installed capacity of 5,50,000 units per annum.

#### **Valuation**

MSIL has reported impressive Q3FY08 results. Despite the slowdown in the auto market and rise in raw material cost, the company has controlled the fall in the margins to 66bps y-o-y. We believe MSIL's increasing focus on premium segment cars has also helped it to control the fall in margins. The company has also improved its market

share by 1% y-o-y to 58.5% in 9MFY08.

MSIL is largest passenger car

manufacturer in India

1<sup>st</sup> February 2008

We believe MSIL would continue to focus on higher end models

MUL is the largest passenger car manufacturer in India. We believe the company will be able to retain its leadership in passenger cars market with its strong leadership position in compact car segment which accounts for 70% of overall car market size. Indian market is expected to remain centered around compact cars due to poor roads, heavy traffic, high petrol prices and affordability issues in near term future. Factors like rising consumerism, favorable demographics, affordable financing, excise duty cuts (in the earlier Budget) coupled with wide-spread dealer network, superior customer rating and aggressive marketing with continuous new product launches will strengthen MUL's position further in domestic car market.

MSIL new plant at Manesar is operating at full capacity

MUL has aggressive plans to launch new models over next five years which includes an export car by the year 2009. This product would be specifically designed for exports market especially European market. Moreover, it has successfully entered into growing diesel segment with the launch of Swift (Diesel). Also, despite its rising raw material costs, MUL has been able to maintain its margins at commendable levels due to increasing efficiencies and a better product mix. Though many global giants are planning to have a share in the pie of the growing small car segment in India, we believe MUL will be able to retain its overall market share because of its highly loyal customer base, low maintenance costs, aggressive model launches and wide-spread national sales and service network.. MUL has already started Manesar plant and it is running at full capacity. MUL has also said that would increase the capacity of this plant to 300,000 units. MUL has set a target of incremental exports of 100,000 units from this new plant.

#### **Financial**

| Year Ended           | Mar08E  | Mar09E  |
|----------------------|---------|---------|
| Net Sales (Rs Mn)    | 175,109 | 203,431 |
| EBITDA (Rs Mn)       | 24,166  | 27,523  |
| EBITDA (%)           | 13.8    | 13.5    |
| PAT (Rs Mn)          | 18,050  | 19,849  |
| EPS (Rs)             | 62.5    | 68.7    |
| P/E (x) @ CMP Rs.849 | 13.6    | 12.4    |

Source: Reliance Money Research

We recommend a BUY with a target price of Rs.1030

We remain positive on the stock mainly due to its impressive performance in difficult time and expect the good performance will continue in Q4FY08E as well. At the current market price of Rs.849, the MSIL stock discounts our estimates for FY08E and FY09E earnings at 14x and 12x respectively. We remain positive on the stock and recommend a BUY on the stock with a target price of Rs.1030.

# Profit & loss statement (Rs mn)

| Year to Mar    | FY06A     | FY07A     | FY08E     | FY09E     |
|----------------|-----------|-----------|-----------|-----------|
| Net Sales      | 120,159.0 | 146,963.0 | 175,108.8 | 203,431.2 |
| % Growth       | 10.0      | 22.3      | 19.2      | 16.2      |
| EBIDTA         | 16,266.0  | 20,115.4  | 24,165.6  | 27,522.8  |
| % Growth       | 16.6      | 23.7      | 20.1      | 13.9      |
| Other Income   | 4,292.0   | 5,984.0   | 6,200.0   | 6,250.0   |
| Interest       | 204.0     | 376.0     | 693.9     | 693.9     |
| Depreciation   | 2,854.0   | 2,714.0   | 3,321.9   | 4,102.6   |
| PBT            | 17,500.0  | 23,009.4  | 26,349.8  | 28,976.3  |
| % Growth       | 34.1      | 31.5      | 14.5      | 10.0      |
| Tax            | 5,930.0   | 6,281.0   | 8,300.2   | 9,127.5   |
| Deferred Tax   | (321.0)   | 897.0     | -         | -         |
| Adj PAT        | 11,891.0  | 15,831.4  | 18,049.6  | 19,848.8  |
| % Growth       | 39.3      | 33.1      | 14.0      | 10.0      |
| Extra-ordinary | 79.7      | (267.1)   | -         | -         |
| Reported PAT   | 11,970.7  | 15,564.3  | 18,049.6  | 19,848.8  |
| % Growth       | 39.2      | 30.0      | 16.0      | 10.0      |
| Dividend (%)   | 70.0      | 90.0      | 100.0     | 100.0     |
| EPS (Rs)       | 40.7      | 53.9      | 62.5      | 68.7      |
| BVPS (Rs)      | 188.7     | 94.9      | 117.5     | 142.7     |

# Balance sheet (Rs mn)

| Year to Mar         | FY06A    | FY07A     | FY08E     | FY09E     |
|---------------------|----------|-----------|-----------|-----------|
| Equity Cap          | 1,445.0  | 1,445.0   | 1,445.0   | 1,445.0   |
| Reserves            | 53,081.0 | 67,094.0  | 83,481.9  | 101,668.9 |
| Networth            | 54,526.0 | 68,539.0  | 84,926.9  | 103,113.9 |
| Secured loans       | 717.0    | 635.0     | 635.0     | 635.0     |
| Unsecured loans     | -        | 5,673.0   | 5,673.0   | 5,673.0   |
| Total loans         | 717.0    | 6,308.0   | 6,308.0   | 6,308.0   |
| Total Liability     | 55,243.0 | 74,847.0  | 91,234.9  | 109,421.9 |
| Net Block           | 17,872.0 | 28,986.0  | 46,864.1  | 61,161.5  |
| Investments         | 20,512.0 | 34,092.0  | 37,092.0  | 41,092.0  |
| Deffered Tax Assets | (779.0)  | (1,675.0) | (1,675.0) | (1,675.0) |
| Inventory           | 8,812.0  | 7,132.0   | 8,757.8   | 9,793.5   |
| Debtors             | 6,548.0  | 7,474.0   | 8,755.4   | 10,171.6  |
| Cash balance        | 14,016.0 | 14,228.0  | 14,585.0  | 17,249.3  |
| Other CA            | 8,120.0  | 9,625.0   | 11,468.3  | 13,323.3  |
| Current Liabilities | 15,058.0 | 20,110.0  | 25,995.8  | 32,249.9  |
| Provisions          | 4,800.0  | 4,905.0   | 8,616.9   | 9,444.3   |
| NCA                 | 17,638.0 | 13,444.0  | 8,953.8   | 8,843.4   |
| Total Assets        | 55,243.0 | 74,847.0  | 91,234.9  | 109,421.9 |

# **Ratio Analysis**

| Year to Mar        | FY06A | FY07A | FY08E | FY09E |
|--------------------|-------|-------|-------|-------|
| OPM %              | 13.5  | 13.7  | 13.8  | 13.5  |
| NPM %              | 10.0  | 10.6  | 10.3  | 9.8   |
| ROE %              | 24.4  | 25.3  | 23.5  | 21.1  |
| ROCE %             | 34.7  | 36.0  | 32.6  | 29.6  |
| Int. Cover (x)     | 86.8  | 62.2  | 39.0  | 42.8  |
| D/E (x)            | 0.0   | 0.1   | 0.1   | 0.1   |
| Asset Turnover (x) | 2.4   | 2.3   | 2.1   | 2.0   |
| Debtors Days       | 19.6  | 18.3  | 18.0  | 18.0  |
| Inventory Days     | 34.9  | 23.4  | 24.0  | 23.0  |
| Valuation ratios   |       |       |       |       |
| P/E (x)            | 20.9  | 15.8  | 13.6  | 12.4  |
| P/CF per share (x) | 8.5   | 12.6  | 11.5  | 10.2  |
| EV/EBIDTA (x)      | 13.0  | 10.1  | 8.3   | 7.0   |
| EV/Sales (x)       | 1.8   | 1.4   | 1.1   | 0.9   |
| Mkt Cap/Sales(x)   | 2.0   | 1.7   | 1.4   | 1.2   |
| CEPS (Rs)          | 99.8  | 67.3  | 74.0  | 82.9  |
| P/ BV (x)          | 4.5   | 8.9   | 7.2   | 5.9   |

#### Cash Flow Statement (Rs mn)

| The state of the s |           |            |            |            |  |  |
|--|-----------|------------|------------|------------|--|--|
| Year to Mar  | FY06A     | FY07A      | FY08E      | FY09E      |  |  |
| PAT  | 11,891.0  | 15,564.3   | 18,049.6   | 19,848.8   |  |  |
| Depreciation   | 2,854.0   | 2,714.0    | 3,321.9    | 4,102.6    |  |  |
| Change in WC   | (276.0)   | 4,406.0    | 4,847.1    | 2,774.7    |  |  |
| Operating CF   | 14,469.0  | 22,684.3   | 26,218.7   | 26,726.1   |  |  |
| Capex  | 486.0     | (13,391.0) | (21,200.0) | (18,400.0) |  |  |
| Misc Exp   | (2,517.0) | 403.2      | -          | -          |  |  |
| Investing CF   | (2,031.0) | (12,987.8) | (21,200.0) | (18,400.0) |  |  |
| Dividends  | (1,011.0) | (1,495.6)  | (1,661.8)  | (1,661.8)  |  |  |
| Debt   | (2,359.0) | 5,591.0    | -          | -          |  |  |
| Investments  | (5,346.0) | (13,580.0) | (3,000.0)  | (4,000.0)  |  |  |
| Financing CF   | (8,716.0) | (9,484.6)  | (4,661.8)  | (5,661.8)  |  |  |
| Net Change   | 3,722.0   | 212.0      | 357.0      | 2,664.3    |  |  |
| Opening Cash   | 10,294.0  | 14,016.0   | 14,228.0   | 14,585.0   |  |  |
| Closing Cash   | 14,016.0  | 14,228.0   | 14,585.0   | 17,249.3   |  |  |

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Source: Reliance Money Research

# **Result Update**

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# JSL's order book up to Dec'07 stands at Rs.31.08bn

JSL has secured 12000 tonnes worth orders from Gulf Jyoti, the JV in Africa

JSL targets to spend Rs.450mn by FY09 and FY10 in the joint venture business in Namibia.

JSL during the last 9 months has executed 50000 tonnes and it expects to complete 75000 tonnes by this fiscal year.

# Jyoti Structures Ltd.

(Rs.235, FY07A - P/E 34.5x, Unrated)

We attended the conference call of Jyoti Structures Ltd, to discuss Q3FY08 results. Following are the key takeaways from the conference call

## **Key Takeaways**

- JSL's order book up to Dec'07 stands at Rs.31.08bn as compared to Rs.24bn at the end of Q2FY08. Out of this total orders, 60% has been from the power transmission segment, 15% from the substation projects and 25% from the rural electrification projects.
- Among the major orders Rs.4.9bn order has been secured from Reliance Energy for the Western Grid Strengthening scheme.
- The Gulf Jyoti International, which is a joint venture (JV) between Gulf Investment Corporation and JSL, in which JSL has 30% stake, had a delayed start in its operations than expected. However this JV has now started securing orders and till date JSL has secured orders of about 12000 tonnes. It is expecting a total turnover of Rs.1.5bn by FY09.
- JSL has formed a joint venture company in Namibia of which it holds 70% stake and the balance is held by the Namibian firm. Through this JSL plans to secure large orders from Namibia and from South Africa. It targets to spend Rs.450mn by FY09 and FY10 in this joint venture.
- JSL has structured Rs.350mn capex till FY10. It has earmarked about Rs.250mn to buy CNC machines for modernizing its factories at Nashik and Raigad by FY09 and the balance amount will be utilized for working capital requirements.
- JSL's current capacity in India 94000 tonnes per annum. During the 9 months the company has executed 50000 tonnes in its projects and is expecting to complete this year with a total execution of 75000 tonnes. The average domestic realization per tonne was between Rs.48000-50000.
- Total Debt of the company stood at Rs.1.6bn as on 31st, Dec'07.

#### JSL to raise funds through -

- i) Issue of 7,605,000 equity shares of Rs.2 each to foreign investors.
- ii) Issue of 4,200,000 Convertible warrants to promoters and friends and relative of the promoters and
- iii) Issue of FCCB's of value up to Rs.987.5mn on private placement basis
- FCCB the price will be paid at the premium of 25% higher than the private equity placement which is scheduled by this quarter.
- JSL also plans to arrange the fund for capex through Bank Guarantees and Letter of Credit's if required.

Contd..

**RELIANCE** Money 1st February 2008

Jyoti Structures Ltd witnessed a top line growth of 41% y-o-y to Rs.3455mn as against Rs.2446mn

## Top line grew by 41% y-o-y

Jyoti Structures Ltd witnessed a top line growth of 41% y-o-y to Rs.3455mn as against Rs.2446mn in the same period last year. Similarly the topline for the 9 months grew at 40.5% y-o-y. JSL's operating margins dipped by 198bps to 12.7% due to higher raw material and subcontracting expenses. Raw material cost as percentage of net sales stood at 67% in Q3FY08 as against 64.5% in Q3FY07, while the erection and subcontracting expenses to sales grew by 153bps to 11% as against 9.7%.

Higher working capital need led to a 37% rise in interest cost during the quarter. Thus it registered a marginal growth of 16% y-o-y in net profits during the quarter to Rs.201.6mn.

## Q3FY08 Performance (Consolidated)

(Rs Mn)

| QUI TOOT CITO        |         | (001100 | maatoa, |         |         | (IXS IVIII) |
|----------------------|---------|---------|---------|---------|---------|-------------|
|                      | Q3FY08  | Q3FY07  | YoY (%) | 9MFY08  | 9MFY07  | YoY (%)     |
| Total Revenue        | 3,455.3 | 2,445.6 | 41.3    | 9,603.4 | 6,836.6 | 40.5        |
| RM consumed          | 2,316.1 | 1,578.2 | 46.8    | 6,094.1 | 4,253.9 | 43.3        |
| Staff Cost           | 88.1    | 63.6    | 38.5    | 253.8   | 179.9   | 41.1        |
| Erec & Sub cont Exps | 389.5   | 238.3   | 63.5    | 1,348.5 | 932.8   | 44.6        |
| Other Expenditure    | 224.0   | 207.4   | 8.0     | 703.7   | 605.2   | 16.3        |
| Total Expenditure    | 3,017.6 | 2,087.5 | 44.6    | 8,400.1 | 5,971.8 | 40.7        |
| Operating Profits    | 437.7   | 358.2   | 22.2    | 1,203.3 | 864.8   | 39.1        |
| OPM (%)              | 12.7    | 14.6    | (197.8) | 12.5    | 12.6    | (12.0)      |
| Other Income         | 4.0     | 2.6     | 52.7    | 8.9     | 7.2     | 23.3        |
| Interest             | 105.3   | 76.6    | 37.4    | 306.9   | 228.6   | 34.3        |
| Depreciation         | 16.7    | 15.2    | 9.9     | 48.9    | 42.1    | 16.1        |
| PBT                  | 319.7   | 269.0   | 18.9    | 856.4   | 601.3   | 42.4        |
| Provision for tax    | 118.2   | 95.0    | 24.4    | 324.9   | 215.3   | 50.9        |
| PAT                  | 201.6   | 174.0   | 15.8    | 531.5   | 386.0   | 37.7        |
| NPM (%)              | 5.8     | 7.1     | (128.1) | 5.5     | 5.6     | (11.1)      |
| Equity Capital       | 162.3   | 162.3   | -       | 162.3   | 162.3   | -           |
| EPS (Rs)             | 2.5     | 2.1     | 15.8    | 6.6     | 4.8     | 37.7        |

PAT grew by 16% y-o-y to Rs.201.6mn

Source: Company

Reported EPS stands at Rs.2.5

JSL is one of the leading players in

providing turnkey solutions in the

field of high voltage power transmission lines, substations and

rural electrification

The PAT for the 9 months has shown a spurt of 38% y-o-y to Rs.532mn as against Rs.386mn during the same period last year, while the margins showed a marginal decline of 11bps.

#### **Business Background**

Jyoti Structures Ltd (JSL) is a part of the Valecha Group. The company was established in 1974. JSL is one of the leading players in providing turnkey solutions in the field of high voltage power transmission lines, substations and rural electrification. It undertakes turnkey projects, offering a complete range of services from design, engineering consulting, tower testing, manufacturing, construction and project management.

The company has supplied over 550,000 MT of transmission line towers, structures to various utilities in India and abroad. It has tested more than 1000 types of transmission line towers for various clients worldwide. The company operates with the capacity of up to 800kv transmission lines and 400kv substations. It has expanded its operations to over 33 countries as of today.

1<sup>st</sup> February 2008

#### **Business Outlook and Valuation**

Due to the changing of nodal agencies for the transmission sector the domestic work order flow for the transmission project executors has retarded a bit. However the future outlook for the sector remains quite robust. JSL is well known for its capability in designing and benchmark execution capability. The company has improved is capability in implementing substations up to 765 KV. In this backdrop we believe the revenue momentum for the company will remain robust for the next three years.

The company expects that the order flow from Power Grid to pick up pace soon and hopes it would contribute 20% to the total order flow for the company during the next

three years. The issue of warrants and FCCB would help JSL in improving its efficiency (Through operational toning up) on the one hand and reducing the interest burden on the other. Further the expected satisfactory performance of Gulf Jyoti venture during FY09 is a positive sign for the consolidated entity. Nevertheless unimpressive working capital position will pose some challenge for the company in the short to medium term. We don't have any active rating on the stock; however we remain positive on the long

JSL has improved is capability in implementing substations up to 765 KV

#### Financial (Consolidated)

term business prospect of the company.

(Rs. Mn.)

| Year Ended        | Mar05A | Mar06A | Mar07A |
|-------------------|--------|--------|--------|
| Net Sales         | 4445.9 | 6993   | 9723.8 |
| EBITDA            | 415    | 755    | 1271.2 |
| EBITDA (%)        | 9.3    | 10.8   | 13.1   |
| PAT               | 112.2  | 258.2  | 549.9  |
| EPS (Rs) FV Rs.2  | 1.4    | 3.2    | 6.8    |
| P/E (x) At Rs.235 | 169.0  | 73.4   | 34.5   |

Source: Reliance Money Research

1st February 2008 ReLIANCE Money

#### FROM OUR TECHNICAL DESK **INDICES** NSE NIFTY [N1] 5172.25, 5251.65, 5071.15, 5137.45, 421584992 -0.58% 0.00 31/01/08 Th **IRIS** Log Indices Previous Current % Chg 16000 Op 5172.25 Close Close 5400 Hi 5251.65 17,758.6 17,648.7 (0.6)Sensex 4800 5,137.5 Nifty 5,167.6 (0.6)**S&P CNX 500** 4,385.6 4,349.0 (8.0)4200 **BSE 500** 7,209.9 7,160.0 (0.7)3600 **BSE Mid-Cap** 7.829.1 7.766.6 (8.0)3000 **BSE Small-Cap** 10,124.4 10.146.9 (0.2)**BSE AUTO** 4,832.5 4.812.5 0.4 2400 **BSE BANKEX** 10,899.9 10,713.9 (1.7)**BSE CD** 5,134.3 5,103.9 (0.6)**BSE CG** 16,387.7 16.625.9 (1.4)1800 **BSE FMCG** 2,167.3 2.166.9 0.0 **BSE HC** 3 654 5 3.603.5 (1.4)3,708.3 3,710.1 **BSE IT** 0.0 1200 **BSE METAL** 15,406.3 15,312.9 (0.6)**BSE OIL&GAS** 10.684.6 10.705.2 0.2 **BSE POWER** 3,822.7 3,741.3 (2.1)**BSE PSU** 8,247.6 8,186.7 (0.7)Vol **BSE REALTY** 10,148.2 9.871.1 (2.7)42.16 **BSE TECK** 100 3,277.6 3.281.0 0.1 **Key Levels** 75.00 Sensex Nifty 5,251.7 Day's High 18.008.7 50.00 Day's Low 17,417.6 5,071.2 25.00 **20 D EMA** 18,702.8 5,531.5 **50 D EMA** 19,066.3 5,673.7 200 D SMA 16.685.5 4.928.6 01:S02:JMJASN03:JAJJAON04:JMJASND05:FJJAOD06:JMJAON07:JMJAON08:J Dly

#### **NIFTY COMMENTS:**

We saw that the Nifty opened flat in the morning session at 5170 levels. The markets then moved slightly lower to 5080 levels and was trading in a sideways range. Afterwards, the markets had a smart pull back rally and went up as high as 5250 levels. But, in the afternoon session the markets saw some profit booking and moved lower to 5135 levels. After that, the markets moved slightly higher towards the close and was trading at 5160 levels. Hence, the Nifty closed slightly weak for the day at 5137 levels, (-0.58%) below its previous close. The, advance: decline ratio was also slightly negative at 427:788.

#### **MARKET VIEW:**

The American Markets have closed very strong. The Asian Indices are trading with a positive bias. We can expect a positive opening for our markets today. The markets have a strong resistance at 5320 levels, which if breached on the upside can take the Nifty to much higher levels. But, we could expect to trade in a sideways direction as some profit booking may set in towards the close. Hence, we can expect a positive closing for our markets today. We can see that the markets have closed at 5137 levels yesterday. We can notice on the daily charts that the markets were trading in an upward rising channel since the past few days. We can also notice that the markets have now broken below the bottom trendline of the upward rising channel at 5150 levels and are now trading at much lower levels. The bearish move below the bottom trendline with heavy volumes indicates that the markets are now poised for a further downmove in the short term. Hence, the markets should move lower to 4900 levels in the short term.

#### **SECTOR INDICES**

#### **BSE REALTY (9871)**

The BSE Realty Index closed at 9871 levels yesterday, which is (-2.73%), below its previous close. We can also notice that this index has got a minor support on the downside at 9400 levels, which seems likely to be tested in the short term. Hence, we expect this index to move lower to 8800 levels in the short term. We recommend a sell in Omaxe and Parsvanath in this sector.

# **OPEN POSITIONAL CALLS**

| Date      | Stock | Reco. | Reco.<br>Price | S.L. | Target 1 | Target 2 | Date      | C.M.P. | Comments          |
|-----------|-------|-------|----------------|------|----------|----------|-----------|--------|-------------------|
| 28-Jan-08 | IDFC  | Buy   | 210-212        | 198  | 230      | -        | 31-Jan-08 | 199    | Call closed @ 206 |

Rohit Shinde Senior Technical Analyst **Bhavin Y Mehta** Associate Technical Analyst

**HOME** 

# FROM OUR DERIVATIVES DESK

#### **VOLATILE EXPIRY.**

Despite U.S. Fed rate cut news of 50 basis points, Markets opened 'weak' yesterday. High volatility marked the 'expiry day' and indices were seen recovering smartly in noon trade and were soon trading in positive territory. However unwinding of positions, in late trade pulled down NIFTY once again in Red, erasing all the gains. The CNX NIFTY JAN. FUTURE closed the series 23 points lower at 5133.25. The CNX NIFTY FEB. FUTURE closed 48.70 points or 0.94% lower at 5083.60. The CNX NIFTY FEB. FUTURE discount widened to 54 points from 35 points on the previous day.

Activity in F&O space were higher on 'Expiry day', with total turnover at Rs. 78,768 crs. Vs. Rs.57,973 crs. in the previous session. The biggest gainers were Oswal Chemicals, Rajesh Exports, NALCO, Jindal Stainless, Idea Cellular and Hind Unilever while the biggest losers were Bhushan Steel, Brigade, Aurobindo Pharma, Purva, Sterling Bio and Corporation bank.

#### **Indices**

|            | Cash Market |           |       |           | Futures   |         |           | Open Interest (for 3 mts) |           |        |
|------------|-------------|-----------|-------|-----------|-----------|---------|-----------|---------------------------|-----------|--------|
|            | 31/Jan/08   | 30/Jan/08 | % Chg | 31/Jan/08 | 30/Jan/08 | % Chg   | Basis     | 31/Jan/08                 | 30/Jan/08 | % Chg  |
| BANKNIFTY  | 9226.25     | 9404.15   | -1.89 | 9233.45   | 9354.90   | -1.30   | 28.48     | 144250                    | 156200    | -7.65  |
| CNX100     | 5037.75     | 5070.75   | -0.65 | 0.00      | 4956.00   | -100.00 | -36500.00 | 150                       | 150       | 0.00   |
| CNXIT      | 3838.15     | 3846.65   | -0.22 | 3825.15   | 3840.55   | -0.40   | -123.63   | 157650                    | 175800    | -10.32 |
| JUNIOR     | 10130.00    | 10235.10  | -1.03 | 10147.00  | 10217.85  | -0.69   | 61.25     | 128850                    | 132100    | -2.46  |
| NFTYMCAP50 | 2777.20     | 2858.55   | -2.85 | 2843.00   | 2811.00   | 1.14    | 864.79    | 80850                     | 49500     | 63.33  |

#### Source NSE

#### **Nifty Futures**

#### \*JAN OI-change- (-12,46,250)

#### **PUT CALL RATIO (PCR-OI)**

|      | Prev. Close | Close   | Change  | Volume (Rs.Cr.) | OI          |
|------|-------------|---------|---------|-----------------|-------------|
| Spot | 5167.60     | 5137.45 | - 30.15 | -               | -           |
| JAN  | 5156.75     | 5133.25 | -23.50  | 12,869.24       | 1,26,03,600 |
| FEB  | 5132.30     | 5083.60 | -48.70  | 12,690.71       | 3,68,10,350 |
| MAR  | 5119.15     | 5066.00 | -53.15  | 108.51          | 6,73,250    |

| Nifty    | 31/Jan/08 | 30/Jan/08 | % Chg |
|----------|-----------|-----------|-------|
| Call OI  | 506431    | 410916    | 23.24 |
| Put OI   | 416793    | 373040    | 11.73 |
| PCR (OI) | 0.82      | 0.91      | -9.89 |

#### **Index Futures and Index Options**

Index futures saw a trading volume of Rs. 26,235.38 crores arising out of 10,36,838 contracts and Index options saw 3,52,349 contracts getting traded at a notional value of Rs. 9634.63 crores.

#### **Futures on individual securities**

The total number of contracts traded was 15,73,575 with a traded value of Rs. 42,284.41 crores.

#### **Options on individual securities**

The total number of contracts traded was 18,097 with a notional value of Rs. 614.39 crores.

- NIFTY **FEB** Cost of Carry deeply in 'Negative' at(- 22.65) vis-à-vis -7.74 on the previous day...
- NIFTY JAN. FUTURES closed the series at 4 points 'Discount', whereas NIFTY FEB. FUTURES closed at 54 points 'Discount'.

**NIFTY** Open Interest at the end of JAN series *fell* by *Rs.15,145 cr* and now stand at *Rs.26,344 crs*.(FUTURES OI-Rs. 19,257 cr and OPTIONS

#### **Implied Volatility**

NIFTY 5200 FEB. CALL-IV is at 42.67% (HV: 64.42%) and NIFTY 5200 FEB. PUT IV at 57.92%.

#### **Put Call Ratio Analysis:**

PCR of NIFTY (OI) fell sharply to 0.82 vis-a-vis 0.91 on the previous day.

#### Other Highlights:

- FIIs were **Net BUYers of Rs.128 cr in F&O** with their Net OI, being seen at 11,95,254 contracts in **Index** (Futures and Options), and seen at 11,00,519 contracts. in **Stock Futures**.
- NIFTY 5200 FEB. CALLs added 4.17 L shares to OI; NIFTY 5300 FEB. CALLs added 2.00 L shares to OI.
- NIFTY 5000 FEB. PUTs added 1.61 L shares to OI; NIFTY 4700 FEB. PUTs added 1.76 L shares to OI.
- Stock Futures shed 23.57 cr. shares from the Open Interest at the end of JAN series
- Stock Futures OI at the end of JAN series stand at Rs. 33,045 crs 'DOWN' by Rs.7372 crs.

#### **Roll-Over**

- Market-wide Roll-over was at 79%; NIFTY Roll-over at 73%.
- Highest Roll-over seen in GTL(95%), NDTV (95%), IOB (95%), HINDALCO(93%) and ADLABS(92%).
- Lowest Roll-over seen in J&K BANK(20%), SHREE CEM(32%), SUN TV (38%), CAIRNS(45%) and BHUSHAN STEEL (46%).

#### **Market Outlook:**

JAN series ended amidst High volatility and uncertainty. Roll-overs picked-up on last day, however NIFTY Roll-overs were comparatively lower. FEB Series is starting on much lighter note( OI at Rs.61,044 crs). 'Discount' on NIFTY FEB FUTURES widened to 54 points and is indicative of build-up of 'SHORT' positions in FEB series. NIFTY FEB- CoC deeply 'Negative' at (-22.65) and NIFTY OI PCR sharply 'down' at 0.82, both indicative of 'Smart Buying' at current levels. All in all, 'Positive' start to new series on 'lighter' background is highly probable. 'Smart Buying' on heavy-weights is likely to force 'short-covering' and could translate into sharp 'bounce-back'.

#### FII's Derivative Statistics for 31/Jan/2008

|               | В      | uy      | Se     | II      |         | nterest<br>/Jan/2008 | Open II<br>as on 30/ | nterest<br>Jan/2008 |         | r FIIs Open<br>erest |
|---------------|--------|---------|--------|---------|---------|----------------------|----------------------|---------------------|---------|----------------------|
|               | No. of | Amt in  | No. of | Amt in  | No. of  | Amt in               | No. of               | Amt in              | No. of  | Amt in               |
| FII           | Contr. | Crs.    | Contr. | Crs.    | Contr.  | Crs.                 | Contr.               | Crs.                | Contr.  | Crs.                 |
| Index Futures | 251508 | 6453.52 | 291483 | 7466.77 | 947457  | 24019.27             | 1018938              | 25974.97            | -71481  | -1955.71             |
| Index Options | 95361  | 2627.35 | 78249  | 2228.15 | 247797  | 6365.22              | 476844               | 12320.70            | -229047 | -5955.47             |
| Stock Futures | 327134 | 8263.96 | 295005 | 7520.64 | 1100298 | 26946.02             | 1432991              | 35366.23            | -332693 | -8420.20             |
| Stock Options | 2      | 0.15    | 68     | 1.38    | 221     | 4.11                 | 12179                | 242.09              | -11958  | -237.98              |
| Cash Market   |        | 5103.07 |        | 9041.07 |         |                      |                      |                     |         |                      |
| DII           |        | 3145.68 |        | 985.33  |         |                      |                      |                     |         |                      |

Source NSE

| Lowest Cost of Carry |            |               |         |  |  |  |  |
|----------------------|------------|---------------|---------|--|--|--|--|
| Scrip                | Cash Price | Futures Price | coc %   |  |  |  |  |
| CNX100               | 5037.75    | 0             | -36500  |  |  |  |  |
| NICOLASPIR           | 310.85     | 297.05        | -1620.4 |  |  |  |  |
| BEML                 | 1266.20    | 1235.15       | -895.06 |  |  |  |  |
| VSNL                 | 519.85     | 507.6         | -860.1  |  |  |  |  |
| JINDALSAW            | 873.75     | 855.45        | -764.46 |  |  |  |  |

| Highest Cost of Carry |            |               |       |  |  |  |  |
|-----------------------|------------|---------------|-------|--|--|--|--|
| Scrip                 | Cash Price | Futures Price | coc % |  |  |  |  |
| GRASIM                | 2951.50    | 2952.3        | 9.89  |  |  |  |  |
| GMRINFRA              | 171.25     | 171.3         | 10.66 |  |  |  |  |
| TATAMOTORS            | 699.45     | 699.7         | 13.05 |  |  |  |  |
| LUPIN                 | 562.35     | 562.6         | 16.23 |  |  |  |  |
| INDIANB               | 205.85     | 205.95        | 17.73 |  |  |  |  |

|       | Most act    | ive Calls       | ;               |       | Most active I | Puts            |                 | Top to | raded stock fut | tures           |
|-------|-------------|-----------------|-----------------|-------|---------------|-----------------|-----------------|--------|-----------------|-----------------|
| Scrip | Expiry      | Strike<br>Price | No Of<br>Shares | Scrip | Expiry        | Strike<br>Price | No Of<br>Shares | Scrip  | Expiry<br>Price | No Of<br>Shares |
| RNRL  | 31-Jan-2008 | 140             | 3138850         | NIFTY | 31-Jan-2008   | 5200            | 1259600         | RNRL   | 31-Jan-2008     | 92206400        |
| NIFTY | 31-Jan-2008 | 5200            | 1973600         | NIFTY | 28-Feb-2008   | 5100            | 1161050         | IFCI   | 31-Jan-2008     | 41902875        |
| NIFTY | 28-Feb-2008 | 6050            | 1750000         | NIFTY | 31-Jan-2008   | 5100            | 1062050         | RNRL   | 28-Feb-2008     | 39603850        |
| IFCI  | 31-Jan-2008 | 60              | 1417500         | IFCI  | 31-Jan-2008   | 60              | 756000          | RPL    | 31-Jan-2008     | 39208400        |
| RNRL  | 31-Jan-2008 | 130             | 1301300         | RNRL  | 31-Jan-2008   | 140             | 679250          | RPL    | 28-Feb-2008     | 38856650        |

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**Nilesh Kulkarni** Senior Derivative Analyst 1st February 2008

ReLIANCE Money
And Dringholds Amstand Group

# **DAILY NIFTY PIVOT POINT**

|  | Support 2        | Support 1         | Pivot             | Resistance 1     | Resistance 2     |
|--|------------------|-------------------|-------------------|------------------|------------------|
| S&P CNX Nifty                                    | 4972.92          | 5055.18           | 5153.42           | 5235.68          | 5333.92          |
| CNX IT   | 3705.12          | 3771.63           | 3843.27           | 3909.78          | 3981.42          |
| CNX Nifty Junior                                 | 9638.50          | 9884.25           | 10132.20          | 10377.95         | 10625.90         |
| S&P CNX Defty                                    | 4369.73          | 4444.47           | 4532.23           | 4606.97          | 4694.73          |
| BANK Nifty                                       | 8934.85          | 9080.55           | 9292.95           | 9438.65          | 9651.05          |
| CNX Midcap                                       | 7023.05          | 7165.55           | 7315.95           | 7458.45          | 7608.85          |
| S&P CNX 500                                      | 4204.13          | 4276.57           | 4359.28           | 4431.72          | 4514.43          |
| CNX 100  | 4866.75          | 4952.25           | 5050.70           | 5136.20          | 5234.65          |
| Nifty Midcap 50                                  | 2662.90          | 2720.05           | 2805.95           | 2863.10          | 2949.00          |
|  | Support 2        | Support 1         | Pivot             | Resistance 1     | Resistance 2     |
| ABB LTD.   | 1062.63          | 1091.27           | 1129.63           | 1158.27          | 1196.63          |
| ACC LIMITED                                      | 702.70           | 735.40            | 781.70            | 814.40           | 860.70           |
| AMBUJA CEMENTS LTD                               | 114.52           | 117.63            | 120.32            | 123.43           | 126.12           |
| BAJAJ AUTO LTD                                   | 2165.68          | 2262.37           | 2328.68           | 2425.37          | 2491.68          |
| BHARTI AIRTEL LIMITED                            | 822.28           | 840.57            | 868.28            | 886.57           | 914.28           |
| BHEL   | 2009.77          | 2035.03           | 2070.02           | 2095.28          | 2130.27          |
| BHARAT PETROLEUM CORP LT                         | 334.82           | 348.18            | 366.37            | 379.73           | 397.92           |
| CAIRN INDIA LIMITED                              | 175.12           | 184.83            | 194.17            | 203.88           | 213.22           |
| CIPLA LTD  | 181.08           | 185.17            | 188.58            | 192.67           | 196.08           |
| DR. REDDY'S LABORATORIES                         | 504.82           | 517.03            | 531.07            | 543.28           | 557.32           |
| GAIL (INDIA) LTD                                 | 369.52           | 388.43            | 410.22            | 429.13           | 450.92           |
| GLAXOSMITHKLINE PHARMA LT                        | 760.15           | 789.05            | 828.90            | 857.80           | 897.65           |
| GRASIM INDUSTRIES LTD                            | 2685.83          | 2818.67           | 2933.83           | 3066.67          | 3181.83          |
| HCL TECHNOLOGIES LTD                             | 217.55           | 229.60            | 245.25            | 257.30           | 272.95           |
| HDFC LTD   | 2679.70          | 2759.40           | 2829.70           | 2909.40          | 2979.70          |
| HDFC BANK LTD                                    | 1483.32          | 1526.43           | 1558.17           | 1601.28          | 1633.02          |
| HERO HONDA MOTORS LTD                            | 633.47           | 663.03            | 686.52            | 716.08           | 739.57           |
| HINDALCO INDUSTRIES LTD                          | 143.98           | 153.97            | 164.98            | 174.97           | 185.98           |
| HINDUSTAN UNILEVER LTD.                          | 186.98           | 197.87            | 204.93            | 215.82           | 222.88           |
| ICICI BANK LTD.                                  | 1082.47          | 1114.73           | 1163.37           | 1195.63          | 1244.27          |
| IDEA CELLULAR LIMITED                            | 104.08           | 113.77            | 121.88            | 131.57           | 139.68           |
| INFOSYS TECHNOLOGIES LTD                         | 1436.68          | 1467.87           | 1501.38           | 1532.57          | 1566.08          |
| ITC LTD  | 186.52           | 191.03            | 196.02            | 200.53           | 205.52           |
| LARSEN & TOUBRO LTD.                             | 3513.02          | 3579.93           | 3666.97           | 3733.88          | 3820.92          |
| MAHINDRA & MAHINDRA LTD                          | 615.35           | 640.10            | 675.00            | 699.75           | 734.65           |
| MARUTI SUZUKI INDIA LTD.                         | 806.87           | 828.53            | 846.67            | 868.33           | 886.47           |
| NATIONAL ALUMINIUM CO LTD                        | 376.15           | 407.30            | 428.15            | 459.30           | 480.15           |
| NTPC LTD   | 185.75           | 190.90            | 199.15            | 204.30           | 212.55           |
| OIL AND NATURAL GAS CORP.                        | 933.18           | 961.37            | 998.18            | 1026.37          | 1063.18          |
| PUNJAB NATIONAL BANK                             | 606.12           | 626.23            | 658.12            | 678.23           | 710.12           |
| RANBAXY LABS LTD                                 | 325.50           | 336.80            | 351.30            | 362.60           | 377.10           |
| RELIANCE ENERGY LTD                              | 570.58           | 584.77            | 607.58            | 621.77           | 644.58           |
| RELIANCE ENERGY LTD                              | 1830.03          | 1904.07           | 1974.03           | 2048.07          | 2118.03          |
| RELIANCE INDUSTRIES LTD                          | 2274.50          | 2376.70           | 2473.20<br>161.15 | 2575.40          | 2671.90          |
| RELIANCE PETROLEUM LTD. STEEL AUTHORITY OF INDIA | 146.80<br>203.07 | 152.80<br>208.93  | 161.15<br>217.47  | 167.15<br>223.33 | 175.50<br>231.87 |
| SATYAM COMPUTER SERVICES                         | 360.90           | 376.80            | 393.90            | 409.80           | 426.90           |
| STATE BANK OF INDIA                              | 2071.98          | 2119.67           | 2183.68           | 2231.37          | 2295.38          |
| SIEMENS LTD                                      | 1544.67          |                   | 1713.72           | 1777.48          | 1882.77          |
| STERLITE INDS (IND) LTD                          | 697.08           | 1608.43<br>721.57 | 754.73            | 779.22           | 812.38           |
| SUN PHARMACEUTICALS IND.                         | 1033.00          | 1082.90           | 1128.90           | 1178.80          | 1224.80          |
| SUZLON ENERGY LIMITED                            | 283.70           | 296.30            | 312.60            | 325.20           | 341.50           |
| TATA MOTORS LIMITED                              | 668.62           | 684.03            | 702.02            | 717.43           | 735.42           |
| TATA POWER CO LTD                                | 1216.65          | 1247.30           | 1290.65           | 1321.30          | 1364.65          |
| TATA STEEL LIMITED                               | 673.13           | 705.87            | 725.63            | 758.37           | 778.13           |
| TATA CONSULTANCY SERV LT                         | 811.72           | 842.73            | 866.37            | 897.38           | 921.02           |
| UNITECH LTD                                      | 358.18           | 370.87            | 380.68            | 393.37           | 403.18           |
| VIDESH SANCHAR NIGAM LTD                         | 427.95           | 473.90            | 526.95            | 572.90           | 625.95           |
| WIPRO LTD  | 370.38           | 396.57            | 421.23            | 447.42           | 472.08           |
| ZEE ENTERTAINMENT ENT LTD                        | 266.17           | 275.33            | 281.67            | 290.83           | 297.17           |
|  |                  | Z10.00            | 201.0/            | ∠90.03           | 231.11           |

Source: NSE

# **BULK DEALS**

| TRAD      | E DETAIL     | S OF BULK DEALS                           |      |          |          |
|-----------|--------------|---|------|----------|----------|
| Deal      | Scrip Name   | Client Name                               | Deal | Quantity | Price ** |
| Date      |              |   | Type |          |          |
| 31-Jan-08 | Arvind Chem  | Newage Vinimay Pvt Ltd                    | В    | 21245    | 30.53    |
| 31-Jan-08 | Baj Hin Sug  | Ishwar Dayal Mittal                       | S    | 367405   | 47.03    |
| 31-Jan-08 | Betala Glo S | H. R. Javeri                              | В    | 7000     | 10.06    |
| 31-Jan-08 | Birla Corpor | Nikko Asset Management Mauritius Ltd      | S    | 400000   | 225      |
| 31-Jan-08 | Cat Technol  | Arjun Ramesh                              | В    | 274555   | 9.33     |
| 31-Jan-08 | Cybermat Inf | Sarfarazkhan Sarvarkhan Pathan            | В    | 1426322  | 11.4     |
| 31-Jan-08 | Cybermat Inf | Sarfarazkhan Sarvarkhan Pathan            | S    | 1424193  | 11.28    |
| 31-Jan-08 | Dmc Inter    | Spg Finvest Pvt Ltd                       | В    | 18800    | 24.91    |
| 31-Jan-08 | Dmc Inter    | Rakesh B Jain Huf                         | S    | 20000    | 24.01    |
| 31-Jan-08 | Ez-Comm Trad | Mukesh Jitendra Vora                      | В    | 26072    | 7.26     |
| 31-Jan-08 | Gemstone Inv | Hemant Madhusudan Sheth                   | S    | 63000    | 21.12    |
| 31-Jan-08 | Hind Hardy S | Sat Paul Garg                             | В    | 10000    | 90       |
| 31-Jan-08 | Hind Hardy S | Sat Paul Garg                             | S    | 10000    | 96       |
| 31-Jan-08 | Inca Finleas | Rashel Agrotech Ltd.                      | В    | 25000    | 142.9    |
| 31-Jan-08 | Jindal Cap.  | Jmp Securities Pvt. Ltd.                  | В    | 90401    | 47.96    |
| 31-Jan-08 | Jindal Cap.  | Jmp Securities Pvt. Ltd.                  | S    | 64804    | 41.14    |
| 31-Jan-08 | Kale Films   | Obident Exports Pvvt. Ltd                 | В    | 300000   | 3.83     |
| 31-Jan-08 | Kale Films   | Pravin H Oza                              | S    | 315100   | 3.83     |
| 31-Jan-08 | Khaitan Wvg  | Anil Agrawal Huf                          | В    | 10000    | 55.9     |
| 31-Jan-08 | Marg Constru | Rr Infotech Ltd                           | В    | 157000   | 455      |
| 31-Jan-08 | Marg Constru | Marg Holding And Financal Services Ltd    | s b  | 157000   | 455      |
| 31-Jan-08 | Mast Medi Sy | Bakliwal Financial Services India Pvt Ltd | d B  | 25000    | 61.5     |
| 31-Jan-08 | Rai Sh Rek M | Badjate And Co. Trading                   | S    | 40000    | 66.08    |
| 31-Jan-08 | Sayaj Hotels | Trans Agro India Private Ltd              | В    | 103100   | 101.65   |
| 31-Jan-08 | Tribhvan Hsg | Manu Stock Broking P Ltd                  | S    | 40000    | 28.46    |
| 31-Jan-08 | Tube Invest  | Mahindra Holdings Limited                 | В    | 2084555  | 65.95    |
| 31-Jan-08 | Tube Invest  | Mahindra Holdings And Finance Limited     | l S  | 2084555  | 65.95    |
| 31-Jan-08 | Bajaj Steel  | Bhavik Jayantkumar Dhruve                 | В    | 15000    | 185.4    |
| 31-Jan-08 | Bajaj Steel  | Ajay Kantilal Agarwal                     | В    | 15000    | 180.5    |
| 31-Jan-08 | Bajaj Steel  | Bhavik Jayantkumar Dhruve                 | S    | 15000    | 180.5    |
| 31-Jan-08 | Bajaj Steel  | Ajay Kantilal Agarwal                     | S    | 15000    | 185.4    |
| 31-Jan-08 | Cat Technol  | Shyam Alcohol And Chemicals Ltd           | S    | 225000   | 8.89     |
| 31-Jan-08 | Geekay Finan | Sigrun Realties Ltd                       | В    | 50000    | 72.5     |
| 31-Jan-08 | Rai Sh Rek M | Badjate And Co. Trading                   | В    | 33898    | 69.35    |
| 31-Jan-08 | Sudal Indust | Kushal Software Ltd                       | В    | 27000    | 55.99    |
| 31-Jan-08 | Usher Agro   | Jitendra Parshuram Mayekar                | В    | 315000   | 157.87   |
| 31-Jan-08 | Usher Agro   | Taib Bank Ac Tsml                         | S    | 247604   | 157.6    |
| 31-Jan-08 | Dhanustech   | Dkg Security                              | В    | 112251   | 182.44   |

Source : BSE \* B - Buy, S - Sell / \*\* = Weighted Average Trade Price / Trade Price

1st February 2008

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# FORTHCOMING EVENTS

# **BOARD MEETINGS**

| Effective Date | Summary                                | Action Type                             |
|----------------|--|---|
|                | Aarti Industries Ltd                   | Interim Dividend                        |
| 01-Feb-08      | Ambuja Cements Ltd                     | Annual Accounts And Dividend            |
| 01-Feb-08      | Artson Engineering Ltd                 | Reduction Of Capital                    |
| 01-Feb-08      | Dwarikesh Sugar Industries Limited     | Conversion                              |
| 01-Feb-08      | Financial Technologies (India) Limited | 3Rd Interim Dividend                    |
| 01-Feb-08      | Gujarat Fluorochemicals Ltd            | Stock Split From Rs. 2/- To Re. 1/-     |
| 01-Feb-08      | Jolly Board Ltd                        | Interim Dividend                        |
| 01-Feb-08      | Kirloskar Oil Engines Ltd.             | Interim Dividend                        |
| 01-Feb-08      | Mahalaxmi Rubtech Ltd                  | General                                 |
| 01-Feb-08      | Mukesh St(P)                           | Right 2:1                               |
| 01-Feb-08      | Natura Hue Chem Ltd                    | Re-Issue Of Forfeited Equity Shares     |
| 01-Feb-08      | Nilkamal Limited                       | Interim Dividend - 35% Purpose Revised  |
| 01-Feb-08      | Orient Paper & Industries Ltd          | Stock Split From Rs 10/- To Re. 1/-     |
| 01-Feb-08      | Praj Industries Ltd                    | Interim Div-Rs.1.98 PrShpurpose Revised |
| 01-Feb-08      | Shri Lakshmi Cotsyn Limited            | Qualified Institutional Placement       |
| 01-Feb-08      | Standard Batteries Ltd                 | Results                                 |
| 01-Feb-08      | Steel Authority of India Ltd           | Interim Dividend                        |

Source : BSE / NSE

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#### **HOME**



### **Corporate Office:**

Reliance Money House, Plot No - 250 - A - 1, Baburao Pendharkar Marg, Off Annie Besant Road, Behind Doordarshan Tower, Worli, Mumbai - 400025 Tel.: 91-22-30443301, Fax No.: 30443306

Equities: Trading through Reliance Securities Limited | NSE SEBI Registration Number Capital Market :- INB 231234833 |
BSE SEBI Registration Number Capital Market :- INB 011234839 | NSE SEBI Registration Number Derivatives :- INF 231234833
Commodities: Trading through Reliance Commodities Limited | MCX member code: 29030 | NCDEX member code: NCDEX-CO-05-00647 |
NMCE member code: CL0120 Mutual Funds: Reliance Securities Limited | AMFI ARN No.29889

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