

Tuesday, June 27, 2006 | 9 pages

# **India Investment Daily**



Company ONGC

Also Noteworthy CFTC Crude Oil Positions

### Top Call

### Oil & Natural Gas Corp (Buy)— One-Time Adjustments Distort Core Performance

Consolidated FY06 EPS stood at Rs108.0. We retain our FY07 EPS estimate at Rs130.9 and FY08 at Rs137.7. ONGC remains one of the cheapest E&P stocks with dividend yield of 4.5% acting as downside support. While more clarity on subsidy discounts should emerge in the next few days, we believe that the worst is already priced in. **Rahul Singh +91-22-5631-9863** 

### Also Noteworthy Today

# CFTC Crude Oil Positions—Crude traded over US\$70 again, but net-long retreat continued

CL1 rose 1.42% last week to close at US\$70.87. NYMEX futures curve is US\$69.8 for '06 and US\$73.3 for '07. 1H06TD, WTI average is ~US\$67.29, above our 1H06 US\$66.67/bbl forecast. **Thomas Hilboldt**, **+852-2501-2729** 

Key Market Data				Major Gainers & Losers*					
Markets & Currency				Gainers	%	Losers			
				HDFC BANK LT	2.7	SUZLONENERGY			
26-Jun	Close	1 Day	YTD	SHIPPING COR	1.9	HIND.ZINC			
BSE Sensex	10042	-3.56	6.9	DREDG CORP I	1.7	SIEMENS LTD			
BSE 100	5100	-3.73	3.0	GLAXOSMI CON	1.4	STERLITE IN			
S&P CNX Nifty	2943	-3.51	3.8						
BSE 500	3844	-3.84	1.3	ASIAN PAINTS	1.2	MAHARASH SEA			
Rs/US\$	46.39	-0.59	-3.0	J&K BANK	0.9	INGERSOL RND			
Institutional Activity				PROCTOR GAMB	0.9	JINDAL STEEL			
(US\$ Mils.)	22-Jun	MTD	YTD	SUN TV	0.4	BIRLA CORPOR			
FIIs				APOLLO TYRE.	0.2	ALSTOM PROJE			
Purchase	294.7	6,362.7	54,213.8						
Sale	338.6	5,962.8	51,490.7	Source: BSE. *BSE-0	roun 'A'				
Net	(43.9)	399.9	2,723.1	000100. DOL. DOL 0	noup n				
Local MFs									
Purchase	108.4	1,174.2	15,649.6						
Sale	90.4	1,622.0	13,022.5						
Net	18.0	(447.8)	2,627.1						
Total - Net	(25.9)	(47.9)	5,350.3						

See page Appendix A-1 for Analyst Certification and important disclosures.

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<sup>&</sup>lt;sup>1</sup>Citigroup Global Markets Asia Ltd. \*US investors please do not contact this analyst.

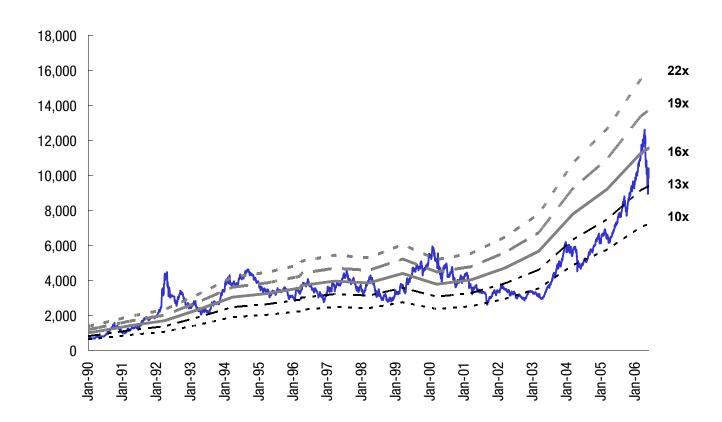
### **CIR India Team**

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#### BSE- Sensex 12-Month Forward PE Band Chart



Source: Bloomberg, Citigroup Investment Research estimates

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#### **India News**

#### **Economics**

■ Inflation – CPI (UNME) for May 06 shows inflation rising to 5.8% (ET)

#### **Industry**

- Telecom DoT to raise Rs10bn from 3G spectrum licenses (FE)
- Oil and Gas Panel lowers transport tariff for KG gas supply (FE)
- Realty Mutual funds get SEBI approval to invest in realty (ET)

#### Company

- ONGC Has made 5 gas discoveries in the KG basin off Andhra coast (BS)
- BHEL- has received an ADB contract worth Rs550m (BS)
- VSNL Q4 Net profit down 72% (BS)
- Dabur to demerge its foods division into a separate company (BS)
- TVS Motor- FY06 net profit down by 15% (FE)

### Fresh Money Ideas

The Citigroup Asia Fresh Money Ideas list contains the highest conviction stock ideas of our equity research analysts. Fresh Money Ideas has been designed to be highly focused (a maximum of 10 stocks), to include buys and sells and to be of higher turnover than a regular model portfolio. The Fresh Money Buy list is maintained by Citigroup's Asia Pacific Equity Research Investment Committee in conjunction with our analysts.

	Bloomberg		Price	Target			Prosp	ective	
Name	Code	Rating	25-Jun-2006	Price	ETR (%)	P/E	P/BV	EPS Growth %	Our Reasons to Buy/Sell
Buys									
Guangzhou Inv	123 HK	Buy/H	HK\$1.33	HK\$1.91	46	10.7	0.8	93.8	Highest discount to NAV among Tony Tsang's China coverage
Tata Tea	TT IN	Buy/L	Rs754.90	Rs960.00	29	13.0	2.3	8.6	Princy Singh turns positive on consumers; pick for smaller market cap exposure
Cathay Red	2501 TT	Buy/M	NT\$23.90	NT\$30.00	27	29.3	1.9	14.5	Under-researched Taiwan small-cap; Andre Chang notes liquidity at US\$3.6m/day
Hindustan Lever	HLVR IN	Buy/L	Rs221.55	Rs253.00	17	22.9	20.0	22.6	Princy Singh turns positive on consumers; pick for big cap exposure
Esprit Holdings	330 HK	Buy/L	HK\$59.25	HK\$65.80	16	15.0	7.5	27.3	Peter Williamson likes defensives qualities, visibility
Sells									
Vision Grande	2300 HK	Sell/M	HK\$7.45	HK\$6.80	-7	14.2	2.4	22.9	Clement Wong only Sell on Street; re-rating unwarranted
Lenovo Group	992 HK	Sell/M	HK\$2.53	HK\$2.20	-11	20.9	1.9	611.6	Kirk Yang sees operational benefits only several Qs away; Weak on quant view
ITC	ITC IN	Sell/L	Rs171.05	Rs92.00		26.3	6.1	7.5	Princy Singh one of 2 Sells vs. 13 Buys; valuations still stretched

Additions: None: Deletions: None

L = Low Risk, M = Medium Risk, H = High Risk

ETR = Estimated Total Return (Expected share price return + expected dividend yield)

dataCentral is Citigroup Investment Research's proprietary database that includes Citigroup Investment Research estimates, data from company reports, and feeds from Reuters and Datastream.



Market Snapshot								
Performance (%)	1-Day	1-Week	1-Mth	3-Mth	6-Mth	12-Mth	YTD	Mkt Volume
Absolute								BSE
BSE Sensex	(3.5)	0.4	(7.5)	(9.4)	10.5	40.5	6.9	NSE
CIR India Index	(3.2)	1.0	(9.4)	(13.1)	1.8	27.9	(1.1)	
Aluminum	(6.2)	0.4	(13.9)	(14.2)	9.4	39.8	5.7	Top Volume*
Auto	(4.2)	(3.2)	(10.8)	(13.6)	12.0	65.4	9.8	STEEL AUTHOR
Banks	(2.9)	(0.4)	(11.6)	(16.6)	(9.7)	10.9	(12.4)	TATA STL
Capital Goods	(3.1)	(2.2)	(21.1)	(27.4)	12.1	77.4	8.1	UTI BANK
Cement	(5.2)	(1.8)	(7.9)	(5.4)	43.4	90.4	38.6	RELIANCE
Consumer	(2.7)	(2.0)	(10.1)	(18.1)	5.8	30.9	1.9	ISPAT INDUST HINDALCO IN
Hotels	(2.8)	2.5	(10.2)	(17.7)	10.4	64.6	5.3	INDIA CEMENT
IT Services	(2.9)	2.2	(3.6)	(7.7)	(2.8)	22.7	(5.2)	RELIANCE
Media	(3.8)	(0.5)	(10.5)	(6.6)	44.0	44.5	40.9	CAPITAL LTD.
Oil & Gas	(2.5)	3.2	(11.4)	(19.1)	(13.8)	4.2	(14.2)	HMT LTD
Petrochemical	(3.1)	5.0	2.6	22.3	17.7	50.0	10.2	REL PET
Pharmaceutical	(2.7)	(0.2)	(10.8)	(15.8)	7.2	13.2	3.8	Top Gainers*
Power	(5.1)	(0.9)	(15.6)	(27.8)	(10.3)	(10.6)	(14.0)	•
Steel	(4.1)	6.1	(11.2)	(8.3)	40.3	41.8	36.2	HDFC BANK LT
Telecom Equipment	(3.3)	16.4	(18.2)	(9.0)	(5.2)	33.6	(14.6)	SHIPPING COR DREDG CORP I
Telecom	(3.4)	(0.6)	(7.4)	(10.5)	7.0	48.4	2.9	GLAXOSMI CON
Relative to BSE-30 Sensex								ASIAN PAINTS
CIR India Index	0.3	0.5	(1.9)	(3.7)	(8.7)	(12.6)	(8.0)	J&K BANK
Aluminum	(2.8)	(0.0)	(6.4)	(4.9)	(1.1)	(0.7)	(1.1)	PROCTOR GAMB
Auto	(0.7)	(3.6)	(3.3)	(4.3)	1.5	24.9	3.0	SUN TV
Banks	0.6	(0.8)	(4.1)	(7.3)	(20.3)	(29.6)	(19.2)	APOLLO TYRE.
Capital Goods	0.3	(2.7)	(13.6)	(18.0)	1.6	`36.9	` 1.2	
Cement	(1.7)	(2.2)	(0.5)	4.0	32.8	49.9	31.7	Top Losers*
Consumer	0.8	(2.5)	(2.6)	(8.8)	(4.8)	(9.5)	(4.9)	SUZLONENERGY
Hotels	0.6	2.1	(2.7)	(8.3)	(0.1)	24.1	(1.5)	HIND.ZINC
IT Services	0.6	1.7	3.9	1.6	(13.3)	(17.8)	(12.0)	SIEMENS LTD
Media	(0.3)	(0.9)	(3.0)	2.8	33.5	` 4.1	34.0	STERLITE IN
Oil & Gas	0.9	2.8	(3.9)	(9.7)	(24.3)	(36.3)	(21.1)	MAHARASH SEA
Petrochemical	0.4	4.5	10.1	31.7	7.2	` 9.Ś	3.3	INGERSOL RND
Pharmaceutical	0.8	(0.7)	(3.3)	(6.5)	(3.4)	(27.3)	(3.0)	JINDAL STEEL
Power	(1.7)	(1.3)	(8.1)	(18.4)	(20.8)	(51.1)	(20.8)	BIRLA CORPOR
Steel	(0.7)	5.6	(3.7)	1.1	29.7	1.3	29.4	ALSTOM PROJE
Telecom Equipment	0.2	16.0	(10.7)	0.3	(15.7)	(6.9)	(21.4)	CENTU TEXTILES
Telecom	0.1	(1.0)	0.1	(1.1)	(3.5)	8.0	(4.0)	*BSE-Group A
		···-/		····/	\/		,,	Source: The Econo

HDFC BANK LT	761	2.7
SHIPPING COR	141	1.9
DREDG CORP I	533	1.7
GLAXOSMI CON	510	1.4
ASIAN PAINTS	577	1.2
J&K BANK	386	0.9
PROCTOR GAMB	812	0.9
SUN TV	978	0.4
APOLLO TYRE.	239	0.2
Top Losers*	Close (Rs)	Chg (-%)
SUZLONENERGY	815	12.4
	815 520	12.4 11.1
HIND.ZINC		
HIND.ZINC SIEMENS LTD	520	11.1
SUZLONENERGY HIND.ZINC SIEMENS LTD STERLITE IN MAHARASH SEA	520 810	11.1 10.9
HIND.ZINC SIEMENS LTD STERLITE IN	520 810 365	11.1 10.9 10.0
HIND.ZINC SIEMENS LTD STERLITE IN MAHARASH SEA	520 810 365 289	11.1 10.9 10.0 9.9
HIND.ZINC SIEMENS LTD STERLITE IN MAHARASH SEA INGERSOL RND JINDAL STEEL	520 810 365 289 243	11.1 10.9 10.0 9.9 9.5
HIND.ZINC SIEMENS LTD STERLITE IN MAHARASH SEA INGERSOL RND	520 810 365 289 243 1,305	11.1 10.9 10.0 9.9 9.5 9.2

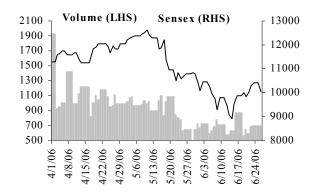
Close (Rs)

(Rs Mils.)
38,400
61,070
(Rs Mils.)
587.8
2246.7
1062.3
3274.2
39.4
339.4
315.0
985.4
138.6
123.4

Chg (%)

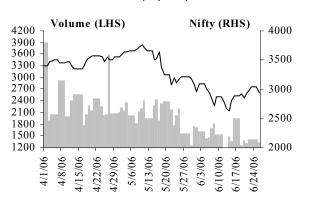
### BSE-30 - Performance & Volume (US\$ Mils.)

Source: Citigroup Investment Research estimates



#### Source: Bloomberg, Citigroup Investment Research estimates

### NIFTY - Performance & Volume (US\$ Mils.)



Source: Bloomberg, Citigroup Investment Research estimates

Source: The Economic Times, www.bseindia.com.



# Company Flash

26 June 2006 | 6 pages

# Oil & Natural Gas Corp (ONGC.BO)

### **One-Time Adjustments Distort Core Performance**

- High D&A depresses profitability ONGC's standalone FY06 EPS at Rs96.7 and 4Q earnings (pre-extraordinary) at Rs17.1 were below expectations as high depreciation and amortization spoiled strong operating quarter. Change in depreciation policy on certain pipeline assets (Rs4.3bn) and higher depletion on account of revaluation of producing properties (Rs4.5bn) were the main reasons.
- Net crude realization at US\$44.7/bbl ONGC incurred a subsidy discount of US\$19.5/bbl during 4Q (US\$17.3/bbl for full year) with net realization standing at US\$44.7/bbl (US\$42.3/bbl for full year). Gas realizations (see table overleaf) were up on a yoy basis, reflecting the partial deregulation of gas prices during the year.
- Year-end cost adjustments depressed operating profits— Gross sales and statutory levies were on the lower side due to non-inclusion of VAT though it did not impact profits. The 4Q operating profits were, however, affected by higher other expenditure (up Rs4.7bn) and employee arrears (Rs2.0bn).
- Retain FY07-08 estimates, Buy —Consolidated FY06 EPS stood at Rs108.0. We retain our FY07 EPS estimate at Rs130.9 and FY08 at Rs137.7. ONGC remains one of the cheapest E&P stocks with dividend yield of 4.5% acting as downside support. While more clarity on subsidy discounts should emerge in the next few days, we believe that the worst is already priced in. Retain Buy with a target price of Rs1300.

Buy/Medium Risk	1M
Price (26 Jun 06)	Rs1,098.00
Target price	Rs1,300.00
Expected share price return	18.4%
Expected dividend yield	5.0%
Expected total return	23.4%
Market Cap	Rs1,565,655M
	US\$34,021M

Figure 1. ONGC – Qu	ıarterly Results	Trend (Rs mil	lion)			
Rs m	Mar'05	Jun'05	Sep'05	Dec'05	Mar'06	yoy
Net sales	121,489	108,697	126,798	124,761	118,984	-2.1%
Operating profit	63,773	61,051	71,553	73,611	67,254	5.5%
Interest	(102)	(22)	(55)	(70)	(323)	217.1%
Depreciation	(17,584)	(13,517)	(19,364)	(20,118)	(31,574)	79.6%
Other income	4,931	2,986	8,635	5,619	6,299	27.7%
Profit before tax	51,017	50,498	60,770	59,042	41,656	-18.3%
Net profit	37,977	33,189	41,383	38,878	24,454	-35.6%
Extra-ordinary					6,405	
Reported Net Profit	37,977	33,189	41,383	38,878	30,859	-18.7%

Source: Company Reports

See page 4 for Analyst Certification and important disclosures.

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<sup>&</sup>lt;sup>1</sup>Citigroup Global Market India Private Limited



# **Industry Flash**

26 June 2006 | 5 pages

# **CFTC Crude Oil Positions**

# Crude traded over US\$70 again, but net-long retreat continued

**WTI Crude 2006E** – CL1 rose 1.42% last week to close at US\$70.87. NYMEX futures curve is US\$69.8 for '06 and US\$73.3 for '07. 1H06TD, WTI average is ~US\$67.29, above our 1H06 US\$66.67/bbl forecast.

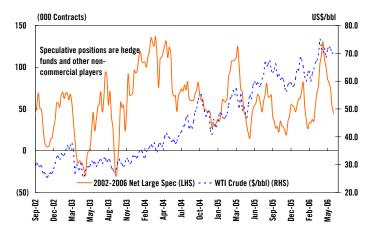
New CIR WTI Forecasts – We raised our WTI Forecasts on 9 June 06 to US\$66 in '06, US\$60 in '07E and US\$55 in '08E, US\$50 in '09E; LT US\$45; while Consensus WTI is US\$65+ in '06 and US\$62 in '07.

**Crude futures and options (F&O)** – Combined Open Interest (OI) is 1.560m, down 137k wow (Fig 5). Combined net large speculative F&O's are net long 45k, down 8k wow, or down 86k since the first week of May (Fig 1 and 10).

What's new – US inventories of crude oil, gasoline, heating oil and diesel were above the 5-year average for the week ended Jun 16, US DOE says. A tropical storm could develop north of the Bahamas, US National Hurricane Center says.

**Events** – Oilfield service workers in Norway, the world's third largest oil exporter, may start a strike this week. South American energy ministers will meet on Tue to discuss plans for a pipeline to ship Venezuelan natural gas across the continent.

Figure 1. Large Non commercial Crude Oil Futures and Options Combined vs. WTI Price, Sep02-Jun06 (Thousand Contracts and US Dollars per Barrel)



Source: CFTC, Bloomberg and Citigroup Investment Research estimates

See page 4 for Analyst Certification and important disclosures.

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# Analyst Certification Appendix A-1

For each company mentioned in this compilation report, the respective analyst (or analysts) who cover the company (companies) certifies that all of the views expressed in this research report accurately reflect the analyst's (or analysts') personal views about any and all of the subject issuer(s) or securities. The analyst (or analysts) also certify that no part of the analyst's compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

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Citigroup Investment Research Ratings Distribution			
Data current as of 5 May 2006	Buy	Hold	Sell
Citigroup Investment Research Global Fundamental Coverage (2722)	41%	41%	17%
% of companies in each rating category that are investment banking clients	45%	42%	33%

#### **Guide to Fundamental Research Investment Ratings:**

Citigroup Investment Research's stock recommendations include a risk rating and an investment rating.

Risk ratings, which take into account both price volatility and fundamental criteria, are: Low (L), Medium (M), High (H), and Speculative (S),

**Investment ratings** are a function of Citigroup Investment Research's expectation of total return (forecast price appreciation and dividend yield within the next 12 months) and risk rating.

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