# DLF (DLF.BO)

## Q3FY12 – Reality Bites!

- Company Update
- Target Price Change
- Estimate Change

- **Q3 Disappoints** — DLF reported a PAT of ~Rs2.6b, down 30% QoQ and ~45% YoY, significantly below our estimates. The miss was on account of lower revenues (~Rs20b, down ~20% from Q2 levels) and a sharp drop in EBITDA margins to ~40% from ~45-46% earlier. Other income of ~Rs3.6b (largely from Pune/Noida transactions), supported the net profits.

- **Adverse shift in Sales mix** — While DLF recorded sales of ~3.3msf, a significant portion was in Lucknow at lower price points. Management also highlighted lower execution rates due to labor shortages/wage inflation and so has shifted several projects to third-party contractors (L&T, Shapoorji Pallonji, etc.) which should lead to a pickup in execution a few quarters down the line.

- **Net D/E remains high** — Although there has been a marginal reduction from Q2 levels, the net D/E continues to remain high. DLF realized ~Rs12b from asset sales in Q3 of which (1) ~Rs3.7b was spent on land, ~Rs0.8b for capex (2) ~Rs1.2b on the Hilton stake (3) ~Rs0.7-0.8b for government charges linked to recent launches in Chandigarh and Lucknow. (4) Net debt reduction of ~Rs5.4b.

- **Outlook remains cautious in the near term** — Management expects headwinds to continue in the near term and hopes a revival in 2-3 quarters with (1) Divestiture of ~Rs60-70b assets and debt reduction of ~Rs40-50b from the proceeds. (2) Turn in interest rates (Current rates are ~12.75% up from ~10.5% over the last 18 months).

- **Cut TP to Rs266, Maintain Buy** — We cut our estimates by 23%/20%/2% for FY12/13/14E driven by lower revenue and margin assumptions. Our cut in TP is due to a cut in blended NAV to Rs295 (from Rs302) to factor in higher delays despite roll forward to Mar-13E from Sept-12 earlier. Although we expect near-term headwinds to continue, DLF remains relatively better positioned within large-cap property stocks. Our top picks in Indian property remain Prestige Estates, Phoenix Mills and Oberoi Realty.

| | |
|---|---|
| **Buy** | **1** |
| Price (10 Feb 12) | Rs230.70 |
| Target price | Rs266.00 |
| *from Rs271.00* | |
| Expected share price return | 15.3% |
| Expected dividend yield | 0.9% |
| **Expected total return** | **16.2%** |
| Market Cap | Rs391,789M |
| | US$7,937M |

**Price Performance**
**(RIC: DLF.BO, BB: DLFU IN)**


**Statistical Abstract**

| Year to 31 Mar | Net Profit (RsM) | Diluted EPS (Rs) | EPS growth (%) | P/E (x) | P/B (x) | ROE (%) | Yield (%) |
|---|---|---|---|---|---|---|---|
| 2010A | 17,198 | 10.13 | -61.5 | 22.8 | 1.6 | 7.3 | 0.9 |
| 2011A | 16,396 | 9.66 | -4.7 | 23.9 | 1.6 | 6.7 | 0.9 |
| 2012E | 13,139 | 7.74 | -19.9 | 29.8 | 1.6 | 5.3 | 0.9 |
| 2013E | 18,170 | 10.70 | 38.3 | 21.6 | 1.5 | 7.1 | 0.9 |
| 2014E | 26,481 | 15.60 | 45.7 | 14.8 | 1.4 | 9.8 | 0.9 |

Source: Powered by dataCentral

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See Appendix A-1 for Analyst Certification, Important Disclosures and non-US research analyst disclosures.

| Fiscal year end 31-Mar | 2010 | 2011 | 2012E | 2013E | 2014E |
|---|---|---|---|---|---|
| **Valuation Ratios** | | | | | |
| P/E adjusted (x) | 22.8 | 23.9 | 29.8 | 21.6 | 14.8 |
| P/E reported (x) | 22.8 | 23.9 | 29.8 | 21.6 | 14.8 |
| P/BV (x) | 1.6 | 1.6 | 1.6 | 1.5 | 1.4 |
| Dividend yield (%) | 0.9 | 0.9 | 0.9 | 0.9 | 0.9 |
| **Per Share Data (Rs)** | | | | | |
| EPS adjusted | 10.13 | 9.66 | 7.74 | 10.70 | 15.60 |
| EPS reported | 10.13 | 9.66 | 7.74 | 10.70 | 15.60 |
| BVPS | 144.41 | 144.45 | 147.42 | 153.34 | 164.17 |
| NAVps ordinary | na | na | na | na | na |
| DPS | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 |
| **Profit & Loss (RsM)** | | | | | |
| **Net operating income (NOI)** | **39,819** | **43,248** | **47,508** | **56,141** | **67,258** |
| G&A expenses | -4,703 | -5,721 | -6,580 | -7,237 | -7,961 |
| Other Operating items | -3,241 | -6,219 | -6,841 | -6,866 | -7,192 |
| **EBIT including associates** | **31,875** | **31,308** | **34,087** | **42,038** | **52,105** |
| Non-oper./net int./except. | -6,820 | -11,217 | -15,798 | -17,027 | -15,840 |
| **Pre-tax profit** | **25,054** | **20,090** | **18,289** | **25,011** | **36,264** |
| Tax | -7,022 | -4,594 | -4,810 | -6,484 | -9,409 |
| Extraord./Min. Int./Pref. Div. | -834 | 900 | -340 | -357 | -375 |
| **Reported net income** | **17,198** | **16,396** | **13,139** | **18,170** | **26,481** |
| Adjusted earnings | 17,198 | 16,396 | 13,139 | 18,170 | 26,481 |
| Adjusted EBIT | 31,866 | 31,219 | 34,017 | 41,964 | 52,027 |
| Adjusted EBITDA | 35,116 | 37,527 | 40,929 | 48,903 | 59,297 |
| **Growth Rates (%)** | | | | | |
| NOI | -34.3 | 8.6 | 9.9 | 18.2 | 19.8 |
| EBIT adjusted | -40.6 | -2.0 | 9.0 | 23.4 | 24.0 |
| EPS adjusted | -61.5 | -4.7 | -19.9 | 38.3 | 45.7 |
| **Cash Flow (RsM)** | | | | | |
| **Operating cash flow** | **86,847** | **31,506** | **25,577** | **20,349** | **20,224** |
| Depreciation/amortization | 3,249 | 6,307 | 6,911 | 6,939 | 7,269 |
| Net working capital | 57,432 | -4,772 | 6,299 | -5,118 | -13,901 |
| **Investing cash flow** | **-163,024** | **40,570** | **-6,993** | **-12,000** | **-15,000** |
| Capital expenditure | -131,971 | -4,205 | -1,880 | -12,000 | -15,000 |
| Acquisitions/disposals | 0 | 0 | 0 | 0 | 0 |
| **Financing cash flow** | **74,233** | **-63,508** | **-8,432** | **-12,107** | **-12,107** |
| Borrowings | 53,811 | 23,157 | -324 | -4,000 | -4,000 |
| Dividends paid | -3,395 | -3,395 | -3,395 | -3,395 | -3,395 |
| **Change in cash** | **-1,945** | **8,567** | **10,152** | **-3,759** | **-6,883** |
| **Balance Sheet (RsM)** | | | | | |
| **Total assets** | **617,658** | **639,990** | **649,221** | **664,806** | **686,416** |
| Cash & cash equivalent | 9,282 | 13,461 | 23,848 | 19,732 | 12,474 |
| Net fixed assets | 276,868 | 281,841 | 276,810 | 281,871 | 289,601 |
| **Total liabilities** | **307,053** | **370,917** | **374,541** | **380,063** | **383,300** |
| Total Debt | 216,766 | 239,903 | 239,578 | 235,578 | 231,578 |
| **Shareholders' funds** | **310,605** | **269,073** | **274,680** | **284,743** | **303,116** |
| **Profitability/Solvency Ratios** | | | | | |
| EBIT margin adjusted (%) | 42.9 | 32.7 | 36.2 | 38.4 | 40.3 |
| ROE adjusted (%) | 7.3 | 6.7 | 5.3 | 7.1 | 9.8 |
| ROA adjusted (%) | 3.1 | 2.6 | 2.0 | 2.8 | 3.9 |
| Net debt to equity (%) | 66.8 | 84.2 | 78.5 | 75.8 | 72.3 |
| Interest coverage (x) | 3.2 | 2.2 | 2.0 | 2.4 | 3.1 |

For further data queries on Citi's full coverage universe please contact CIRA Data Services Asia Pacific at CIRADataServicesAsiaPacific@citi.com or +852-2501-2791

Powered by: dataCentral

# DLF - Quarterly Performance

**Figure 1. Q3 Consolidated Results Snapshot (Rs mn)**

| | 3QFY11 | 2QFY12 | 3QFY12 | YoY | QoQ |
|---|---|---|---|---|---|
| **Net Sales** | **24,799** | **25,324** | **20,344** | **-18.0%** | **-19.7%** |
| Total Expenditure | 13,020 | 13,594 | 12,116 | | |
| **Operating Profit** | **11,780** | **11,730** | **8,227** | **-30.2%** | **-29.9%** |
| ***OPMs*** | ***47.5%*** | ***46.3%*** | ***40.4%*** | ***-706bp*** | ***-588bp*** |
| | | | | | |
| Interest | 4,277 | 5,263 | 6,199 | 44.9% | 17.8% |
| Other Income | 1,143 | 448 | 3,617 | 216.4% | 708.2% |
| Depreciation | 1,612 | 1,753 | 1,797 | 11.5% | 2.5% |
| PBT | 7,034 | 5,161 | 3,848 | -45.3% | -25.4% |
| PBT margins | 28.4% | 20.4% | 18.9% | | |
| | | | | | |
| Tax | 2,026 | 1,475 | 1,353 | -33.2% | -8.3% |
| Effective tax rate (%) | 28.8% | 28.6% | 35.2% | | |
| | | | | | |
| PAT | 5,008 | 3,686 | 2,495 | -50.2% | -32.3% |
| Less: Minority Interest | -284 | 0 | 109 | | |
| Add: Share of Associates | -2 | -5 | -17 | | |
| Adjusted Pat | 4,722 | 3,682 | 2,587 | -45.2% | -29.7% |
| Extra-ordinary Items/Prior period | -65 | 42 | -4 | | |
| **Net Profit** | **4,657** | **3,724** | **2,584** | **-44.5%** | **-30.6%** |
| ***PAT Margin%*** | ***18.8%*** | ***14.7%*** | ***12.7%*** | | |

Source: Company

**Figure 2. Balance Sheet (Rs mn)**

| | 2QFY12 | 3QFY12 |
|---|---|---|
| Capital | 21,499 | 21,390 |
| Reserves and Surplus | 248,726 | 251,190 |
| **Net Worth** | **270,224** | **272,580** |
| Minority Interests | 6,160 | 4,590 |
| Loan funds | 254,498 | 250,260 |
| **Total Liabilities and Equity** | **530,883** | **527,430** |
| | | |
| Total Fixed Assets | 285,070 | 278,690 |
| Investments | 15,039 | 11,800 |
| Goodwill on consolidation | 15,086 | 15,200 |
| Deferred tax assets | 1,469 | 1,840 |
| | | |
| Stocks | 152,338 | 154,690 |
| Sundry debtors | 19,540 | 18,480 |
| Cash & bank balances | 11,820 | 12,460 |
| Loans and advances | 80,572 | 84,850 |
| Other current assets | 79,361 | 75,870 |
| Less: Current Liabilities | 91,049 | 86,270 |
| Less: Provisions | 38,365 | 40,180 |
| **Net current assets** | **214,218** | **219,900** |
| **Total Assets** | **530,883** | **527,430** |

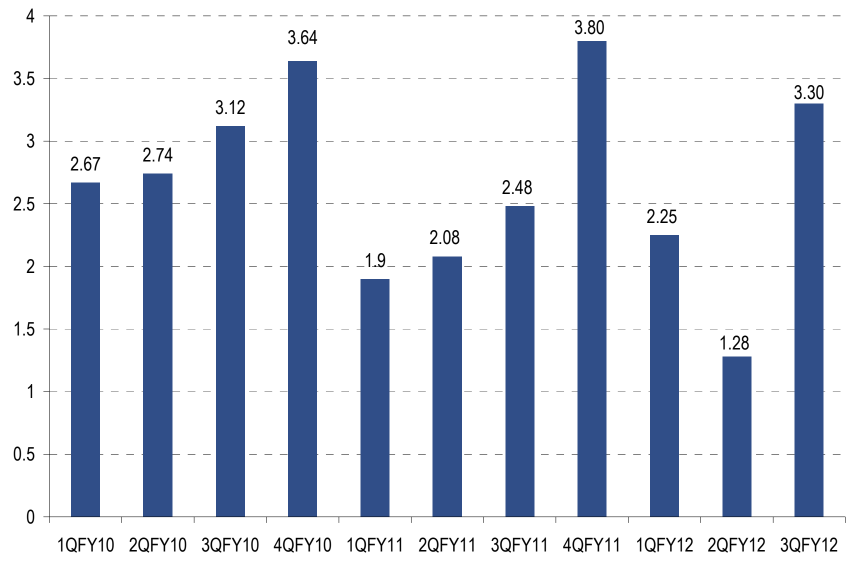
Source: Company

**Figure 3. Cash Flow Extract: As at Dec - 11 (in Rs mn)**

| | |
|---|---|
| Cash Flow from Operations | 15,110 |
| Interest / Dividends Received | 1,870 |
| Change in Debt | 10,200 |
| Interest Paid | (21,820) |
| Dividends Paid | (5,480) |
| Capex | 730 |

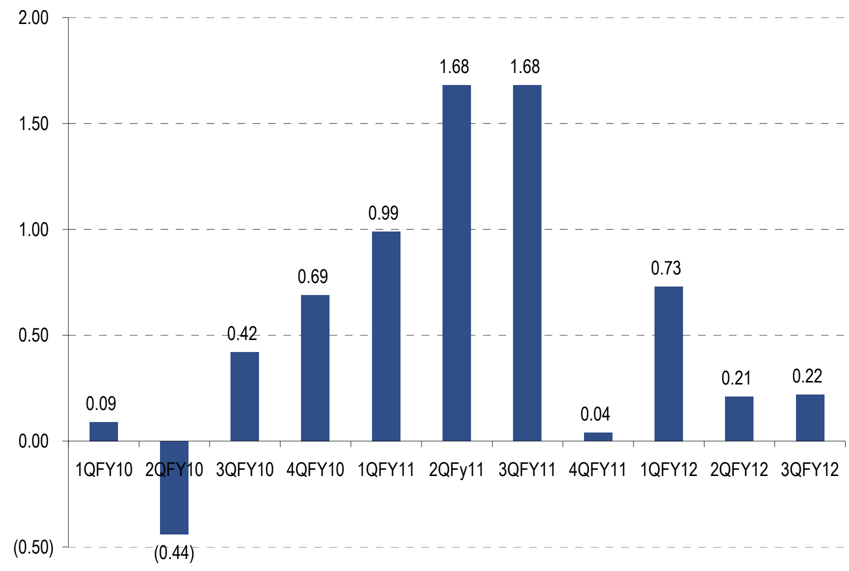
Source: Company

**Figure 4. DLF Sales Tracker (msf)**




Source: Company

**Figure 5. DLF Net Leasing Tracker* (msf)**




Source: Company (* after taking into account adjustments and cancellations)

## Change in Estimates

We have revisited our estimates based on 9M performance, management commentary and the operating environment. We cut our estimates by 23%/20%/2% for FY12/13/14E driven by lower revenue and margin assumptions.

**Figure 6. Change in Estimates**

| | FY12 | FY13 | FY14 |
|---|---|---|---|
| **Revenues** | | | |
| - Current Estimate | 93,987 | 109,165 | 128,987 |
| - Earlier Estimate | 102,707 | 116,165 | 128,987 |
| %Change | -8% | -6% | 0% |
| **EBITDA Margin** | | | |
| - Current Estimate | 43.5% | 44.8% | 46.0% |
| - Earlier Estimate | 45.1% | 45.7% | 45.6% |
| Change in bps | -152bp | -94bp | 37bp |
| **Net Profit** | | | |
| - Current Estimate | 13,139 | 18,170 | 26,481 |
| - Earlier Estimate | 17,072 | 22,674 | 27,057 |
| %Change | -23% | -20% | -2% |
| **EPS** | | | |
| - Current Estimate | 7.74 | 10.70 | 15.60 |
| - Earlier Estimate | 10.06 | 13.36 | 15.94 |
| %Change | -23% | -20% | -2% |

Source: Citi Investment Research and Analysis estimates

## Change in TP to Rs266

Our cut in TP is due to a cut in blended NAV to Rs295 (from Rs302) to factor in higher delays despite roll forward to Mar-13E from Sept-12 earlier. We revisit our assumptions based on 9M performance, management commentary and the operating environment. In light of recent price actions by competitors, we see lesser likelihood of price corrections in micro-markets that DLF operates in, but retain the probability of price cut at 50% in the interest of conservatism. But we see absorption coming off at elevated price levels and assume delays to factor the same.

**Figure 7. Valuation Snapshot (in Rs/share)**

| | |
|---|---|
| **Base NAV** | **338** |
| NAV -15% price cut | 252 |
| Probability of price cut | 50% |
| **Blended NAV** | **295** |
| Avg Disc to NAV | 10% |
| **Target Price** | **266** |

Source: Citi Investment Research and Analysis

**Figure 8. DLF – Base NAV Summary (Rs mn)**

| | |
|---|---|
| Gross NAV Residential | 622,273 |
| Gross NAV Non-Residential | 277,502 |
| **Total Gross NAV for Development business** | **899,775** |
| Less: Amt outstanding for land | 14,000 |
| Less: Tax @ 25% | 221,444 |
| Less: Net Debt outstanding (ex-Promoter CCPS) | 209,190 |
| Add: Non Core asset sales | 21,038 |
| Less: Customer Advances | 31,850 |
| **Net NAV for Development business** | **444,329** |
| Add: Value of - | |
| Rent Yielding Assets (~24msf in total)- 60% stake valued | 87,955 |
| Other Businesses | 26,250 |
| **Total Value** | **558,533** |
| No. of Shares Outstanding (m) | 1,651 |
| **NAV Per Share (Rs)** | **338** |

Source: Citi Investment Research and Analysis

# DLF

## Company description

DLF is one of India's oldest real estate developers. Established in Delhi in 1946, it has continued to expand and diversify its real estate businesses, and is among the largest developers in India. It has historically built its businesses in Delhi and adjoining areas, known as the National Capital Region (NCR). DLF has diversified into other geographic locations over the past few years. These expansions are spread across India, with a focus on the Northern India belt, Kolkata, Mumbai, Chennai, and a number of other large and rapidly growing cities. DLF enjoys a strong brand franchise with a good track record in execution and delivery. This is the flagship company of the KP Singh family, with the founders holding a 78.6% stake. It is one of India's largest developers, with a diversified asset portfolio and an emerging pan-India presence.

## Investment strategy

We rate DLF as Buy (1) with a target price of Rs266. We view DLF as differentiated by: (a) Rent yielding assets with >Rs 13b annuity run-rate already in place - meaningfully higher than peers; (b) High quality land bank - particularly in Gurgaon/metros; (c) Track record of quality/execution. A pickup in the commercial segment should benefit DLF the most, while monetization of rent yielding assets at a later stage could unlock significant value. Also, overhang of DAL-DLF integration is out of the way. While liquidity appears slightly stretched for DLF, given its execution track record, growing rental income, and geographic-asset mix, we continue to believe the company is strongly positioned versus other large-cap peers in Indian property.

## Valuation

Our Rs 266 target price is based on a 10% discount to our blended Mar-13E NAV of Rs 295. DLF has significant exposure to the NCR region. We believe chances of price cuts are quite probable, given the price hikes the region has seen since the last downturn. Hence, we have assigned 50% probability of potential 15% price cuts to arrive at our TP. This is in line with our valuation methodology for the sector. Our Mar-13E base NAV (ex-price cut) of Rs 338 incorporates Rs269 for the development portfolio and Rs69 for other asset holdings (mainly lease asset portfolio at Rs53). The lower discount vs. peers (10%-25%) is attributed to DLF's: 1) rich land bank vs peers; 2) superior business model and execution track record; and 3) strong rental annuity flow of >Rs13b/annum. Our Mar-13E base NAV is based on: 1) development portfolio of ~349 msf; 2) rental assets of ~23 msf; 3) cap rate of 10%-11% for commercial/IT Park, IT SEZs; 4) Increased cost of capital of 15.5%; and 5) a tax rate of ~25%.

## Risks

The key risks to our investment thesis on DLF are: 1) DLF's deleveraging remains contingent on non-core asset sales (2) Any delays in upcoming launches / slow response to launches could be detrimental (3) Slowdown in the IT/ITES industry could lead to a decline in demand for commercial real estate (4) execution delays further to what we have built in already (5) Slowdown in capital inflows or measures to regulate FDI in the real estate sector. If any of these risk factors has a greater downside impact than we anticipate, the share price will likely have difficulty attaining our target price.

# Prestige Estates Projects Ltd

(PREG.BO; Rs111.45; 1)

## Valuation

Our target price of Rs128 is based on a weighted average discount of 20% (based on various operating segments) to our Sept-12E blended NAV of Rs160. Given the weak global/macro environment, we believe it is reasonable to assign a 40% probability of potential 15% price cuts to arrive at our TP. This is in line with our valuation methodology for the sector. Our Sept-12E base NAV (ex-price cut) of Rs174 is based on: 1) development portfolio of ~28msf (its economic stake); 2) rental assets of ~4.0msf (its economic stake); 3) additional land bank of ~390 acres at current market price; 4) project management business at 10.0x one year fwd earnings; 5) cap rate of 11%-12% for commercial space and retail malls; 6) average cost of capital of ~15.4% (assuming 14.3% cost of debt); and 7) a tax rate of 28%.

## Risks

The key risks to our investment thesis on Prestige Estates are: (1) projects could suffer execution delays or cost overruns due to a significant scale-up in operations (2) a slowdown in IT/ITES and global macro factors could impact its commercial segment plans (3) geo-political risks are higher given >80% exposure towards a single city - Bangalore (4) interest rate tightening cycle (5) a slowdown in capital inflows or measures to regulate FDI in the real estate sector. If any of these risk factors has a greater downside impact than we anticipate, the share price will likely have difficulty attaining our target price.

# Phoenix Mills

(PHOE.BO; Rs194.25; 1)

## Valuation

Our target price of Rs 247 is at an average 16% discount to our Sept-12 NAV of Rs 293. This is based on a combination of rental yield for HSP and NAV-method for under-development assets. The lower discount (vs. 20-30% ascribed to tier-II peers) is a combination of: 1) strong and growing rental annuity; 2) near-term execution visibility of Market Cities; and 3) likely delays for EWPDL, BARE and hospitality projects. Our NAV estimate of Rs 293 is based on the following assumptions: 1) Rs 147 per share for High Street Phoenix using a rental yield model and Phase IV land (~0.25msf) valued based on market prices; 2) 3.8 msf economic interest in Market City projects (ex-hotels); 3) economic interest in EWPDL & BARE project; and 4) Rs12-20m capital cost per room for ~1,500 rooms following its 75% stake in the hospitality venture. This apart, we factor in: a) total proportionate net debt of ~Rs 11.2bn; b) cost of capital of ~13% (assuming 13.5% cost of debt); c) a tax rate of 30%.

## Risks

The key risks to our investment thesis on Phoenix Mills are: (1)concentration in the retail and hospitality segment, which has been a laggard in the recovery phase post downturn (2) any leasing/footfall disappointment on the launch of forthcoming projects will likely prove detrimental to the company's reputation built on HSP and our valuation assumptions (3) relationships with strategic investors are critical as they have an impact on the liquidity and execution plans of PML and hence on our valuations (4) a rapidly changing property market environment could lead to property price-demand risks, regulatory risks and potential supply risks. If any of these risk factors has a greater downside impact than we anticipate, the share price will likely have difficulty attaining our target price.

## Oberoi Realty Limited

(OEBO.BO; Rs270.50; 1)

### Valuation

Our target of Rs280 is based on a 15% discount to our Mar 13E blended NAV of Rs329, which incorporates 40% probability of a 15% price cut. The 15% discount is justifiable, in our view, by execution risks. If public parking FSI approval, pending for four projects, does not come through, it could reduce saleable area by ~3.3msf. Our Mar-13E base NAV (without price cut) of Rs349 is based on: 1) Development book (sale model) of ~17msf; 2) Rental assets of ~2.0msf; 3) Hotel rooms at cap cost of Rs20m/room; 4) Social infrastructure land at market prices; 5) Cap rate of 9.5-11% for commercial space and retail malls; 6) Avg cost of capital of ~14% (12% cost of debt based on a long-term DE of 0.3 & Beta of 1.0x ); and 7) tax rate of 23%. We have accounted for advances paid for properties under litigation (ie Juhu Hotel), the unsold inventory in completed projects, customer advances, outstanding land costs for TDR expenses, and cash on books.

### Risks

The key risks to our investment thesis on Oberoi Realty are: (1) Pending FSI changes and other regulatory risks (2) ROEs could fall long term given the lack of historic landbank from a medium-term perspective (3) Pricing risks remain (4) slowdown in premium housing demand. If any of these risk factors has a greater downside impact than we anticipate, the share price will likely have difficulty attaining our target price.

# Appendix A-1

## Analyst Certification

**The research analyst(s) primarily responsible for the preparation and content of this research report are named in bold text in the author block at the front of the product except for those sections where an analyst's name appears in bold alongside content which is attributable to that analyst. Each of these analyst(s) certify, with respect to the section(s) of the report for which they are responsible, that the views expressed therein accurately reflect their personal views about each issuer and security referenced and were prepared in an independent manner, including with respect to Citigroup Global Markets Inc and its affiliates. No part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) expressed by that research analyst in this report.**

# IMPORTANT DISCLOSURES

## DLF (DLF.BO)

**Ratings and Target Price History**
**Fundamental Research**

Analyst: Surendra Goyal, CFA
Covered since June 1 2010


| | Date | Rating | Target Price | Closing Price |
|---|---|---|---|---|
| 1 | 1-Jun-09 | *1L | *464.00 | 414.85 |
| 2 | 23-Aug-10 | 1L | *407.00 | 330.85 |
| 3 | 7-Feb-11 | 1L | *295.00 | 242.70 |
| 4 | 4-Aug-11 | 1L | *280.00 | 218.05 |
| 5 | 7-Oct-11 | Stock rating system changed | | |
| 6 | 7-Oct-11 | *1 | 280.00 | 218.45 |
| 7 | 13-Nov-11 | 1 | *271.00 | 228.35 |

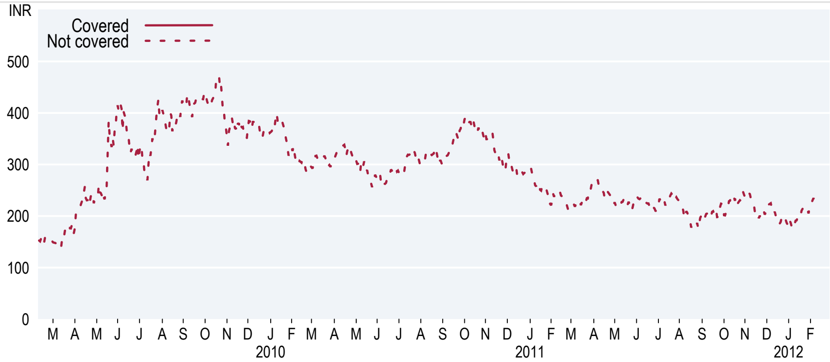
* Indicates change

Rating/target price changes above reflect Eastern Standard Time

## DLF (DLF.BO)

**Ratings and Target Price History**
**Best Ideas Research**
**Relative Call (3 Month)**

Analyst: Surendra Goyal, CFA
Covered since June 1 2010



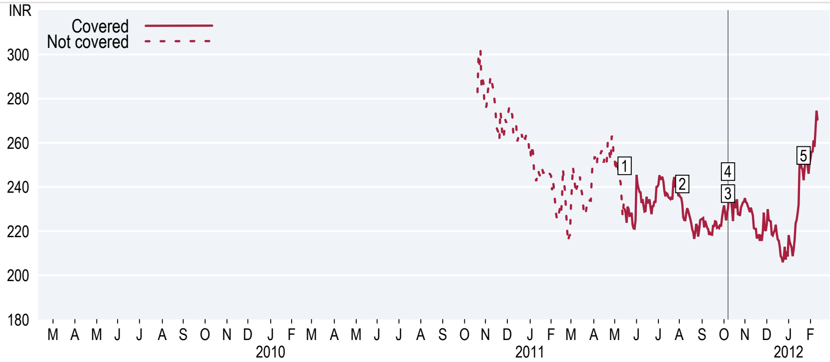

* Indicates change

Rating/target price changes above reflect Eastern Standard Time

## Oberoi Realty Limited (OEBO.BO)

**Ratings and Target Price History**
**Fundamental Research**

Analyst: Surendra Goyal, CFA
Covered since May 16 2011




| | Date | Rating | Target Price | Closing Price |
|---|---|---|---|---|
| 1 | 16-May-11 | *1L | *287.00 | 230.05 |
| 2 | 4-Aug-11 | 1L | *275.00 | 232.25 |
| 3 | 7-Oct-11 | Stock rating system changed | | |
| 4 | 7-Oct-11 | *1 | 275.00 | 230.45 |
| 5 | 23-Jan-12 | 1 | *280.00 | 243.05 |

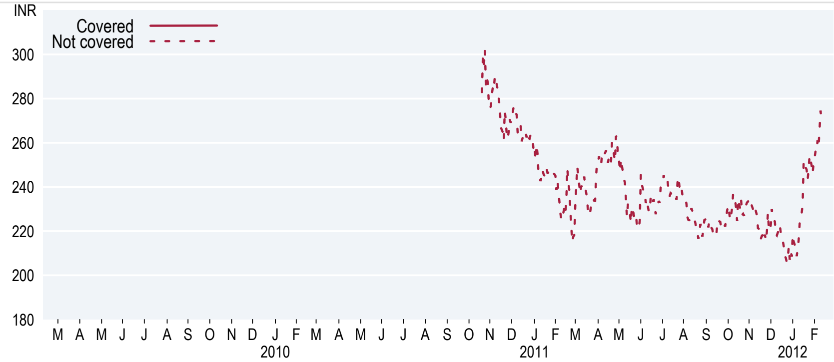
* Indicates change

Rating/target price changes above reflect Eastern Standard Time

## Oberoi Realty Limited (OEBO.BO)

**Ratings and Target Price History**
**Best Ideas Research**
**Relative Call (3 Month)**

Analyst: Surendra Goyal, CFA
Covered since May 16 2011



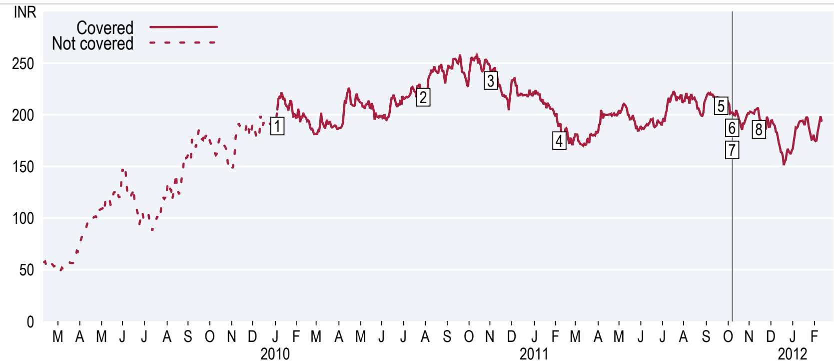

* Indicates change

Rating/target price changes above reflect Eastern Standard Time

## Phoenix Mills (PHOE.BO)

**Ratings and Target Price History**
**Fundamental Research**

Analyst: Surendra Goyal, CFA
Covered since June 1 2010




| | Date | Rating | Target Price | Closing Price |
|---|---|---|---|---|
| 1 | 5-Jan-10 | *1M | *265.00 | 205.15 |
| 2 | 29-Jul-10 | 1M | *274.00 | 224.55 |
| 3 | 2-Nov-10 | 1M | *295.00 | 240.35 |
| 4 | 7-Feb-11 | 1M | *260.00 | 190.60 |
| 5 | 22-Sep-11 | 1M | *257.00 | 212.80 |
| 6 | 7-Oct-11 | Stock rating system changed | | |
| 7 | 7-Oct-11 | *1 | 257.00 | 202.65 |
| 8 | 15-Nov-11 | 1 | *247.00 | 200.20 |

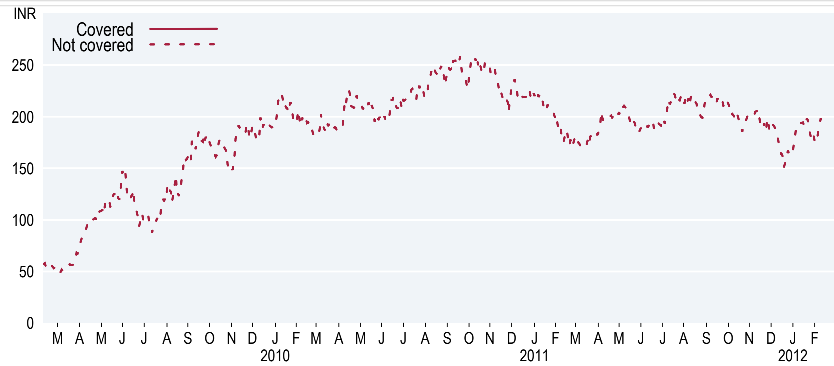
* Indicates change

Rating/target price changes above reflect Eastern Standard Time

## Phoenix Mills (PHOE.BO)

**Ratings and Target Price History**
**Best Ideas Research**
**Relative Call (3 Month)**

Analyst: Surendra Goyal, CFA
Covered since June 1 2010



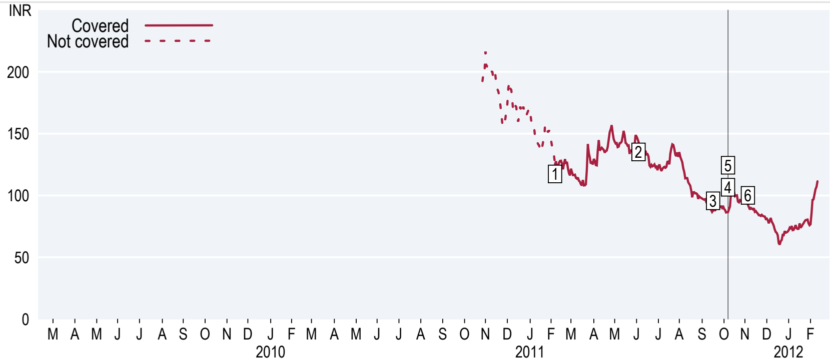

* Indicates change

Rating/target price changes above reflect Eastern Standard Time

## Prestige Estates Projects Ltd (PREG.BO)

**Ratings and Target Price History**
**Fundamental Research**

Analyst: Surendra Goyal, CFA
Covered since February 7 2011




| | Date | Rating | Target Price | Closing Price |
|---|---|---|---|---|
| 1 | 7-Feb-11 | *1M | *170.00 | 125.20 |
| 2 | 3-Jun-11 | 1M | *174.00 | 143.40 |
| 3 | 16-Sep-11 | 1M | *133.00 | 87.80 |
| 4 | 7-Oct-11 | Stock rating system changed | | |
| 5 | 7-Oct-11 | *1 | 133.00 | 86.55 |
| 6 | 4-Nov-11 | 1 | *128.00 | 92.50 |

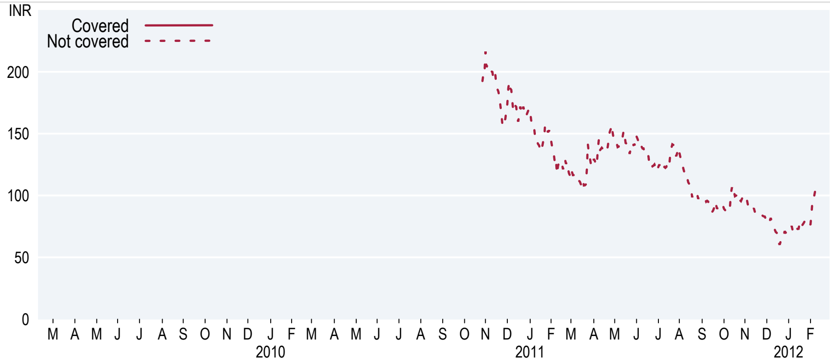
* Indicates change

Rating/target price changes above reflect Eastern Standard Time

## Prestige Estates Projects Ltd (PREG.BO)

**Ratings and Target Price History**
**Best Ideas Research**
**Relative Call (3 Month)**

Analyst: Surendra Goyal, CFA
Covered since February 7 2011




* Indicates change

Rating/target price changes above reflect Eastern Standard Time

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|---|---|---|---|---|---|---|
| ***Data current as of 31 Dec 2011*** | **Buy** | **Hold** | **Sell** | **Buy** | **Hold** | **Sell** |
| Citi Investment Research & Analysis Global Fundamental Coverage | 57% | 34% | 9% | 10% | 79% | 10% |
| *% of companies in each rating category that are investment banking clients* | 45% | 41% | 40% | 49% | 43% | 41% |

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