## UBS Investment Research

## India Market Strategy

16 September 2010
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Table 1: Current UBS model portfolio sector weightings

| Overweight | Neutral | Underweight |
| :--- | :--- | :--- |
| Agrochemicals | Auto | Consumer staples |
| Cement | Banks | IT Services |
| Infrastructure | Metals | Petrochemicals |
| Oil and Gas | Telecom | Pharmaceuticals |
| Power |  |  |
| Real Estate |  |  |

Source: UBS estimates

[^0]
## MSCI India earnings momentum

MSCI India's earnings in the last three months (15 Jun-15 Sept) continue to improve as the forward 12-month earnings grew by $4.7 \%$ during the last three months as compared to $5.4 \%$ in the previous three months ( 15 Mar-15 Jun).

However, the last three months saw a lot of volatility during the earnings season as 1QFY11 earnings growth came in much below the expectations. Please see our note, Margin pressure = Disappointing 1QFY11 dated 20 August 2010, for more details. The earnings estimates did pick up post earnings season from 2 September 2010 onwards.

Chart 1: MSCI India 12-month Fwd earnings in the last 3 months


Source: IBES (DataStream)

At the underlying level, CY10E and CY11E estimates for MSCI India improved marginally towards the end of the earnings season.

Chart 2: CY2010E and 2011E MSCI India's earnings in the last three months


Source: IBES (DataStream)

Chart 3 shows one month (1M) earnings momentum over the last 12 months. As can be seen, the one-month momentum as on 15 September improved to $1.9 \%$ as compared to $1.1 \%$ in August 2010 and 1.6\% in July 2010 (on a one-month basis).

The drop in August momentum was mainly inline due to poor earnings growth during the 1QFY11 quarter.

Chart 3: MSCI India one month earnings momentum - 12-month Fwd earnings in the last 12 months


Source: IBES (DataStream)

## Sensex's FY11E and FY12E earnings

Chart 4 shows the earnings progression of FY11E and FY12E consensus earnings during the last three months. FY11E and FY12E earnings declined by 50bps and 90bps during this period factoring in poor earnings growth in 1QFY11.

FY11E and FY12E consensus EPS estimates have grown steadily over the last 12 months (chart 5). However, the estimates have declined by ~100bps from their peak on 14 July 2010. The current consensus for FY11E EPS is 1,060 down from its peak of 1,070 while the current consensus for FY12E EPS is 1,271 down from the peak of 1,283 .

Based on UBS estimates, consensus seems to be aggressive on FY11E \& FY12E EPS estimates. Our bottom-up Sensex earnings shows FY11E EPS of 1,038 vs. consensus of 1,060 while FY12E EPS UBS estimate is 1,240 vs. consensus of 1,271.

Chart 4: Sensex FY11E \& FY12E EPS in the last 3 months


Source: IBES (DataStream)

Chart 5: Sensex FY10E, FY11E \& FY12E EPS


Source: IBES (DataStream)

Table 2: Sector wise Sensex FY11E and FY12E earnings estimates

|  | Earnings ( UBS-e ) |  | Earnings ( IBES-e) |  | UBS-e (YoY, \%) |  | IBES-e (YoY, \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY11E | FY12E | FY11E | FY12E | FY11E | FY12E | FY11E | FY12E |
| Autos | 81,925 | 94,285 | 79,217 | 93,585 | 41.6\% | 15.1\% | 36.9\% | 18.1\% |
| Financials | 167,748 | 209,120 | 174,248 | 215,688 | 28.5\% | 24.7\% | 14.2\% | 23.8\% |
| Cement | 7,863 | 9,160 | 7,185 | 7,572 | -8.4\% | 16.5\% | -16.3\% | 5.4\% |
| Consumers | 45,014 | 51,801 | 44,451 | 51,370 | 13.7\% | 15.1\% | 12.2\% | 15.6\% |
| Infrastructure | 69,256 | 89,531 | 64,702 | 80,480 | 21.2\% | 29.3\% | 13.2\% | 24.4\% |
| IT Services | 94,676 | 107,841 | 93,837 | 109,659 | 14.5\% | 13.9\% | 13.5\% | 16.9\% |
| Metals | 101,011 | 148,801 | 104,732 | 130,383 | 94.0\% | 47.3\% | 101.2\% | 24.5\% |
| Oil \& Gas | 42,841 | 47,363 | 49,156 | 54,660 | 10.4\% | 10.6\% | 26.7\% | 11.2\% |
| Petrochem | 119,138 | 118,856 | 120,513 | 144,475 | -11.6\% | -0.2\% | -10.6\% | 19.9\% |
| Pharmaceuticals | 7,575 | 8,660 | 7,611 | 8,788 | 18.0\% | 14.3\% | 18.6\% | 15.5\% |
| Power | 38,935 | 44,369 | 42,018 | 48,549 | 13.5\% | 14.0\% | 22.5\% | 15.5\% |
| Real Estate | 5,150 | 6,418 | 5,814 | 7,983 | 13.4\% | 24.6\% | 28.0\% | 37.3\% |
| Telecom | 28,934 | 31,552 | 33,834 | 38,914 | -39.9\% | 9.1\% | -29.7\% | 15.0\% |
| Sensex | 810,064 | 967,759 | 827,317 | 992,106 | 16.5\% | 19.5\% | 15.3\% | 19.9\% |
| Sensex EPS | 1,038 | 1,240 | 1,060 | 1,271 | 16.5\% | 19.5\% | 15.3\% | 19.9\% |

Source: UBS estimates, IBES (DataStream)

Chart 6: Sectors contribution to FY12E earnings growth (UBSe), YoY


Source: UBS estimates

Chart 7: Sectors contribution to FY12E earnings growth (IBESe), YoY


## MSCI India sector indices earnings momentum

In terms of sectors, industrials, IT and utilities showed the maximum improvement in earnings estimates over the last three months, while earnings momentum declined significantly for telecom, materials, consumer discretionary and financials. The earnings momentum for energy sector declined marginally in the last three months, mainly due to downward revisions in Reliance Industries earnings estimates after disappointing 1QFY11 performance.

Chart 8: Three month (current vs. previous) earnings momentum - 12 month forward earnings


Source: IBES (DataStream)

Table 3: Earnings and price momentum - MSCI India sectors

| Sector | Earnings change <br> (3M) | Price Performance <br> (3M) | Current Fwd PE | Long Term Fwd PE <br> (5y) |
| :---: | :---: | :---: | :---: | :---: |
| Cons Disc | 3.5\% | 6.5\% | 14.6x | 14.4x |
| Cons Staples | 2.6\% | 13.8\% | 25.4 x | 21.0x |
| Energy | 2.5\% | 1.6\% | 12.3x | 13.1x |
| Financials | 4.4\% | 20.1\% | 19.5x | 17.4x |
| Health Care | 5.7\% | 3.0\% | 20.1x | 19.9x |
| Industrials | 21.2\% | 13.6\% | 17.2x | 19.6x |
| IT | 6.3\% | 9.4\% | 19.8x | 19.1x |
| Materials | 1.9\% | 15.3\% | 10.0x | 9.9x |
| Telco | -21.6\% | -2.7\% | 14.9x | 15.8x |
| Utilities | 2.7\% | 0.3\% | 16.3x | 15.1x |
| MSCI India | 4.7\% | 11.1\% | 16.1x | 15.9x |

Source: IBES (DataStream)
Below Charts 9, 10 and 11 shows the various trends of MSCI sector indices relative to market (MSCI India) or to their own respective sector parameters. Consumer staples stands out as expensive sector both relative to market and its long-term average.

Chart 9: Relative earnings momentum trend - current vs. previous


Source: IBES (DataStream), UBS; Note: Earnings momentum relative to MSCI India
Chart 10: Relative earnings trend compared to current fwd PE (relative to market)


Source: IBES (DataStream), UBS; Note: Earnings momentum relative to MSCI India
Chart 11: Relative earnings trend compared to current fwd PE (relative to respective sector's 5 year average PE)


[^1]
## Stock Screen

We have looked at inexpensive and expensive stock in the UBS coverage universe and MSCI based on earnings momentum. For inexpensive stocks, we have looked at stocks with positive earnings (relative to market) and price momentum and cheaper than their historical long-term average. For expensive stocks, we have looked at stocks with negative earnings momentum (relative to market), positive price momentum and expensive than their historical long-term average.

Table 4: MSCI India earnings momentum stock screen (Top 5)

| Company Name | 3M - EM |  | 3M - PM | PE - Current | PE - Long Term |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Inexpensive Stocks (relative to own history) - Positive earnings momentum, good price momentum |  |  |  |  |  |
| Aditya Birla Nuvo |  | 108.4\% | 11.3\% | 18.0x | 37.9x |
| Tata Motors |  | 71.4\% | 31.6\% | 9.6x | 23.0x |
| Cairn |  | 23.9\% | 7.4\% | 9.9x | 46.9x |
| Ranbaxy |  | 21.8\% | 16.6\% | 20.6x | 23.9x |
| Kotak Bank |  | 14.2\% | 24.2\% | 20.4 x | 20.8 x |
| Expensive Stocks (relative to own history) - Negative earnings momentum, good price momentum |  |  |  |  |  |
| Reliance Capital |  | -16.3\% | 8.6\% | 29.5x | 24.1x |
| Maruti Suzuki India |  | -10.5\% | 0.4\% | 15.3x | 14.1x |
| DLF |  | -5.6\% | 22.7\% | 21.0x | 16.6x |
| Unitech |  | -5.5\% | 22.3\% | 18.4x | 16.3x |
| JSW Steel |  | -2.8\% | 16.4\% | 11.3x | 7.0x |

Source: IBES (DataStream)
Table 5: UBS India coverage universe earnings momentum stock screen (Top 5)

| Company Name | 3M - EM | 3M - PM | PE - Current | PE - Long Term |
| :--- | :---: | :---: | :---: | :---: |
| Inexpensive Stocks (relative to own history) - Positive earnings momentum, good price momentum |  |  |  |  |
| Aditya Birla Nuvo | $108.4 \%$ | $11.3 \%$ | $18.0 x$ | $37.9 x$ |
| D B Realty | $104.9 \%$ | $12.9 \%$ | $11.3 x$ | $19.6 x$ |
| Tata Motors | $71.4 \%$ | $31.6 \%$ | $9.6 x$ | $23.0 x$ |
| Adani Power | $66.8 \%$ | $14.5 \%$ | $15.4 x$ | $26.9 x$ |
| Hathway Cable \& Datacom | $38.3 \%$ | $18.0 \%$ | $42.8 x$ | $46.3 x$ |
| Expensive Stocks (relative to own history) - Negative earnings momentum, good price momentum |  |  |  |  |
| Maruti Suzuki India | $-10.5 \%$ | $0.4 \%$ | $15.3 x$ | $14.1 x$ |
| Grasim Industries | $-7.3 \%$ | $22.5 \%$ | $8.7 x$ | $8.4 x$ |
| DLF | $-5.6 \%$ | $22.7 \%$ | $21.0 x$ | $16.6 x$ |
| Unitech | $-5.5 \%$ | $22.3 \%$ | $18.4 x$ | $16.3 x$ |
| JSW Steel | $-2.8 \%$ | $16.4 \%$ | $11.3 x$ | $7.0 x$ |

[^2]
## BSE Sensex target derivation

We use a two-stage forward PE target multiple model to derive our BSE Sensex target. The first stage is the growth phase where we expect earnings to grow $11.8 \%$, ROE of $17.0 \%$ and COE of $12.1 \%$. The growth phase is 20 years. The second stage is the terminal stage where we assume a long-term earnings growth rate of $5.0 \%$, ROE of $11.0 \%$ and COE of $9.5 \%$.

The contribution of the growth phase to our total target PE multiple is 5.4 x . Our two-stage forward PE target multiple for the BSE Sensex is 16.7x (compared to our estimated long-term average forward PE multiple of 15x). Using our EPS forecast of Rs1,241 for FY12, we arrive at our FY11 BSE Sensex target of 21,000 (rounded).

Table 6: UBS India BSE Sensex FY11E target derivation

| Long term and growth period assumptions |  | BSE Sensex FY11E target price derivation |  |
| :---: | :---: | :---: | :---: |
| Stage 1: Growth period assumptions |  | BSE Sensex target P/E multiple |  |
| Return on equity ( $\mathrm{ROE}_{\mathrm{g}}$ ) | 17.0\% | Contribution of growth period on target P/E | 5.4x |
| Growth period real GDP growth rate | 7.0\% | Contribution of terminal period on target P/E | 11.4 x |
| + Growth period inflation forecast | 4.5\% |  |  |
| = Assumed growth period earnings growth rate ( $\mathbf{G}_{\mathbf{g}}$ ) | 11.8\% | = BSE Sensex target P/E multiple | 16.7x |
| Growth period inflation forecast | 4.5\% |  |  |
| + Growth period real risk free rate forecast | 2.6\% | UBS estimate of FY12E EPS (Rs) | 1,241 |
| $=$ Growth period nominal risk free rate ( $\mathrm{RF}_{\mathrm{g}}$ ) | 7.1\% | BSE Sensex FY11E Target Price | 20,780 |
| + Growth period equity risk premium | 5.0\% |  |  |
| = Assumed growth period cost of equity ( $\mathrm{K}_{\mathrm{g}}$ ) | 12.1\% | BSE Sensex FY11E Target Price (rounded) | 21,000 |
| Duration of growth period (years) | 20.0 |  |  |
| Stage 2: Terminal period assumptions |  |  |  |
| Return on equity ( $\mathrm{ROE}_{\mathrm{t}}$ ) | 11.0\% |  |  |
| Terminal period real GDP growth rate | 2.9\% |  |  |
| + Terminal period inflation forecast | 2.0\% |  |  |
| = Assumed terminal period earnings growth rate ( $\mathrm{G}_{\mathrm{t}}$ ) | 5.0\% |  |  |
| Terminal period inflation forecast | 2.0\% |  |  |
| + Terminal period real risk free rate forecast | 2.5\% |  |  |
| $=$ Terminal period nominal risk free rate $\left(\mathrm{RF}_{\mathrm{t}}\right)$ | 4.5\% |  |  |
| + Terminal period equity risk premium | 5.0\% |  |  |
| = Assumed terminal period cost of equity ( $\mathrm{K}_{\mathrm{t}}$ ) | 9.5\% |  |  |

Source: UBS estimates

Table 7: FY11E Sensex target sensitivity to growth phase assumptions

| Growth phase earnings growth rate (\%) |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $\mathbf{1 1 . 3 \%}$ | $\mathbf{1 1 . 5 \%}$ | $\mathbf{1 1 . 8 \%}$ | $\mathbf{1 2 . 0 \%}$ | $\mathbf{1 2 . 3 \%}$ |
|  | $16.0 \%$ | 19,053 | 19,445 | 19,853 | 20,277 | 20,717 |
|  | $16.5 \%$ | 19,491 | 19,903 | 20,330 | 20,775 | 21,236 |
| Growth phase ROE (\%) | $17.0 \%$ | 19,904 | 20,334 | 20,780 | 21,244 | 21,725 |
|  | $17.5 \%$ | 20,293 | 20,740 | 21,204 | 21,686 | 22,186 |
|  | $18.0 \%$ | 20,661 | 21,124 | 21,604 | 22,104 | 22,622 |

[^3]Table 8: FY11E Sensex target sensitivity to terminal phase assumptions

| Terminal phase earnings growth rate (\%) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 20,780 | $4.5 \%$ | $4.7 \%$ | $5.0 \%$ | $5.2 \%$ | $5.5 \%$ |
|  | $10.0 \%$ | 19,514 | 19,573 | 19,639 | 19,712 | 19,794 |
|  | $10.5 \%$ | 19,999 | 20,111 | 20,236 | 20,376 | 20,532 |
|  | $11.0 \%$ | 20,440 | 20,601 | 20,780 | 20,980 | 21,204 |
|  | $11.5 \%$ | 20,842 | 21,048 | 21,277 | 21,531 | 21,817 |
|  | $12.0 \%$ | 21,211 | 21,458 | 21,732 | 22,037 | 22,380 |

Source: UBS estimates

## UBS India Model portfolio

Chart 12: UBS India portfolio, BSE Sensex, Nifty and MSCI (India) performance since launch


Note: Buying and selling of stocks (related to stock addition/deletion in the portfolio) based on VWAP of next trading day; Note: Performance as on 15 September 2010; See note on page 15; Source: Bloomberg; UBS

Table 9: Model Portfolio valuation

| Model Portfolio stock | UBS Rating | Model Portfolio Weight | Mkt Cap <br> (US\$ mn) | Price (Rs) | Price Target (Rs) | Potential Upside | $\begin{array}{r} \text { ROE } \\ \text { FY11E } \end{array}$ | P/BV(x) <br> FY11E | FY11E | $\begin{array}{r} \text { PE(x) } \\ \text { FY12E } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bank of Baroda | Buy | 6.0\% | 6,831 | 869 | 900 | 3.6\% | 20.4\% | 1.9 | 8.6 | 7.4 |
| Bharti Airtel | Buy | 4.1\% | 29,199 | 356 | 400 | 12.3\% | 12.5\% | 2.7 | 21.9 | 20.5 |
| DLF | Buy | 3.1\% | 12,538 | 341 | 400 | 17.4\% | 7.9\% | 2.2 | 28.1 | 22.5 |
| GAIL | Buy | 7.8\% | 13,235 | 483 | 550 | 13.8\% | 18.8\% | 3.1 | 17.4 | 14.6 |
| Grasim | Buy | 3.0\% | 4,352 | 2,199 | 2,300 | 4.6\% | 15.1\% | 1.2 | 8.1 | 7.8 |
| GVK | Buy | 3.9\% | 1,659 | 49 | 55 | 13.1\% | 7.2\% | 1.8 | 24.8 | 18.4 |
| Hindalco | Buy | 3.2\% | 7,828 | 190 | 200 | 5.5\% | 17.0\% | 1.6 | 9.1 | 7.0 |
| HLL | Buy | 4.9\% | 13,065 | 277 | 320 | 15.4\% | 89.2\% | 22.0 | 24.7 | 21.7 |
| ICICI Bank | Buy | 10.5\% | 26,442 | 1,099 | 1,100 | 0.1\% | 9.1\% | 2.2 | 24.6 | 18.5 |
| Indusind | Buy | 2.9\% | 2,134 | 241 | 250 | 3.7\% | 13.3\% | 3.1 | 22.3 | 16.4 |
| Infosys Technologies | Neutral | 7.4\% | 37,698 | 3,050 | 2,960 | -3.0\% | 24.9\% | 6.2 | 25.0 | 21.4 |
| Lanco | Buy | 4.5\% | 3,535 | 68 | 105 | 54.4\% | 22.1\% | 3.5 | 15.7 | 11.0 |
| Larsen \& Toubro | Buy | 7.8\% | 24,903 | 1,916 | 2,150 | 12.2\% | 24.2\% | 6.1 | 25.3 | 19.0 |
| Mahindra \& Mahindra | Buy | 3.6\% | 8,447 | 676 | 750 | 10.9\% | 23.3\% | 3.5 | 15.2 | 12.9 |
| Phoenix Mills | Buy | 2.0\% | 784 | 251 | 330 | 31.7\% | 5.4\% | 2.2 | 40.7 | 30.9 |
| PNB | Buy | 5.9\% | 8,672 | 1,274 | 1,300 | 2.0\% | 21.8\% | 2.0 | 8.8 | 7.2 |
| Reliance Infrastructure | Buy | 4.0\% | 5,637 | 1,066 | 1,325 | 24.3\% | 8.0\% | 1.3 | 16.7 | 16.1 |
| Sesa Goa | Buy | 1.9\% | 5,794 | 323 | 410 | 27.0\% | 33.6\% | 2.2 | 6.6 | 6.1 |
| Sterlite | Buy | 2.6\% | 12,606 | 174 | 225 | 29.5\% | 9.2\% | 0.9 | 10.0 | 7.6 |
| Tata Chemicals | Buy | 3.0\% | 2,123 | 420 | 500 | 19.0\% | 17.0\% | 1.9 | 11.5 | 10.5 |
| Tata Motors | Buy | 2.9\% | 12,605 | 1,024 | 1,200 | 17.2\% | 47.3\% | 4.5 | 9.4 | 8.4 |
| TCS | Neutral | 5.0\% | 38,603 | 914 | 900 | -1.5\% | 31.2\% | 6.8 | 21.8 | 20.0 |

Note: Shares prices as of 15 September 2010; Source: UBS estimates

## Appendix

Table 10: MSCI India three months earnings momentum - constituent stocks

| Company Name | $3 M-E M$ | $3 M-$ PM | PE - Current | PE - Long Term |
| :--- | :---: | :---: | :---: | :---: |
| ABNL | $108.4 \%$ | $11.3 \%$ | $18.0 x$ | $37.9 x$ |
| Tata Motors | $71.4 \%$ | $31.6 \%$ | $9.6 x$ | $23.0 x$ |
| Cairn | $23.9 \%$ | $7.4 \%$ | $9.9 x$ | $46.9 x$ |
| REC | $23.2 \%$ | $22.1 \%$ | $12.5 x$ | $8.8 x$ |
| Ranbaxy | $21.8 \%$ | $16.6 \%$ | $20.6 x$ | 19 |

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| Company Name | 3M - EM | $3 M-$ PM | PE - Current | PE - Long Term |
| :--- | :---: | :---: | ---: | ---: |
| Jindal Steel \& power | $2.5 \%$ | $8.6 \%$ | $13.4 x$ | $9.8 x$ |
| Cipla | $2.3 \%$ | $-7.9 \%$ | $19.5 x$ | $21.7 x$ |
| SAIL | $1.7 \%$ | $3.1 \%$ | $10.6 x$ | $8.1 x$ |
| NTPC | $1.7 \%$ | $3.1 \%$ | $16.9 x$ | $17.1 x$ |
| Hero Honda | $0.9 \%$ | $-13.5 \%$ | $13.8 x$ | $12.9 x$ |
| RIL | $0.6 \%$ | $-4.4 \%$ | $13.5 x$ | $10.6 x$ |
| Sterlite | $-1.2 \%$ | $0.8 \%$ | $9.5 x$ | $7.3 x$ |
| HUL | $-1.2 \%$ | $8.5 \%$ | $25.1 x$ | $24.8 x$ |
| Indiabulls | $-1.9 \%$ | $19.9 \%$ | $27.1 x$ | $29.6 x$ |
| JSW Steel | $-2.8 \%$ | $16.4 \%$ | $11.3 x$ | $7.0 x$ |
| Unitech | $-5.5 \%$ | $22.3 \%$ | $18.4 x$ | $16.3 x$ |
| DLF | $-5.6 \%$ | $22.7 \%$ | $21.0 x$ | $16.6 x$ |
| GMR | $-7.4 \%$ | $6.0 \%$ | $68.2 x$ | $76.9 x$ |
| Maruti | $-10.5 \%$ | $0.4 \%$ | $15.3 x$ | $14.1 x$ |
| Reliance Capital | $-16.3 \%$ | $8.6 \%$ | $29.5 x$ | $24.1 x$ |
| JaiPrakash | $-24.5 \%$ | $-1.5 \%$ | $20.3 x$ | $21.1 x$ |
| RCOM | $-28.0 \%$ | $-13.4 \%$ | $14.8 x$ | $16.0 x$ |
| Suzlon | $-76.6 \%$ | $-9.8 \%$ | $69.8 x$ | $21.9 x$ |

Source: IBES (DataStream)

Table 11: UBS India coverage universe three months earnings momentum

| Company Name | 3M - EM | 3M - PM | PE - Current | PE - Long Term |
| :---: | :---: | :---: | :---: | :---: |
| Aditya Birla Nuvo | 108.4\% | 11.3\% | 18.0x | 37.9x |
| D B Realty | 104.9\% | 12.9\% | 11.3x | 19.6x |
| Tata Motors | 71.4\% | 31.6\% | 9.6 x | 23.0x |
| Adani Power | 66.8\% | 14.5\% | 15.4 x | 26.9x |
| Hathway Cable \& Datacom | 38.3\% | 18.0\% | 42.8x | 46.3x |
| Dish Tv India | 29.8\% | 36.4\% |  |  |
| Indian Oil | 27.2\% | 31.2\% | 11.1x | 7.5 x |
| Indusind Bank | 24.6\% | 27.0\% | 18.7x | 13.9x |
| Cairn India | 23.9\% | 7.4\% | 9.9x | 46.9x |
| Hindustan Petroleum | 21.8\% | 58.8\% | 11.4x | 7.3x |
| Ranbaxy Labs. | 21.8\% | 16.6\% | 20.6x | 23.9x |
| Bank Of India | 20.6\% | 50.6\% | 8.3x | 5.3x |
| Bajaj Auto | 19.3\% | 28.5\% | 16.8x | 13.0x |
| Asian Paints | 18.5\% | 23.6\% | 27.5x | 18.4x |
| Essar Oil | 17.7\% | 2.7\% | 27.7x | 28.7x |
| Bank Of Baroda | 14.4\% | 19.6\% | 8.3x | $5.2 x$ |
| Hindalco Industries | 13.8\% | 30.9\% | 10.8x | $8.7 x$ |
| Sun Tv Network | 13.7\% | 22.3\% | 25.6x | 25.8x |
| Jain Irrigation Systems | 11.5\% | 11.0\% | 24.5x | 18.2x |
| Housing Development Fin. | 11.5\% | 17.0\% | 25.4 x | 17.9x |
| Adani Enterprises | 11.5\% | 27.6\% | 17.6x | 18.9x |
| Mundra Port And Sez. | 11.2\% | 14.4\% | 29.3x | 33.1x |
| NMDC | 11.0\% | -0.6\% | 13.8x | 35.5x |
| Larsen \& Toubro | 10.8\% | 11.5\% | 23.9x | 15.3x |
| Oil \& Natural Gas | 10.6\% | 21.3\% | 11.7x | 7.8x |
| Gail (India) | 10.4\% | 4.3\% | 15.4 x | 9.0x |
| Tata Chemicals | 9.9\% | 33.7\% | 12.5x | $8.4 x$ |
| Punjab National Bank | 9.0\% | 22.3\% | 8.2 x | $6.8 x$ |
| Union Bank Of India | 9.0\% | 20.1\% | 7.0x | 5.6x |
| Bharat Petroleum | 8.6\% | 43.5\% | 13.7x | 7.6 x |
| Nagarjuna Con. | 8.1\% | -13.9\% | 14.8x | 15.8x |
| Ambuja Cements | 7.9\% | 18.1\% | 15.3x | 13.0x |
| Tata Steel | 7.8\% | 24.3\% | $8.6 x$ | 7.5x |
| Tata Consultancy Svs. | 7.8\% | 18.4\% | 21.1x | 18.7x |
| Axis Bank | 7.7\% | 20.5\% | 17.1x | 13.1x |
| Nestle India | 7.6\% | 7.6\% | 32.1x | 24.0x |
| Wipro | 7.1\% | 4.1\% | 18.3x | 37.3 x |
| Bharat Heavy Els. | 7.1\% | 3.7\% | 19.7x | 14.9x |
| Lupin | 7.1\% | -1.3\% | 17.8x | 14.7x |
| Infosys Technologies | 6.9\% | 10.2\% | 22.8 x | 29.3x |

India Market Strategy 16 September 2010

| Company Name | 3M - EM | 3M - PM | PE - Current | PE - Long Term |
| :---: | :---: | :---: | :---: | :---: |
| Dabur India | 6.8\% | 14.8\% | 28.6x | 20.3 x |
| Reliance Power | 6.8\% | -9.9\% | 55.6x | 66.6x |
| HCL Technologies | 6.7\% | 10.4\% | 16.0x | 18.3x |
| United Phosphorus | 6.6\% | 2.2\% | 11.2x | 12.3x |
| Sun Pharmaceuticals | 6.5\% | 5.9\% | 22.1x | 17.6x |
| Phoenix Mills | 6.5\% | 16.0\% | 29.2x | 19.1x |
| ITC | 6.3\% | 14.9\% | 24.8x | 17.3x |
| Zee Entertainment Ents. | 6.2\% | -1.7\% | 21.1x | 30.5 x |
| Tata Power | 6.0\% | 1.0\% | 14.5x | 13.4x |
| Dr Reddys Laboratories | 5.9\% | 3.7\% | 20.8x | 22.0x |
| Idea Cellular | 5.8\% | 36.3\% | 34.0x | 23.8x |
| Mahindra \& Mahindra | 5.7\% | 7.3\% | 13.5x | 10.7x |
| IRB Infr.Developers | 5.5\% | 0.4\% | 18.4x | 15.1x |
| State Bank Of India | 5.2\% | 29.6\% | 13.2x | 7.3x |
| ICICI Bank | 5.0\% | 25.2\% | 21.3x | 14.2x |
| Reliance Infrastructure | 5.0\% | -9.4\% | 15.7x | 15.5x |
| National Aluminium | 4.7\% | -5.7\% | 19.6x | 10.6x |
| United Spirits | 4.7\% | 28.2\% | 31.5 x | 26.9x |
| HDIL | 4.7\% | 10.5\% | 10.0x | 10.1x |
| Glenmark Pharmaceuticals | 4.6\% | 6.5\% | 15.4x | 14.1x |
| HDFC Bank | 4.2\% | 20.5\% | 25.0x | 19.6x |
| IDFC | 3.9\% | 22.9\% | 19.7x | 0.0x |
| IVRCL Ift.\& Prjs. | 3.5\% | -13.0\% | 13.9x | 16.7x |
| Sesa Goa | 3.4\% | -8.8\% | 6.2 x | 7.3x |
| Piramal Healthcare | 3.4\% | 6.1\% | 18.1x | 13.7x |
| ACC | 3.3\% | 11.2\% | 13.2x | 13.7x |
| Power Grid Corp.Of India | 2.6\% | 4.1\% | 19.2x | 20.1x |
| Cipla | 2.3\% | -7.9\% | 19.5x | 21.7x |
| ABB | 2.1\% | -7.2\% | 28.9x | 22.0x |
| Steel Authority Of India | 1.7\% | 3.1\% | 10.6x | 8.1x |
| NTPC | 1.7\% | 3.1\% | 16.9x | 17.1x |
| Pantaloon Ret.(India) | 1.4\% | 15.2\% | 32.3 x | 34.3 x |
| Great Eastern Shipping | 1.2\% | 4.0\% | 5.6x | 4.3 x |
| Godrej Properties | 1.0\% | 37.9\% | 30.1x | 24.8x |
| Hero Honda Motors | 0.9\% | -13.5\% | 13.8x | 12.9x |
| Reliance Industries | 0.6\% | -4.4\% | 13.5x | 10.6x |
| Lanco Infratech | -0.6\% | -1.6\% | 14.8x | 12.5x |
| Sterlite Inds.(India) | -1.2\% | 0.8\% | 9.5 x | 7.3x |
| Hindustan Unilever | -1.2\% | 8.5\% | 25.1x | 24.8x |
| Indiabulls Real Estate | -1.9\% | 19.9\% | 27.1x | 29.6x |
| Educomp Solutions | -2.8\% | 9.3\% | 15.1x | 31.4x |
| Jsw Steel | -2.8\% | 16.4\% | 11.3x | 7.0x |

India Market Strategy 16 September 2010

| Company Name | 3M - EM | 3M - PM | PE - Current | PE - Long Term |
| :--- | :---: | :---: | ---: | ---: |
| GVK Power \& Infr. | $-3.4 \%$ | $12.4 \%$ | $28.1 x$ | $28.3 x$ |
| Bharti Airtel | $-4.6 \%$ | $33.8 \%$ | $16.6 x$ | $25.0 x$ |
| Unitech | $-5.5 \%$ | $22.3 \%$ | $18.4 x$ | $16.3 x$ |
| DLF | $-5.6 \%$ | $22.7 \%$ | $21.0 x$ | $16.6 x$ |
| Grasim Industries | $-7.3 \%$ | $22.5 \%$ | $8.7 x$ | $8.4 x$ |
| Gmr Infrastructure | $-7.4 \%$ | $6.0 \%$ | $68.2 x$ | $76.9 x$ |
| Maruti Suzuki India | $-10.5 \%$ | $0.4 \%$ | $15.3 x$ | $14.1 x$ |
| India Cements | $-16.8 \%$ | $-2.7 \%$ | $14.8 x$ | $8.8 x$ |
| Aban Offshore | $-25.7 \%$ | $16.7 \%$ | $5.5 x$ | $11.4 x$ |
| Reliance Communications | $-28.0 \%$ | $-13.4 \%$ | $14.8 x$ | $16.0 x$ |
| Punj Lloyd | $-37.4 \%$ | $-8.2 \%$ | $13.3 x$ | $16.5 x$ |
| Suzlon Energy | $-76.6 \%$ | $-9.8 \%$ | $69.8 x$ | $21.9 x$ |

Source: IBES (DataStream)

The indicated performance returns of our model portfolio are based on capital appreciation, excluding dividends and transaction costs such as commissions, fees, margin interest, and other charges. Actual transactions adjusted for such transaction costs will result in reduced total returns. Prices of stocks in the performance calculations reflect closing prices. Since its inception on 26 March 2009, the UBS India model portfolio has contained 72 stocks, 62 of which have advanced while on the list while 10 have declined. A complete record of all the recommendations upon which this report is based is available from UBS Securities India Private Ltd. upon written request. Past performance is not an indication of future results.

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We believe the risks to our long-term estimates (for example, for corporate earnings) and macroeconomic variables (such as GDP growth rates and inflation) arise from any economic slowdown, weakening currency, global economic events, and government policy changes.

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## UBS Investment Research: Global Equity Rating Allocations

| UBS 12-Month Rating | Rating Category | Coverage $^{\text {1 }}$ | IB Services $^{2}$ |
| :--- | :--- | ---: | ---: |
| Buy | Buy | $54 \%$ | $41 \%$ |
| Neutral | Hold/Neutral | $37 \%$ | $32 \%$ |
| Sell | Sell | $9 \%$ | $24 \%$ |
| UBS Short-Term Rating | Rating Category | Coverage $^{3}$ | IB Services $^{4}$ |
| Buy | Buy | less than $1 \%$ | $22 \%$ |
| Sell | Sell | less than $1 \%$ | $0 \%$ |

1:Percentage of companies under coverage globally within the 12-month rating category.
2:Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.
3:Percentage of companies under coverage globally within the Short-Term rating category.
4:Percentage of companies within the Short-Term rating category for which investment banking (IB) services were provided within the past 12 months.

Source: UBS. Rating allocations are as of 30 June 2010.
UBS Investment Research: Global Equity Rating Definitions

| UBS 12-Month Rating | Definition |
| :--- | :--- |
| Buy | FSR is $>6 \%$ above the MRA. |
| Neutral | FSR is between -6\% and 6\% of the MRA. |
| Sell | FSR is $>6 \%$ below the MRA. | | UBS Short-Term Rating | Definition |
| :--- | :--- |
| Buy | Buy: Stock price expected to rise within three months from the time the rating was assigned <br> because of a specific catalyst or event. <br> Sell: Stock price expected to fall within three months from the time the rating was assigned <br> because of a specific catalyst or event. |

## KEY DEFINITIONS

Forecast Stock Return (FSR) is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months.
Market Return Assumption (MRA) is defined as the one-year local market interest rate plus 5\% (a proxy for, and not a forecast of, the equity risk premium).
Under Review (UR) Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation. Short-Term Ratings reflect the expected near-term (up to three months) performance of the stock and do not reflect any change in the fundamental view or investment case.
Equity Price Targets have an investment horizon of 12 months.

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Core Banding Exceptions (CBE): Exceptions to the standard $+/-6 \%$ bands may be granted by the Investment Review Committee (IRC). Factors considered by the IRC include the stock's volatility and the credit spread of the respective company's debt. As a result, stocks deemed to be very high or low risk may be subject to higher or lower bands as they relate to the rating. When such exceptions apply, they will be identified in the Company Disclosures table in the relevant research piece.

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UBS Securities India Private Ltd: Suresh A Mahadevan, CFA; Varun Ahuja, CFA.

Company Disclosures

| Company Name | Reuters | 12-mo rating | Short-term rating | Price | Price date |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Adani Power ${ }^{4}$ | ADAN.BO | Buy | N/A | Rs140.65 | 15 Sep 2010 |
| Aditya Birla Nuvo | ABRL.BO | Buy | N/A | Rs860.75 | 15 Sep 2010 |
| Bank of Baroda | BOB.BO | Buy | N/A | Rs868.60 | 15 Sep 2010 |
| Bharti Airtel Ltd. | BRTI.BO | Buy | N/A | Rs356.15 | 15 Sep 2010 |
| DB Realty | DBRL.BO | Buy | N/A | Rs442.25 | 15 Sep 2010 |
| DLF Limited | DLF.BO | Buy | N/A | Rs340.65 | 15 Sep 2010 |
| GAIL (India) Ltd. | GAIL.BO | Buy | N/A | Rs483.30 | 15 Sep 2010 |
| Grasim Industries | GRAS.BO | Buy | N/A | Rs2,198.90 | 15 Sep 2010 |
| GVK Power and Infrastructure | GVKP.BO | Buy | N/A | Rs48.65 | 15 Sep 2010 |
| Hathway Cable \& Datacom ${ }^{2,4,5}$ | HAWY.BO | Buy | N/A | Rs217.75 | 15 Sep 2010 |
| Hindalco Industries ${ }^{\text {2, 4, } 20}$ | HALC.BO | Buy (CBE) | N/A | Rs189.50 | 15 Sep 2010 |
| Hindustan Unilever | HLL.BO | Buy | N/A | Rs277.40 | 15 Sep 2010 |
| ICICI Bank ${ }^{16}$ | ICBK.BO | Buy | N/A | Rs1,098.80 | 15 Sep 2010 |
| IndusInd Bank ${ }^{1 a, 5}$ | INBK.BO | Buy | N/A | Rs241.10 | 15 Sep 2010 |
| Infosys Technologies Ltd. ${ }^{\text {16, } 18}$ | INFY.BO | Neutral | N/A | Rs3,050.15 | 15 Sep 2010 |
| L \& T | LART.BO | Buy | N/A | Rs1,916.15 | 15 Sep 2010 |
| Lanco Infratech ${ }^{4}$ | LAIN.BO | Buy | N/A | Rs68.00 | 15 Sep 2010 |
| Mahindra \& Mahindra | MAHM.BO | Buy | N/A | Rs676.40 | 15 Sep 2010 |
| Phoenix Mills | PHOE.BO | Buy | N/A | Rs250.60 | 15 Sep 2010 |
| Punjab National Bank | PNBK.BO | Buy | N/A | Rs1,274.05 | 15 Sep 2010 |
| Reliance Infrastructure | RLIN.BO | Buy | N/A | Rs1,066.30 | 15 Sep 2010 |
| Sesa Goa | SESA.BO | Buy | N/A | Rs322.95 | 15 Sep 2010 |
| Sterlite Industries ${ }^{\text {1b, 5, 16, } 20}$ | STRL.BO | Buy (CBE) | N/A | Rs173.70 | 15 Sep 2010 |
| Tata Chemicals ${ }^{20}$ | TTCH.BO | Buy (CBE) | N/A | Rs420.20 | 15 Sep 2010 |
| Tata Consultancy Services Ltd. | TCS.BO | Neutral | N/A | Rs913.60 | 15 Sep 2010 |
| Tata Motors Ltd. ${ }^{16}$ | TAMO.BO | Buy | N/A | Rs1,024.30 | 15 Sep 2010 |

Source: UBS. All prices as of local market close.
Ratings in this table are the most current published ratings prior to this report. They may be more recent than the stock pricing date

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[^1]:    Source: IBES (DataStream), UBS; Note: Earnings momentum relative to MSCI India

[^2]:    Source: IBES (DataStream)

[^3]:    Source: UBS estimates

