

# Morning Buzz

28 September 2007

| Equity       |             |       | % Chg |       |
|--------------|-------------|-------|-------|-------|
|              | 27-Sept     | 1-day | 1-mth | 3-mth |
| India        |             |       |       |       |
| Sensex       | 17,151      | 1.4   | 15.0  | 18.2  |
| Nifty        | 5,001       | 1.2   | 15.7  | 16.8  |
| Global/Regio | nal markets |       |       |       |
| Dow Jones    | 13,913      | 0.3   | 6.7   | 3.7   |
| Nasdaq       | 2,710       | 0.4   | 8.4   | 3.9   |
| FTSE         | 6,486       | 0.8   | 6.3   | (1.3) |
| Nikkei       | 16,785      | (0.3) | 3.1   | (6.4) |
| Hang Seng    | 27,063      | (0.0) | 15.8  | 23.4  |
|              |             |       |       |       |

| Value traded (Rs bn) | BSE  | NSE    |
|----------------------|------|--------|
| Cash                 | 77.5 | 207.8  |
| Derivatives          | 10.2 | 862.3  |
| Total                | 87.7 | 1070.1 |

| Net inflows Rece |       |                         |                 |  |  |
|------------------|-------|-------------------------|-----------------|--|--|
| 26-Sept          | -7d   | -15d                    | -30d            |  |  |
| 10.0             | 87.4  | 114.5                   | 84.8            |  |  |
| (4.3)            | (3.1) | (6.1)                   | 34.6            |  |  |
|                  | 10.0  | 26-Sept -7d   10.0 87.4 | 10.0 87.4 114.5 |  |  |

|         | % Chg       |                    |  |  |  |
|---------|-------------|--------------------|--|--|--|
| 27-Sept | 1day        | 1mth               | 3mth   |  |  |
| 39.7    | 0.0         | 3.6                | 2.8  |  |  |
| 1.4     | 0.1         | 4.1                | 5.3  |  |  |
| 83.2    | 0.4         | 16.0               | 19.6   |  |  |
|         | 39.7<br>1.4 | 39.7 0.0   1.4 0.1 | 27-Sept 1day 1mth   39.7 0.0 3.6   1.4 0.1 4.1 |  |  |

| Mkt movers (Rs)  | Close   | Pr. Cl. | % Chg  |
|------------------|---------|---------|--------|
| Top gainers      |         |         |        |
| BL Kashyap       | 2,418.0 | 2,189.0 | 10.5   |
| Coromandel       | 108.0   | 98.0    | 10.2   |
| United Breweries | 888.2   | 807.2   | 10.0   |
| Top losers       |         |         |        |
| Bajaj Hindusthan | 170.4   | 190.0   | (10.3) |
| EID Parry India  | 159.0   | 172.4   | (7.8)  |
| Geodesic         | 186.7   | 201.5   | (7.4)  |
|                  |         |         |        |

### In focus

Punj Lloyd – Initiating Coverage

Stepping into the big league

CMP: Rs 299 Target: Rs 367 BUY

Today's top picks

NTPC, BHEL, Punj Lloyd, PTC, UTV Software

### **News track**

- MTNL has submitted a bid of between US\$ 100mn-120mnto acquire Sri Lankan fixed-line wireless operator Suntel. The bid factors in a legal case of 4bn Sri Lankan rupees (LKR) involving a customer. (BS)
- Dr Reddy's has secured an exclusive license to sell dermatitis drug Sebclair in the US. (ET)
- UTV Software Communications' post-production business has been bought over by Mumbai-based Prime Focus. UTV decided to hive off its post-production unit in a bid to save costs and focus on its core business of developing content. (BS)
- Shishir Bajaj, CMD of Bajaj Hindustan, has bought a 4.75% stake in the company putting an end to the family settlement agreement. (BS)
- Tata Teleservices (Maharashtra) (TTML) is planning to raise around US\$ 200mn by way of FCCBs. The company intends to use the proceeds for expansion plans, including rollout of network and services. (BS)
- NIIT Technologies is in preliminary discussions with private equity players Carlyle and TPG to sell a majority stake. The company will dilute 25% out of the nearly 40% stake held by promoters to a strategic investor. (ET)
- Lupin has acquired Baroda-based company Rubamin Laboratories in an attempt to expand its CRAMS business. (BS)
- Reliance Industries' proposed 5,800MW power project will help the company to earn carbon credits through the application of the clean development mechanism (CDM) of the Kyoto Protocol. (ET)
- Satyam Computer has launched its new solutions centre at Brisbane in Australia that will support Queensland-based clients across various IT platforms. The new centre would serve local government, finance, and insurance clients, besides addressing other sectors, including mining. (ET)

Source: BL: Business Line, BS: Business Standard, ET: Economic Times, FE: Financial Express

#### Volume shockers Chg 2-mth 27-Sept (No of shares) avg 592,437 29.6 Sintex Industries 17,507,94 9.4 Himatsingka Seide 245,747 26,024 Himachal Futuristic 8.7 62,967,02 7,253,8

#### **Delivery toppers**

|                   | Del (%) | Total vol  | Cons<br>days up |
|-------------------|---------|------------|-----------------|
| Sintex Industries | 91.0    | 18,207,034 | 4               |
| Welspun India     | 90.8    | 1,280,752  | 3               |
| Amtek Auto        | 89.5    | 734,879    | 4               |

Religare Research: Published by Priority Client Group

# Punj Lloyd

### CMP: Rs 299

### Target: Rs 367

BUY

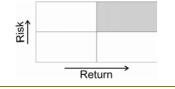
**Initiating Coverage** 

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|------------------------------|---------------------------|
| (91-22) 6612 4731            | (91-22) 6612 4615         |
| nair.vinod@religare.in       | ronald.siyoni@religare.in |
|                              |                           |
| BSE code                     | 532693                    |
| NSE code                     | PUNJLLOYD                 |
| Company data                 |                           |
| Particulars                  |                           |
| Market cap (Rs bn / US\$ bn) | ) 78.1/2.0                |
| Outstanding equity shares (r | nn) 261.3                 |
| 52-week high/low (Rs)        | 318.7/142.0               |
| 2-month average daily volun  | ne 998,331                |

#### **Financial snapshot**

| Particulars            | FY07     | FY08E    | FY09E    |
|------------------------|----------|----------|----------|
| Sales (Rs mn)          | 51,265.8 | 71,491.7 | 92,527.2 |
| Growth (%)             | 204.3    | 39.5     | 29.4     |
| Adj net profit (Rs mn) | 1,960.3  | 3,240.0  | 4,916.3  |
| Growth (%)             | 257.6    | 65.3     | 51.7     |
| FDEPS (Rs)             | 7.5      | 10.4     | 15.8     |
| Growth (%)             | 257.4    | 39.0     | 51.7     |
| P/E (x)                | 40.1     | 28.9     | 19.0     |
| RoE (%)                | 16.4     | 15.3     | 15.4     |





#### Shareholding pattern

Company website

| (%)            |           | Jun-  | 07    | Mar-07 |
|----------------|-----------|-------|-------|--------|
| Promoters      | oters     |       | 53.4  |        |
| FIIs           |           | 10.2  |       | 9.4    |
| Banks & Fls    | nks & Fls |       | 1.4   | 23.2   |
| Public         |           | 12    | 13.5  |        |
| Stock performa | ance      |       |       |        |
| Returns (%)    | CMP       | 1-mth | 3-mth | 6-mth  |
| Punj Lloyd     | 299       | 15.5  | 16.2  | 78.8   |
| Sensex         | 17,151    | 15.0  | 18.2  | 33.1   |
|                |           |       |       |        |

## Stepping into the big league

Emerging as a full-fledged contractor in infrastructure, civil works and oil & gas

#### Investment rationale

- Second largest EPC company in India with a vision of becoming one of ÷ the top 5 global construction players by 2012. Recent acquisitions and joint ventures have expanded the company's geographical reach and project capabilities, readying it for entry into a new league in the global construction space.
- Healthy order book of Rs 164bn, which at 3.2x FY07 sales provides \* strong revenue visibility. We expect a 34% CAGR in sales over FY07-FY09E. Consolidated operating margins are expected to improve to 10% by FY09 from 8% in FY07 with a PAT CAGR of 58%.
- ÷ Well-diversified business model with the addition of high-end project execution skills in segments like mass rapid transit systems, light rail transit systems, airports, ports, high-specification buildings and polymer & petrochemical projects.
- Acquired a 25.6% stake in Pipavav Shipyard (PSL), the largest shipyard ÷ in India, for Rs 3.5bn. This not only provides an organic route to venture into the offshore business but will also prove value-accretive upon PSL's expected listing in the latter half of FY08.

#### Key concern

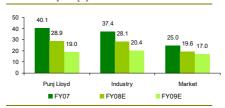
÷ In addition to the execution risk given its large order book, much would depend on the company's ability to reap synergies and improve the profitability of SEC, its Singapore-based acquisition.

#### Valuation

Using a P/E-based valuation approach, we assign the company a \* multiple of 22x on FY09E diluted EPS, which is a 25% discount to L&T. This yields a fair value of Rs 348 for the core business. PSL has been valued at Rs 19/share. We recommend a Buy with a target of Rs 367.

#### We will be releasing a detailed note shortly.

P/E multiple (x)



EV/EBITDA multiple (x)



Religare Research: Published by Priority Client Group

www.punjlloyd.com

Source: Religare Research

## Consolidated financials

#### Profit and Loss statement

| (Rs mn)                 | FY06     | FY07     | FY08E    | FY09E    |
|-------------------------|----------|----------|----------|----------|
| Revenues                | 16,846.5 | 51,265.8 | 71,491.7 | 92,527.2 |
| Growth (%)              | (5.9)    | 204.3    | 39.5     | 29.4     |
| EBITDA                  | 1,919.3  | 4,102.8  | 6,577.2  | 9,252.7  |
| Growth (%)              | (8.7)    | 113.8    | 60.3     | 40.7     |
| Depreciation            | 603.7    | 1,061.5  | 1,600.0  | 2,100.0  |
| EBIT                    | 1,315.6  | 3,041.3  | 4,977.2  | 7,152.7  |
| Growth (%)              | 4.2      | 131.2    | 63.7     | 43.7     |
| Interest                | 794.1    | 1,185.1  | 1,483.8  | 1,456.9  |
| Other income            | 318.0    | 793.7    | 900.0    | 950.0    |
| EBT                     | 839.6    | 2,649.9  | 4,393.5  | 6,645.8  |
| Growth (%)              | 127.9    | 215.6    | 65.8     | 51.3     |
| Tax                     | 291.5    | 689.6    | 1,153.4  | 1,729.5  |
| Effective tax rate      | 34.7     | 26.0     | 26.3     | 26.0     |
| Adj net income          | 548.1    | 1,960.3  | 3,240.0  | 4,916.3  |
| Growth (%)              | (196.1)  | 257.6    | 65.3     | 51.7     |
| Shares outstanding (mn) | 261.1    | 261.3    | 310.6    | 310.6    |
| FDEPS (Rs)              | 2.1      | 7.5      | 10.4     | 15.8     |
| DPS (Rs)                | 0.2      | 0.3      | 0.3      | 0.4      |
| CEPS (Rs)               | 4.4      | 11.6     | 15.6     | 22.6     |
|                         |          |          |          |          |

Source: Company, Religare Research

#### Cash flow statement

| (Rs mn)                   | FY06      | FY07       | FY08E      | FY09E     |
|---------------------------|-----------|------------|------------|-----------|
| Net income                | 558.1     | 1,970.0    | 3,246.0    | 4,926.3   |
| Depreciation              | 603.7     | 1,061.5    | 1,600.0    | 2,100.0   |
| Other adjustments         | (330.2)   | 1,356.1    | 8,142.9    | 380.3     |
| Changes in WC             | (1,680.7) | 3,536.3    | (1,488.0)  | (2,002.2) |
| Operating cash flow       | (849.1)   | 7,923.8    | 11,500.9   | 5,404.4   |
| Capital expenditure       | (2,462.4) | (9,071.8)  | (5,900.0)  | (5,750.0) |
| Investments               | (156.6)   | (1,282.9)  | (6,292.8)  | (1,000.0) |
| Other investing inc/(exp) | -         | -          | -          | -         |
| Investing cash flow       | (2,619.0) | (10,354.6) | (12,192.8) | (6,750.0) |
| Free cash flow            | (3,468.1) | (2,430.8)  | (691.9)    | (1,345.6) |
| Issue of equity           | 5,839.4   | 0.3        | 5,687.5    | 0.0       |
| Issue/repay debt          | (1,621.9) | 11,427.3   | (5,423.0)  | 0.0       |
| Dividends paid            | (59.5)    | (91.7)     | (106.2)    | (141.6)   |
| Others                    | -         | -          | -          | -         |
| Financing cash flow       | 4,158.0   | 11,335.9   | 158.3      | (141.6)   |
| Beg. cash & cash eq       | 431.8     | 1,121.6    | 10,026.8   | 9,493.2   |
| Chg in cash & cash eq     | 689.8     | 8,905.1    | (533.6)    | (1,487.2) |
| Closing cash & cash eq    | 1,121.6   | 10,026.8   | 9,493.2    | 8,006.0   |

Source: Company, Religare Research

#### Balance sheet

| Balarioo orioot       |          |          |          |          |
|-----------------------|----------|----------|----------|----------|
| (Rs mn)               | FY06     | FY07     | FY08E    | FY09E    |
| Cash and cash eq      | 1,121.6  | 10,026.8 | 9,493.2  | 8,006.0  |
| Accounts receivable   | 3,944.1  | 12,233.9 | 15,868.0 | 20,587.3 |
| Inventories           | 8,042.8  | 15,016.7 | 21,844.7 | 28,272.2 |
| Others current assets | 2,370.9  | 4,972.6  | 7,050.1  | 9,124.5  |
| Current assets        | 15,479.4 | 42,249.9 | 54,256.0 | 65,989.9 |
| LT investments        | 415.6    | 1,698.5  | 7,991.3  | 8,991.3  |
| Net fixed assets      | 5,789.9  | 12,471.5 | 16,729.4 | 20,529.4 |
| CWIP                  | 1,386.0  | 857.9    | 900.0    | 750.0    |
| Total assets          | 23,071.0 | 57,277.9 | 79,876.7 | 96,260.6 |
| Payables              | 5,387.1  | 25,430.3 | 35,745.8 | 46,263.6 |
| Others                | 288.5    | 1,646.9  | 2,383.1  | 3,084.2  |
| Current liabilities   | 5,675.6  | 27,077.2 | 38,128.9 | 49,347.8 |
| LT debt               | 5,564.8  | 16,992.1 | 11,569.1 | 11,569.1 |
| Other liabilities     | 606.1    | 360.9    | 580.6    | 912.9    |
| Equity capital        | 522.2    | 522.5    | 621.2    | 621.2    |
| Reserves              | 10,702.3 | 12,325.1 | 28,977.0 | 33,809.7 |
| Net Worth             | 11,224.5 | 12,847.7 | 29,598.2 | 34,430.9 |
| Total liabilities     | 23,071.0 | 57,277.9 | 79,876.7 | 96,260.6 |
| BVPS (Rs)             | 214.9    | 245.9    | 476.5    | 554.3    |
|                       |          |          |          |          |

Source: Company, Religare Research

#### **Financial ratios**

|                       | FY06  | FY07  | FY08E | FY09E |
|-----------------------|-------|-------|-------|-------|
| EBITDA margin (%)     | 11.4  | 8.0   | 9.2   | 10.0  |
| EBIT margin (%)       | 7.8   | 5.9   | 7.0   | 7.7   |
| Net profit margin (%) | 3.3   | 3.8   | 4.5   | 5.3   |
| FDEPS growth (%)      | 37.9  | 257.4 | 39.0  | 51.7  |
| Receivables (days)    | 84.3  | 85.9  | 88.0  | 89.0  |
| Inventory (days)      | 171.9 | 105.5 | 110.0 | 110.0 |
| Payables (days)       | 115.1 | 178.6 | 180.0 | 180.0 |
| Current ratio (x)     | 2.7   | 1.6   | 1.4   | 1.3   |
| Interest coverage (x) | 1.7   | 2.6   | 3.4   | 4.9   |
| Debt/equity ratio (x) | 0.5   | 1.3   | 0.4   | 0.3   |
| ROE (%)               | 6.9   | 16.4  | 15.3  | 15.4  |
| ROCE (%)              | 9.0   | 13.0  | 14.0  | 16.4  |
| ROAE (%)              | 6.7   | 7.8   | 6.9   | 7.2   |
| EV/Sales (x)          | 4.7   | 1.8   | 1.5   | 1.1   |
| EV/EBITDA (x)         | 40.9  | 21.9  | 16.0  | 11.4  |
| P/E (x)               | 143.4 | 40.1  | 28.9  | 19.0  |
| P/BV (x)              | 1.4   | 1.2   | 0.6   | 0.5   |
| P/CEPS (x)            | 68.2  | 26.0  | 19.3  | 13.3  |

Source: Company, Religare Research

# **Recommendation tracker**

| Date      | Company                           | Report type         | Stock price (Rs) | Target (Rs) | Reco      |
|-----------|-----------------------------------|---------------------|------------------|-------------|-----------|
| 13-Aug-07 | IVRCL Infrastructures & Projects  | Initiating Coverage | 381              | 488         | BUY       |
| 13-Aug07  | Inox Leisure                      | Results Update      | 121              | 120         | SELL      |
| 14-Aug-07 | Madhucon Projects                 | Company Update      | 247              | 332         | BUY       |
| 16-Aug-07 | Riddhi Siddhi Gluco Biols         | Company Update      | 270              | 365         | BUY       |
| 17-Aug-07 | Jindal Drilling and Industries    | Initiating Coverage | 754              | 1,056       | BUY       |
| 20-Aug-07 | Motilal Oswal Financial Services  | IPO Note            | 725 – 825        | NA          | SUBSCRIBE |
| 20-Aug-07 | Time Technoplast                  | Initiating Coverage | 525              | 736         | BUY       |
| 22-Aug-07 | Sujana Towers                     | Company Update      | 122              | 157         | BUY       |
| 22-Aug-07 | Prism Cement                      | Initiating Coverage | 51               | 81          | BUY       |
| 24-Aug-07 | PVR Cinemas                       | Company Update      | 179              | 277         | BUY       |
| 27-Aug-07 | Cipla                             | Company Update      | 171              | 191         | HOLD      |
| 27-Aug-07 | IT People                         | FPO Note            | 40               | 30-32       | NA        |
| 28-Aug-07 | Ashok Leyland                     | Company Update      | 35               | 48          | BUY       |
| 29-Aug-07 | Parsvnath Developers              | Company Update      | 287              | 512         | BUY       |
| 30-Aug-07 | Jagran Prakashan                  | Initiating Coverage | 551              | 662         | BUY       |
| 30-Aug-07 | Deccan Chronicle                  | Initiating Coverage | 228              | 273         | BUY       |
| 30-Aug-07 | HT Media                          | Initiating Coverage | 211              | 232         | NEUTRAL   |
| )3-Sep-07 | Central Bank of India             | Company Update      | 125              | 144         | HOLD      |
| 04-Sep-07 | Maruti Udyog                      | Company Update      | 881              | 945         | BUY       |
| )5-Sep-07 | Parsvnath Developers              | Company Update      | 316              | 512         | BUY       |
| )5-Sep-07 | MindTree Consulting               | Initiating Coverage | 589              | 556         | SELL      |
| )5-Sep-07 | Shri Lakshmi Cotsyn               | Initiating Coverage | 104              | 210         | BUY       |
| 06-Sep-07 | Power Grid Corporation of India   | IPO Note            | 44 – 52          | NA          | SUBSCRIBE |
| )7-Sep-07 | Balaji Telefilms                  | Company Update      | 255              | 341         | BUY       |
| 10-Sep-07 | Greenply Industries               | Company Update      | 230              | 288         | BUY       |
| 10-Sep-07 | HDIL                              | Initiating Coverage | 533              | 694         | BUY       |
| 11-Sep-07 | Cadila Healthcare                 | Company Update      | 320              | 416         | BUY       |
| 12-Sep-07 | Petronet LNG                      | Company Update      | 67               | 73          | BUY       |
| 12-Sep-07 | Great Offshore                    | Company Update      | 868              | 1,045       | BUY       |
| 13-Sep-07 | IVRCL Infrastructure & Projects   | Company Update      | 379              | 443         | BUY       |
| 14-Sep-07 | KPIT Cummins Infosystems          | Company Update      | 142              | 173         | BUY       |
| •         | Nicholas Piramal India            | Company Update      |                  |             |           |
| 14-Sep-07 |                                   | Company Update      | 272              | 332         | BUY       |
| 18-Sep-07 | HDIL                              | Company Update      | 609              | 694<br>388  | BUY       |
| 19-Sep-07 | Jubilant Organosys                |                     | 290              |             |           |
| 19-Sep-07 | Punjab National Bank              | Company Update      | 492              | 610         | BUY       |
| 20-Sep-07 | Tulip IT Services                 | Company Updates     | 862              | 1,015       | BUY       |
| 20-Sep-07 | Garware Offshore                  | Company Updates     | 187              | 272         | BUY       |
| 21-Sep-07 | Deccan Chronicle                  | Company Update      | 207              | 243         | BUY       |
| 24-Sep-07 | K S Oil                           | Company Update      | 74               | 85          | BUY       |
| 25-Sep-07 | Sasken Communication Technologies | Company Update      | 335              | 440         | BUY       |
| 25-Sep-07 | Shri Lakshmi Cotsyn               | Company Update      | 122              | 210         | BUY       |
| 25-Sep-07 | UTV Software Communications       | Initiating Coverage | 584              | 795         | BUY       |
| 26-Sep-07 | Bihar Tubes                       | Company Update      | 133              | 172         | BUY       |
| 27-Sep-07 | Bank of India                     | Company Update      | 262              | 300         | HOLD      |
| 28-Sep-07 | Punj Lloyd                        | Initiating Coverage | 299              | 367         | BUY       |

# Market trends

#### **BSE sectoral indices**

|                    |              |          | % Chg        |           |                   |                        |
|--------------------|--------------|----------|--------------|-----------|-------------------|------------------------|
|                    | 27-Sept      | 1-day    | 1-mth        | 3-mth     | Co                | onstituent performance |
| utomobiles         | 5,271        | 1.1      | 12.7         | 11.8      |                   |                        |
| Banks              | 9,230        | 1.2      | 20.9         | 18.5      |                   |                        |
| Capital Goods      | 14,691       | 0.3      | 12.0         | 21.7      |                   |                        |
| omm. & Tech.       | 3,785        | 1.7      | 6.0          | 2.3       |                   |                        |
| onsumer Durables   | 4,801        | 1.2      | 14.4         | 13.0      |                   |                        |
| MCG                | 2,120        | (0.8)    | 9.8          | 16.3      |                   |                        |
| ealthcare          | 3,720        | 0.8      | 6.5          | (1.2)     |                   |                        |
|                    | 4,643        | 3.1      | 1.9          | (4.1)     |                   |                        |
| etal               | 13,503       | 3.2      | 25.6         | 27.0      |                   |                        |
| & Gas              | 9,639        | 0.2      | 23.0         | 26.8      |                   |                        |
| d-caps             | 7,332        | (0.3)    | 14.4         | 13.5      |                   |                        |
| mall-caps          | 9,047        | 0.2      | 15.9         | 18.1      |                   |                        |
| mber of companies: | down 5% 🗖 do | own 2-5% | ■ do wn 0-2% | ■ up 0-2% | □ up 2-5% ■ up 5% |                        |

### **Emerging markets**

| Country     |         |       | % Chg |       |       |
|-------------|---------|-------|-------|-------|-------|
|             | 27-Sept | 1-day | 1-mth | 3-mth | 6-mth |
| Brazil      | 61,052  | 2.2   | 18.2  | 12.8  | 37.2  |
| Shanghai    | 5,495   | 1.6   | 5.8   | 40.4  | 73.2  |
| Hong Kong   | 27,063  | (0.0) | 15.8  | 23.4  | 38.4  |
| India       | 17,151  | 1.4   | 15.0  | 18.2  | 33.1  |
| South Korea | 1,942   | (0.2) | 6.2   | 10.9  | 34.9  |
| Taiwan      | 9,456   | 0.4   | 8.3   | 6.3   | 21.4  |

#### **FII statistics**

| (US\$ mn)   | 1-day   | WTD     | MTD       | YTD        |
|-------------|---------|---------|-----------|------------|
| India       | 245.9   | 940.3   | 3,192.8   | 11,566.8   |
| South Korea | (125.4) | (125.4) | (2,068.9) | (16,085.9) |
| Taiwan      | 450.4   | 533.8   | 1,591.5   | 3,563.7    |
| Thailand    | 958.6   | 80.5    | 68.8      | 3,036.3    |

# Events calendar

### **Board meetings**

| Sep  | tember 28                  | 29 |                               | 30 |             |
|------|----------------------------|----|-------------------------------|----|-------------|
|      | GMR Infrastr - Stock Split |    | Riga Sugar – Results          |    | -           |
|      | Modern Daire - Bonus 1:1   |    | KMF Builders – Results        |    |             |
|      | Modern Steel - Bonus 3:2   |    | Alum Ind                      |    |             |
|      | Eastern Sugar              |    | Lancor Holds                  |    |             |
| Octo | ober 1                     | 2  | I                             | 3  |             |
|      | Sunil Agro                 |    |                               |    | Media Video |
|      | Supreme India              |    |                               |    |             |
|      |                            |    |                               |    |             |
|      |                            |    |                               |    |             |
|      |                            |    |                               |    |             |
| 4    |                            | 5  |                               | 6  |             |
|      | Valecha Engineering        |    | IPCL                          |    | -           |
|      |                            |    | Jai Corp – Bouns, Stock Split |    |             |
|      |                            |    | Rollatainers                  |    |             |
|      |                            |    |                               |    |             |
|      |                            |    |                               |    |             |

# Trade data

Institutional bulk deals

| Scrip                     | Client  | Buy/Sell | Quantity  | Avg Price (Rs) |
|---------------------------|---|----------|-----------|----------------|
| Arvind Mills              | Morgan Stanley Dean Witter Mauritius Co           | В        | 1,062,100 | 59.7           |
| Deccan Aviation           | ICICI Bank  | S        | 1,239,901 | 150.0          |
| Deccan Aviation           | The Western India Trust & Executor Co             | S        | 3,132,890 | 150.0          |
| Deccan Aviation           | UBS Securities Asia A/C Swiss Finance Cor         | S        | 2,434,168 | 150.0          |
| Gitanjali Ge              | Merrill Lynch Capital Mkts Espana SA              | В        | 650,000   | 288.0          |
| Gitanjali Gems            | Merrill Lynch Capital Markets Espana SA SV B      | В        | 650,000   | 288.0          |
| Himachal Fut Comm         | Merrill Lynch Capital Markets Espana SA Sv FCCB   | S        | 2,800,000 | 30.0           |
| Hinduja TMT               | Morgan Stanley Dean Witter Mauritius Co           | В        | 150,481   | 435.6          |
| HTMT Global Solutions     | Morgan Stanley And Co International A/C Morgan    | В        | 118,391   | 426.9          |
| IFCI                      | Lehman Brothers Asia Ac                           | S        | 3,693,375 | 92.5           |
| Jayaswals Neco            | Industrial Development Bank Of India              | S        | 500,000   | 28.1           |
| Kashyap Tec               | Mavi Investment Fund Account GDR                  | S        | 500,000   | 5.9            |
| Kohinoor Foods            | BSMA  | S        | 109,742   | 56.3           |
| P G Foils                 | Religare Securites Caterpi                        | В        | 40,000    | 96.1           |
| Praj Industries           | Merrill Lynch Capital Markets Espana SA Svb       | S        | 1,452,000 | 239.0          |
| Rajesh Exports            | Mavi Investment Fund Deutsche Bank                | В        | 400,000   | 971.8          |
| Satnam Overs              | BSMA  | S        | 113,575   | 56.3           |
| Shree Renuka Sugars       | Fidelity Management And Research Company A/c      | В        | 186,014   | 690.6          |
| Shyam Telecom             | Melchior Indian Opportunities Fund                | S        | 190,449   | 116.3          |
| Sintex Indus              | HSBC Indian Equity Mother Fund                    | В        | 1,440,000 | 350.0          |
| Sintex Indus              | HSBC Global Inv Fund Mauritius                    | В        | 3,312,000 | 350.0          |
| Sintex Indus              | Lehman Brothers Asia Ac                           | В        | 1,110,000 | 350.0          |
| Sintex Indus              | Merrill Lynch Investment Managers A/c             | В        | 927,000   | 350.0          |
| Sintex Indus              | The Master Trust Bank Of Japan                    | В        | 848,440   | 350.0          |
| Terasoftware              | Kotak Mahindra Uk Ac Melchoir Indian Oppn Fund    | В        | 50,000    | 91.7           |
| Tvs Motor Company         | Merrill Lynch Capital Markets Espana SA Svb       | S        | 1,500,000 | 71.6           |
| Vakran Softw              | Morgan Stanley And Co Intl Plc A/c Morgan Stanley | В        | 324,985   | 190.0          |
| Vishnu Chem               | BNP Paribas A/c                                   | В        | 90,900    | 108.0          |
| Welspun Gujarat Stahl Roh | Citigroup Global Markets Mauritius                | S        | 1,252,687 | 296.5          |
| Source: BSE               |   |          |           |                |

### Insider trading

| Scrip                 | Acquirer/Seller                     | Buy/Sell | Shares transacted Post-transaction he |     | on holding<br>%<br>4.0<br>5.5<br>13.9<br>11.8<br>2.1<br>2.1<br>2.1<br>0.0<br>0.0<br>0.1<br>-<br>1.7<br>1.1<br>9.8 |      |
|-----------------------|-------------------------------------|----------|---------------------------------------|-----|---|------|
| Scrip                 | Acquirer/Seller                     | Duy/Sell | Qty                                   | %   | Qty   | %    |
| Alok Industries       | Tad (Mauritius)                     | S        | 3,000,000                             | 1.8 | 6,747,540   | 4.0  |
| Ashco Industries      | Ankush A Kotwani                    | S        | 300,000                               | 2.5 | 663,040   | 5.5  |
| Ashco Industries      | Neha A Kotwani                      | S        | 200,000                               | 1.7 | 1,672,281   | 13.9 |
| Ashco Industries      | Neha A Kotwani                      | S        | 250,000                               | 2.1 | 1,422,281   | 11.8 |
| Banswara Syntex       | Lawson Trading Co                   | S        | 25,000                                | 0.2 | 272,018   | 2.1  |
| Banswara Syntex       | Reliance Capital Asset Mgmt A/C PMS | S        | 10,916                                | 0.1 | 272,595   | 2.1  |
| Bilpower              | Ashok Bansal                        | В        | 88                                    | -   | 88  | -    |
| Bilpower              | Ashok Bansal                        | В        | 3,500                                 | -   | 3,588   | 0.0  |
| Bilpower              | Ashok Bansal                        | В        | 1,000                                 | -   | 4,588   | 0.1  |
| Dynemic Products      | Dixitbhai B Patel                   | В        | 5,000                                 | -   |   | -    |
| Dolat Investments     | Ramedevi Investments                | S        | 117,240                               | 0.1 | 1,520,895   | 1.7  |
| Dynemic Products      | Dixitbhai B Patel                   | В        | 2,500                                 | -   | 121,600   | 1.1  |
| Dynemic Products      | Bhagwandas K Patel & Pacs           | В        | 42,400                                | -   | 1,112,700   | 9.8  |
| Elecon Engineering Co | Taruna P Patel                      | В        | 750                                   | -   | 11,500  | 0.0  |
| Envair Electrodyne    | Shripad Mirashi                     | В        | 200                                   | 0.0 | 1,556,192   | 51.2 |

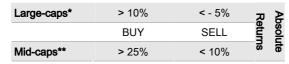
| <b>O</b> with                    | A                         | D (0 - 11  | Shares trans | acted | Post-transaction | holding |
|----------------------------------|---------------------------|------------|--------------|-------|------------------|---------|
| Scrip                            | Acquirer/Seller           | Buy/Sell – | Qty          | %     | Qty              | %       |
| Facor Steels                     | Cornell Corporation       | S          | 4,200,000    | 2.0   | 57,299,891       | 27.7    |
| Garware Offshore Services        | Ashok B Garware           | S          | 650,000      | -     | 57,254           | 0.3     |
| Garware Offshore Services        | Sushma Ashok Garware      | В          | 650,000      | -     | 754,041          | 3.8     |
| ICICI Bank                       | Neeta Mukerji             | В          | 9,525        | -     | 45,607           | -       |
| ICICI Bank                       | Sridhar Seshadri          | В          | 1,000        | -     | 5,600            | -       |
| ICICI Bank                       | Vikas Agarwal             | В          | 1,800        | -     | 1,800            | -       |
| ICICI Bank                       | Kalpana Morparia          | S          | 21,190       | -     | 410,000          | -       |
| ICICI Bank                       | Manish Misra              | S          | 6,500        | -     | 7,000            | -       |
| ICICI Bank                       | Suresh Badami             | S          | 2,300        | -     |                  | -       |
| ICICI Bank                       | Rajiv Arora               | S          | 2,875        | -     | 1,600            | -       |
| ICICI Bank                       | C B Ganesh                | S          | 800          | -     | 14,180           | -       |
| ICICI Bank                       | C B Ganesh                | S          | 300          | -     | 13,880           | -       |
| ICICI Bank                       | Swaminathan Kuppuswami    | S          | 1,650        | -     | 11,450           | -       |
| ICICI Bank                       | Swaminathan Kuppuswami    | S          | 1,000        | -     | 10,450           | -       |
| ICICI Bank                       | Atish Mohan Govil         | S          | 550          | -     | 1,950            | -       |
| ICICI Bank                       | Atish Mohan Govil         | S          | 500          | -     | 1,450            | -       |
| ICICI Bank                       | Suhas R Nayak             | S          | 1,080        | -     | -                | _       |
| ICICI Bank                       | Bhargav Dasgupta          | S          | 5,000        | -     | 29,500           | -       |
| ICICI Bank                       | O P Srivastava            | S          | 3,000        | -     | 30,525           | _       |
| ICICI Bank                       | O P Srivastava            | S          | 10,000       | -     | 20,525           | _       |
| ICICI Bank                       | Charanjit Attra           | S          | 2,600        | -     | 4,110            | _       |
| ICICI Bank                       | Charanjit Attra           | S          | 3,000        | -     | 1,110            | _       |
| ICICI Bank                       | Charanjit Attra           | S          | 1,110        | -     | -                | _       |
| ICICI Bank                       | Girish Nayak              | S          | 1,170        | -     | 16,255           | _       |
| ICICI Bank                       | V Nachiappan              | S          | 1,000        | -     | 22,000           | _       |
| ICICI Bank                       | C B Ganesh                | S          | 1,000        | -     | 17,080           |         |
| ICICI Bank                       | C B Ganesh                | S          | 1,000        | -     | 16,080           | -       |
| ICICI Bank                       | C B Ganesh                | S          | 500          | -     | 15,580           | -       |
| ICICI Bank                       | C B Ganesh                | S          | 600          | -     | 14,980           | -       |
| ICICI Bank                       |                           | S          | 2,500        | -     | 2,450            | -       |
| ICICI Bank                       | Bagawatiswar Krishna Iyer | S          | 750          |       | 108              | -       |
|                                  | Aniruddh Gupta            |            |              | -     |                  | -       |
| ICICI Bank                       | Sai Prasad Somayajula     | S          | 2,000        | -     | 2,100            | -       |
| Indo Asian Fusegear              | Reefer Gen Infotech       | S          | 35,477       | 0.2   | 1,073,055        | 7.4     |
| Intra Infotech                   | Fortune Buildprop         | В          | 10,205,000   | 18.0  | 10,205,000       | 18.0    |
| Intra Infotech                   | Pramod Sharma             | S          | 4,600,000    | 8.1   |                  | -       |
| Larsen & Toubro                  | A M Naik                  | S          | 7,500        | -     | 1,033,000        | 0.4     |
| Matrix Laboratories              | Shobha Sreenivasan        | S          | 1,000        | -     | 6,500            | -       |
| Merck                            | H C H Bhabha              | S          | 6,500        | -     | 100,303          | 0.6     |
| Networth Stock Broking           | Sathyan Rajan             | S          | 46,960       | -     | 103,440          | 1.2     |
| Networth Stock Broking           | Girish Dev                | S          | 5,000        | -     | 35,100           | 0.4     |
| Networth Stock Broking           | Sneha Doshi               | S          | 900          | -     |                  | -       |
| Networth Stock Broking           | V Shankar                 | S          | 2,500        | -     | 7,700            | 0.1     |
| Networth Stock Broking           | V Shankar                 | S          | 3,200        | -     | 4,500            | 0.1     |
| Networth Stock Broking           | V Prakash                 | S          | 5,000        | -     | 11,850           | 0.1     |
| Networth Stock Broking           | Satish Pasari             | S          | 10,000       | -     | 17,000           | 0.2     |
| Patel Engineering                | Silloo Patel              | S          | 2,000        | -     | 633,665          | 1.1     |
| Suzlon Energy                    | Dilip Kevalram Pankhi     | S          | 800          | -     | 277,800          | 0.1     |
| Triveni Engineering & Industries | V P Ghuliani              | S          | 8,200        | -     | 87,783           | 0.0     |
| Triveni Engineering & Industries | V P Ghuliani - Huf        | S          | 19,300       | -     | 80,150           | 0.0     |
| Triveni Engineering & Industries | Rajiv Sawhney             | S          | 4,500        | -     | 39,325           | 0.0     |

Source: BSE

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#### **Recommendation parameters**



\*Market cap over US\$ 1bn \*\*Market cap less than US\$ 1bn

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