10 August 2010

# **India Morning Bell**



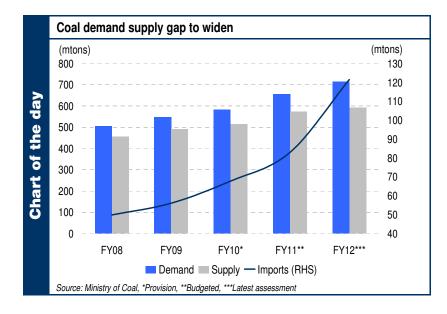
### All the latest research and data

ANANDRATHI

Sensex: 18288

Nifty: 5486

- GMR Infrastructure -Good 1Q results; Execution, airport regulations remain key. GMR's 1Q consol. EBITDA was 17% above our estimate, driven by Roads/EPC segments, as well as treasury income on QIP funds. >
- Tulip Telecom Muted 1QFY11 performance on back of subdued margins. Tulip's 1Q revenues were seasonally weak (down 1% qoq), but came exactly in line at Rs5.25bn. However, EBITDA was 4.5% below our estimate, due to higher cost of equipment (CPE) and/or leased bandwidth.
- Britannia Industries 1QFY11 Dismal performance; reiterate Sell. Britannia registered a dismal 1QFY11, with PAT declining 55.8%. Though Britannia will be able to improve margins and earnings, given falling food inflation, we believe valuations are stretched.
- **Derivatives view.** Trades could be held in a water tight range of 5350-5500. We do not see the current rally extend beyond 5500-5550 – given sagging momentum and thin volumes accompanying upticks.



| Markets    |          |       |       |
|------------|----------|-------|-------|
|            | 9 Aug 10 | 1 Day | YTD   |
| Sensex     | 18288    | 0.8%  | 4.7%  |
| Nifty      | 5486     | 0.9%  | 5.5%  |
| Dow Jones  | 10699    | 0.4%  | 2.6%  |
| S & P 500  | 1128     | 0.5%  | 1.1%  |
| FTSE       | 5411     | 1.5%  | 0.0%  |
| Nikkei*    | 9623     | 0.5%  | -8.8% |
| Hang Seng* | 21714    | -0.4% | -0.7% |

| 9 Aug 10 | 1 Day          | Avg '10                  |
|----------|----------------|--------------------------|
| 1,067    | 2.2%           | 1,007                    |
| 2,772    | 0.5%           | 3,008                    |
| 12,801   | -2.3%          | 38,556                   |
|          | 1,067<br>2,772 | 1,067 2.2%<br>2,772 0.5% |

| Flows (US\$m)     |            |       |         |
|-------------------|------------|-------|---------|
|                   | 9 Aug 10** | MTD   | YTD     |
| FII - Cash        |            |       |         |
| Buy               | 516        | 3,028 | 86,223  |
| Sell              | 403        | 2,318 | 75,151  |
| Net               | 113        | 710   | 11,187  |
| FII - Derivatives |            |       |         |
| Buy               | 1,112      | 8,175 | 303,303 |
| Sell              | 965        | 6,776 | 285,953 |
| Net               | 146        | 1,399 | 17,172  |
| DII - Cash        |            |       |         |
| Buy               | 235        | 596   | 20,402  |
| Sell              | 245        | 733   | 23,163  |
| Net               | -10        | -136  | -2,774  |

| Others                |          |        |        |
|-----------------------|----------|--------|--------|
|                       | 9 Aug 10 | 1 Day  | YTD    |
| Oil Brent (US\$/bbl)* | 80.9     | -0.1%  | -1.4%  |
| Gold (US\$/oz)*       | 1,200.0  | -0.1%  | 9.4%   |
| Steel (US\$/MT)       | 545.0    | -3.5%  | 7.9%   |
| Rs/US\$               | 46.13    | 0.0%   | 0.9%   |
| US\$/Euro*            | 1.32     | 0.3%   | 8.6%   |
| Yen/US\$*             | 85.80    | 0.2%   | 8.4%   |
| Call Rate             | 5.50%    | 72bps  | 215bps |
| 10-year G-Secs        | 7.82%    | -1bps  | 23bps  |
| EMBI spreads          | 263bps   | -12bps | -11bps |
|                       |          | : -    |        |

\*@7:30am \*\*Provisional Source: BSE, Bloomberg

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## **Market Data**

# Large Caps (>US\$1bn)

| Price Performance |       |       |        |
|-------------------|-------|-------|--------|
| Top 5 Gainers     |       |       |        |
| Company Name      | CMP   | 1 W % | 1 Mth% |
| GODREJ PROPERTIE  | 777   | 15.5  | 20.9   |
| JAI CORP LTD      | 287   | 13.6  | 13.2   |
| INDIAN OVERSEAS   | 130   | 12.4  | 21.0   |
| GILLETTE INDIA    | 1,992 | 9.0   | 9.6    |
| HMT LTD           | 79    | 8.8   | 11.5   |

| Top 5 Losers<br>Company Name | CMP | 1 W %  | 1 Mth% |
|------------------------------|-----|--------|--------|
| KGN INDS LTD                 | 233 | (19.4) | (17.4) |
| INDIABULLS POWER             | 28  | (4.1)  | (7.9)  |
| TATA GLOBAL BEVE             | 113 | (3.8)  | (6.9)  |
| FED BANK LTD                 | 336 | (3.7)  | (6.8)  |
| AUROBINDO PHARMA             | 947 | (3.7)  | 0.6    |

| Volume           |       |           |          |
|------------------|-------|-----------|----------|
| Volume Spurts    |       |           |          |
| Company Name     | CMP   | 1 W Avg   | 1 / 4 W% |
| KGN INDS LTD     | 233   | 3,589     | 200.0    |
| JAI CORP LTD     | 287   | 4,508,397 | 189.3    |
| HMT LTD          | 79    | 4,085,580 | 177.7    |
| BRITANNIA INDS   | 2,151 | 104,046   | 167.6    |
| KSK ENERGY VENTU | 163   | 648,340   | 149.6    |

| Technicals          |       |          |        |
|---------------------|-------|----------|--------|
| Above 200 DMA       |       |          |        |
| Company Name        | CMP   | 200D Avg | %      |
| MAHINDRA & MAHIN    | 604   | 382      | 58.1   |
| UCO BANK            | 98    | 66       | 48.9   |
| EMAMI LTD           | 461   | 311      | 48.4   |
| BGR ENERGY SYS      | 804   | 570      | 40.9   |
| GILLETTE INDIA      | 1992  | 1476     | 35.0   |
| Below 200 DMA       |       |          |        |
| Company Name        | CMP   | 200D Avg | %      |
| RELIANCE NAT RES    | 40    | 62       | (36.2) |
| KGN INDS LTD        | 233   | 294      | (20.6) |
| FINANCIAL TECHNO    | 1,211 | 1,419    | (14.7) |
| KSK ENERGY VENTU    | 163   | 184      | (11.6) |
| PATNI COMPUTER      | 454   | 508      | (10.6) |
| I ATIVI OOWII OTEIT | 404   | 300      | (10.0) |

# Mid Caps (US\$250m-1bn)

| Price Performance |     |       |        |
|-------------------|-----|-------|--------|
| Top 5 Gainers     |     |       |        |
| Company Name      | CMP | 1 W % | 1 Mth% |
| GITANJALI GEMS L  | 224 | 30.2  | 54.3   |
| RAYMOND LTD       | 283 | 25.5  | 16.6   |
| JUBILANT FOODWOR  | 461 | 24.8  | 39.1   |
| HATHWAY CABLES    | 219 | 20.4  | 20.1   |
| EDELWEISS CAPITA  | 59  | 19.5  | 21.3   |

| Top 5 Losers     |     |       |        |
|------------------|-----|-------|--------|
| Company Name     | CMP | 1 W % | 1 Mth% |
| PUNJ LLOYD LTD   | 120 | (9.3) | (13.3) |
| REI AGRO LTD     | 22  | (7.6) | (26.9) |
| S KUMARS NATION  | 80  | (6.6) | 5.8    |
| BF UTILITIES LTD | 953 | (5.8) | 34.0   |
| STERLING INT ENT | 132 | (5.6) | (12.9) |

| Volume           |     |           |          |
|------------------|-----|-----------|----------|
| Volume Spurts    |     |           |          |
| Company Name     | CMP | 1 W Avg   | 1 / 4 W% |
| JAGRAN PRAKASHAN | 120 | 5,237,394 | 262.1    |
| HATHWAY CABLES   | 219 | 2,648,718 | 231.8    |
| GRAPHITE INDIA   | 103 | 3,092,947 | 217.8    |
| COX & KINGS LTD  | 579 | 854,658   | 209.0    |
| EDELWEISS CAPITA | 59  | 1,017,680 | 207.4    |

| Technicals       |     |          |      |
|------------------|-----|----------|------|
| Above 200 DMA    |     |          |      |
| Company Name     | CMP | 200D Avg | %    |
| MONEY MATTERS FI | 655 | 340      | 92.3 |
| BANK RAJASTHAN   | 192 | 101      | 89.7 |
| GITANJALI GEMS L | 224 | 123      | 81.4 |
| MANAPPURAM GEN   | 118 | 70       | 67.7 |
| TVS MOTOR CO LTD | 140 | 84       | 65.6 |
| Below 200 DMA    |     |          |      |
| Company Name     | CMP | 200D Avg | %    |

| Below 200 DMA    |     |          |        |
|------------------|-----|----------|--------|
| Company Name     | CMP | 200D Avg | %      |
| WNS HOLDINGS-ADR | 417 | 598      | (31.6) |
| PUNJ LLOYD LTD   | 120 | 172      | (30.0) |
| REI AGRO LTD     | 22  | 31       | (28.6) |
| BAJAJ HINDUSTHAN | 117 | 160      | (26.7) |
| SHREE RENUKA SUG | 68  | 84       | (19.8) |

# Small Caps (US\$100m-250m)

| Price Performance |       |       |        |
|-------------------|-------|-------|--------|
| Top 5 Gainers     |       |       |        |
| Company Name      | CMP   | 1 W % | 1 Mth% |
| TIDE WATER OIL    | 9,596 | 39.4  | 54.3   |
| DPSC LTD          | 1,342 | 34.3  | 82.3   |
| OCL IRON AND ST   | 81    | 28.9  | 37.0   |
| PRIME FOCUS LTD   | 530   | 27.2  | 56.2   |
| BOMBAY BURMAH TR  | 593   | 25.4  | 62.1   |

| Top 5 Losers     |     |        |        |
|------------------|-----|--------|--------|
| Company Name     | CMP | 1 W %  | 1 Mth% |
| RESURGERE MINES  | 91  | (24.9) | (22.1) |
| WELL PACK PAPERS | 103 | (18.2) | 22.2   |
| SIGRUN HOLDINGS  | 15  | (14.5) | (34.2) |
| NESCO LTD        | 594 | (9.5)  | (8.5)  |
| INDIA SECURITIES | 34  | (8.9)  | (16.7) |

| Volume           |       |           |          |
|------------------|-------|-----------|----------|
| Volume Spurts    |       |           |          |
| Company Name     | CMP   | 1 W Avg   | 1 / 4 W% |
| BOMBAY BURMAH TR | 593   | 753,178   | 257.7    |
| TALWALKARS BETTE | 207   | 4,857,986 | 254.4    |
| HINDUJA VENTURES | 449   | 779,229   | 241.0    |
| TIDE WATER OIL   | 9,596 | 106,476   | 238.7    |
| BANNARI AMMAN    | 888   | 24,601    | 230.7    |

| Above 200 DMA    |     |          |       |
|------------------|-----|----------|-------|
| Company Name     | CMP | 200D Avg | %     |
| WELL PACK PAPERS | 103 | 38       | 166.4 |
| OCL IRON AND ST  | 81  | 36       | 122.5 |
| PRIME FOCUS LTD  | 530 | 264      | 101.0 |
| AEGIS LOGISTICS  | 518 | 260      | 99.3  |
| NEWTIME INFRASTR | 37  | 19       | 98.3  |

| Below 200 DMA    |     |          |        |
|------------------|-----|----------|--------|
| Company Name     | CMP | 200D Avg | %      |
| SIGRUN HOLDINGS  | 15  | 43       | (66.0) |
| ASIAN HOTELS NOR | 471 | 708      | (33.4) |
| SEAMEC LTD       | 149 | 194      | (23.2) |
| LAKSHMI ENERGY   | 99  | 126      | (21.5) |
| RUCHI INFRASTRUC | 40  | 50       | (20.8) |

Source: Bloomberg

Anand Rathi Research

**Result update** 

Rating: Buy

Target Price: Rs75.0

Share Price: Rs58.8

9 Aug 2010

## **GMR Infrastructure**

Good 1Q results; Execution, airport regulations remain key

- 1QFY11 EBITDA better-than-expected. GMR's 1Q consol. EBITDA was 17% above our estimate, driven by Roads/EPC segments, as well as treasury income on QIP funds. Reported PAT was down on qoq basis, as 4QFY10 PAT was boosted by extraordinary items. Nonetheless, GMR continues to generate consol. cash profit of ~Rs2bn each quarter.
- Power weak, Airports in line, Roads/EPC robust. Although Power segment EBITDA was up 10% qoq, it came in 20% below estimate, due to lower PLF (81%) in Vemagiri. Airport EBITDA was flat qoq, despite robust growth in volumes (pax, air traffic, cargo) in all the three airports; SGIA pax traffic was up 27% qoq and 93% yoy. Road segment EBITDA was up 16% qoq, driven by higher traffic in toll roads and reduction in O&M costs. EBITDA from 'Others' segment doubled on qoq basis, thanks to higher EPC revenues and treasury income in GMR listco.
- Balance sheet and funding. Consolidated gross debt (incl. securitized ADF) was Rs213.4bn as of end-1Q, amounting to 1.94x Net Worth (convertible preference shares treated as equity). Total cash/equivalents were Rs56bn, which make GMR fully funded till end-FY12 (incl. cash profits likely to be generated). Post FY12, a likely GEL IPO + internal cash accruals, would finance GMR's domestic growth, in our view.
- New project update. GMR's barge-mounted gas power plant achieved CoD on 25th June. While full 235MW capacity is likely to be operational from August, the current 110MW output is being sold to AP TRANSCO at Rs4.5-4.8 per kwh, pursuant to monthly contracts. GMR also achieved financial closure for two road projects during 1Q. Finally, a GMR-led group has won the concession to expand/modernize the MALE airport in the Maldives; GMR expects the project to be profitable from day one.
- Maintain our long-term positive view. We retain Jun-11 TP of Rs75, based on SOTP. Catalysts are: (1) Regulatory approval for higher user charges (e.g. UDF) to recover regulated revenues in DIAL; (2) Gas allocation by the EGOM; and (3) Divestment of stake in InterGen.

| GMR Infra: 1QFY11 r          | esults (Conso | olidated) |        |         |         |        |
|------------------------------|---------------|-----------|--------|---------|---------|--------|
| Year end Mar, Rsm            | 4QFY10        | 1QFY11    | % qoq  | 1QFY10  | 1QFY11  | % yoy  |
| Net sales                    | 11,250        | 12,313    | 9.5    | 11,775  | 12,313  | 4.6    |
| EBITDA                       | 3,146         | 3,775     | 20.0   | 3,213   | 3,775   | 17.5   |
| EBITDA margin (%)            | 28.0          | 30.7      | 269bps | 27.3    | 30.7    | 337bps |
| Depreciation                 | (1,642)       | (1,648)   | 0.4    | (1,373) | (1,648) | 20.1   |
| Other income                 | 1,071         | 673       |        | 121     | 673     |        |
| Net Interest cost            | (2,227)       | (2,383)   | 7.0    | (1,598) | (2,383) | 49.2   |
| PBT                          | 347           | 416       | 19.7   | 363     | 416     | 14.7   |
| Tax                          | 761           | (98)      |        | (123)   | (98)    |        |
| Minority/associates          | (378)         | (34)      |        | (15)    | (34)    |        |
| PAT                          | 730           | 284       | (61.1) | 225     | 284     | 26.2   |
| Source: Company, Anand Rathi | i Research    |           |        |         |         |        |

| Key data              | GMRI IN /GMRI .BO |
|-----------------------|-------------------|
| 52-week high/low      | Rs77 / Rs51       |
| Sensex/Nifty          | 18288 / 5486      |
| 3-m average volume    | US\$5m            |
| Market cap            | Rs229bn / US\$5bn |
| Shares outstanding    | 3892.4m           |
| Free float            | 29.4              |
| Promoters             | 70.6              |
| Foreign Institutions  | 13.7              |
| Domestic Institutions | 10.5              |

**Public** 

| GMR Infra: Financials (Consolidated) |             |        |  |  |  |
|--------------------------------------|-------------|--------|--|--|--|
| Year end Mar, Rs m                   | FY11e       | FY12e  |  |  |  |
| Sales                                | 48,882      | 57,218 |  |  |  |
| EBITDA                               | 21,041      | 27,583 |  |  |  |
| EBITDA growth (%)                    | 79.6        | 31.1   |  |  |  |
| Net profit                           | 1,294       | 4,704  |  |  |  |
| EPS (Rs)                             | 0.33        | 1.21   |  |  |  |
| P/E (x)                              | 175.9       | 48.6   |  |  |  |
| EV/EBITDA (x)                        | 22.7        | 17.8   |  |  |  |
| P/B (x)                              | 2.7         | 2.6    |  |  |  |
| RoAE (%)                             | 1.6         | 4.7    |  |  |  |
| Net gearing (x)                      | 1.3         | 1.8    |  |  |  |
| Source: Company, Anand Rath          | ni Research |        |  |  |  |

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#### **India I Equities**

# Telecommunications Results Flash

Change in Estimates □ Target □ Reco □

9 August 2010

## **Tulip Telecom**

## Muted 1QFY11 performance on back of subdued margins

- Muted results. Tulip's 1Q revenues were seasonally weak (down 1% qoq), but came exactly in line at Rs5.25bn. However, EBITDA was 4.5% below our estimate, due to higher cost of equipment (CPE) and/or leased bandwidth. PAT came in ~17% below our estimate, due to the EBITDA miss and higher depreciation charges.
- Capex and Net debt. Tulip incurred capex of Rs1.1bn during the quarter, which is broadly in line with the company's full-year guidance of Rs4.5-5.0bn, and our FY11 forecast of Rs4.6bn. The company's gross debt and net debt at the end of 1Q stood at Rs12.4bn and Rs9.6bn, respectively. Post the recent Rs1.4bn investment in Qualcomm's broadband (BWA) venture, Tulip's net debt would have risen to Rs11bn, which equates to 1.9x annualized 1QFY11 EBITDA and 1.1x Net Worth
- Working capital remains volatile. Tulip earned cash profit (PAT + depreciation) of Rs1bn, which is broadly equal to the estimated capex during the quarter. However, the company's net debt increased by Rs1.1bn, suggesting a similar level of increase in net working capital (20% of revenues). In contrast, during 4QFY10, there was a reduction in Tulip's net working capital, which generated cash of Rs1bn.
- APDRP projects of two states (UP and Gujarat). The company expects these contracts to generate revenue of Rs1.6bn over 5-years (Rs0.32bn in annual revenue or 1.3% of FY11e consol. revenues). Tulip expects deployment period of 12-18 months and a nominal capex (of around Rs200m) for these contracts. Tulip has also won a 'managed services' contract for Gujarat state-wide area network (SWAN). The company expects revenues of Rs250m over a 3-to-5 year period from this contract. We note that managed services contract typically require only nominal capex but generate high EBITDA margin (30% plus).
- Management will host a conference call tomorrow (Aug 10) at 14:00 IST to discuss1QFY11 results.

| Tulip Telecom: Cons         | olidated 1QF         | Y11 quar     | terly resu  | llts   |        |          |
|-----------------------------|----------------------|--------------|-------------|--------|--------|----------|
| Year end Mar, Rsm           | 1QFY10               | 1QFY11       | % yoy       | 4QFY10 | 1QFY11 | % qoq    |
| Sales                       | 4,429                | 5,252        | 18.6        | 5,307  | 5,252  | (1.0)    |
| EBITDA                      | 1,086                | 1,417        | 30.5        | 1,545  | 1,417  | (8.3)    |
| EBITDA margin (%)           | 24.5                 | 27.0         | 247bps      | 29.1   | 27.0   | (212)bps |
| Interest expense            | (158)                | (185)        | 16.9        | (185)  | (185)  | 0.1      |
| Depreciation                | (353)                | (375)        | 6.3         | (155)  | (375)  | 141.5    |
| Other income                | (33)                 | (13)         |             | 7      | (13)   |          |
| PBT                         | 542                  | 844          | 55.7        | 1,212  | 844    | (30.3)   |
| Tax                         | (96)                 | (203)        | 111.3       | (467)  | (203)  | (56.6)   |
| Tax rate (%)                | 14.0                 | 24.0         |             | 37.0   | 24.0   |          |
| Adj. PAT [a]                | 467                  | 642          | 37.5        | 763    | 642    | (16.0)   |
| Reported PAT                | 591                  | 642          | 8.6         | 795    | 642    | (19.3)   |
| Source: Company [a] Exclude | e forey gaine/losses | and gains on | FCCB huvhac | rk     |        |          |

Rating: **Hold**Target Price: Rs215
Share Price: Rs182

| Key data                | TTSL IN/ TULP.BO  |
|-------------------------|-------------------|
| 52-week high/low        | Rs250 / Rs158     |
| Sensex/Nifty            | 18288 / 5486      |
| 3-m average volume      | US\$1.5m          |
| Market cap              | Rs26bn / US\$572m |
| Shares outstanding      | 145m              |
| Promoters (%)           | 69.0              |
| Free float (%)          | 31.0              |
| - Foreign institutions  | 25.0              |
| - Domestic institutions | 1.4               |
| - Others [a]            | 4.7               |

[a] Others includes Indian public

| Tulip Telecom: Consolidated financials |          |        |  |  |  |
|--|----------|--------|--|--|--|
| Year end Mar, Rsm                      | FY11e    | FY12e  |  |  |  |
| Sales                                  | 23,240   | 27,651 |  |  |  |
| EBITDA                                 | 6,632    | 8,013  |  |  |  |
| Net profit                             | 3,349    | 4,061  |  |  |  |
| EPS (Rs)                               | 21       | 25     |  |  |  |
| Growth (%)                             | 29.3     | 21.3   |  |  |  |
| PE (x)                                 | 8.8      | 7.3    |  |  |  |
| EV/EBITDA (x)                          | 5.4      | 4.4    |  |  |  |
| P/BV (x)                               | 2.2      | 1.7    |  |  |  |
| RoAE (%)                               | 31.2     | 28.9   |  |  |  |
| RoACE (%)                              | 15.0     | 15.7   |  |  |  |
| Net debt-to-EBITDA (x)                 | 1.4      | 1.1    |  |  |  |
| Source: Company, Anand Rathi           | Research |        |  |  |  |

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Rating: Sell

Target Price: Rs1565

Share Price: Rs2120



9 August 2010

## **Britannia Industries**

1QFY11 - Dismal performance; reiterate Sell

- Maintain Sell. Britannia registered a dismal 1QFY11, with PAT declining 55.8%. Though Britannia will be able to improve margins and earnings, given falling food inflation, we believe valuations are stretched. Furthermore, rising competitive pressures continue to impact pricing power. Re-iterate Sell.
- Steady revenue growth. Britannia reported revenue growth of 24% yoy, most of which is volume-led; price hikes of some SKUs also aided the growth. Britannia has hiked prices of various key SKUs in the past two quarters.
- Lower EBITDA margin. EBITDA margin is down 370bps to 4.5% in 1QFY11, mainly owing to higher raw material costs. We expect Britannia to improve margins, with the reducing food inflation. Post issue of debentures, interest cost has gone up. Net profit is down 55.8% yoy on account of dismal operating performance and higher income taxes.
- Consolidated results. Britannia witnessed growth of 21.5% in consolidated revenues, but fall in net profit by 62% yoy. Subsidiaries reported revenue decline of 6% yoy; they posted losses of Rs45m in 1QFY11 as against loss of Rs25m in 1QFY10.
- Stretched valuation. We retain Sell on Britannia, with target price of Rs1,565/share at target P/E of 20x on FY12e earnings. Our target P/E is at 25% premium to the 12-month forward Nifty P/E.

| Standalone Quarterly | results |        |           |        |        |           |
|----------------------|---------|--------|-----------|--------|--------|-----------|
| Year end 31 Mar      | 1QFY10  | 1QFY11 | % yoy     | FY09   | FY10   | % yoy     |
| Sales (Rsm)          | 7,312   | 9,128  | 24.8      | 34,212 | 37,708 | 10.2      |
| EBITDA (Rsm)         | 599     | 407    | (32.1)    | 2,380  | 1,666  | (30.0)    |
| EBITDA margin (%)    | 8.2     | 4.5    | (370) bps | 7.0    | 4.4    | (254) bps |
| Interest (Rsm)       | 8       | 94     | 1,046.3   | 326    | 235    | (28.1)    |
| Depreciation (Rsm)   | 91      | 100    | 9.2       | 530    | 582    | 9.8       |
| Other income (Rsm)   | 153     | 106    | (30.6)    | 387    | 635    | 64.1      |
| PBT (Rsm)            | 653     | 319    | (51.1)    | 1,911  | 1,485  | (22.3)    |
| Tax (Rsm)            | 109     | 79     | (27.7)    | 530    | 156    | (70.6)    |
| Tax rate (%)         | 16.7    | 24.7   | 800 bps   | 27.7   | 10.5   | 1724 bps  |
| PAT (Rsm)*           | 544     | 240    | (55.8)    | 1,464  | 1,330  | (9.1)     |

| Key data              | BRIT IN /BRIT.BO |
|-----------------------|------------------|
| 52-week high/low      | Rs2380/Rs1597    |
| Sensex/Nifty          | 18288/5468       |
| 3-m average volume    | US\$0.6m         |
| Market cap            | Rs51bn/US\$1.1bn |
| Shares outstanding    | 24m              |
| Free float            | 49.0%            |
| Promoters             | 51.0%            |
| Foreign Institutions  | 8.6%             |
| Domestic Institutions | 18.9%            |

| <b>Consolidated Financia</b>   | ıls     |        |
|--------------------------------|---------|--------|
| Year end 31 Mar                | FY11e   | FY12e  |
| Sales (Rsm)                    | 44,386  | 52,249 |
| Net profit (Rsm)               | 1,420   | 1,878  |
| EPS (Rs)                       | 59.4    | 78.6   |
| Growth (%)                     | 6.8     | 32.2   |
| PE (x)                         | 35.7    | 27.0   |
| PBV (x)                        | 14.9    | 11.4   |
| RoE (%)                        | 46.0    | 47.9   |
| RoCE (%)                       | 20.8    | 24.7   |
| Dividend yield (%)             | 1.3     | 1.4    |
| Net gearing (%)                | 70.2    | 30.1   |
| Source: Company, Anand Rathi R | esearch |        |

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# ANANDRATHI

10 August 2010

## **Derivatives**

Futures Open Interest

Rs678bn

- Index. Nifty spot reversed Friday's correction to sign-off at new 30-month high. The last week in particular has seen thinly traded sessions, with sharp spikes in VWAP trades.
- **Nifty Futures.** Participation turned grave sinking to a monthly low of 12m shares an unlikely accompaniment to a 30-month high. Nifty futures added +1.3m shares in OI with premium coming off in both the series.
- Nifty Options. Major additions were restricted to the O-T-M 5400PE (+0.7m shares) and the 5100PE & 5500PE (+0.6m shares each). The deep O-T-M Dec 6100CE (+0.3m shares) and Sep 5000PE (+0.3m shares) saw negotiated deals. Positions are high in the Aug 5500-5600CEs (7.7m shares & 8.5m shares respectively) and the 5300-5400PEs (9.8m shares & 8.8m shares).
- Institutional Activity. FIIs were net buyers of Rs5.2bn, while DFIs were negligible net sellers of Rs0.5bn in the provisional cash segment. FII's index futures activity saw fresh longs (+0.7m shares) and shorts (-0.2m shares).
- Index View. Trades could be held in a water tight range of 5350-5500. We do not see the current rally extend beyond 5500-5550 given sagging momentum and thin volumes accompanying upticks. Key to see whether follow through pullback can take out the 5350 level.

| Index Highlights |   |  |  |  |  |  |  |
|------------------|---|--|--|--|--|--|--|
| 9 Aug 10         | 6 Aug 10  |  |  |  |  |  |  |
| 5486.2           | 5439.1  |  |  |  |  |  |  |
| 5482.1           | 5442.8  |  |  |  |  |  |  |
| 5487.4           | 5446.9  |  |  |  |  |  |  |
| -4.1             | 3.1   |  |  |  |  |  |  |
| 1.3              | 7.1   |  |  |  |  |  |  |
| 32.1             | 30.9  |  |  |  |  |  |  |
| 2.2              | 2.1   |  |  |  |  |  |  |
|                  | 5486.2<br>5482.1<br>5487.4<br>-4.1<br>1.3<br>32.1 |  |  |  |  |  |  |

| Sentiment indicato | ors      |          |
|--------------------|----------|----------|
| Particulars        | 9 Aug 10 | 6 Aug 10 |
| PCR OI             | 1.4      | 1.4      |
| PCR Vol.           | 1.2      | 1.2      |
| Historical Volt.   | 14.2     | 14.4     |
| IV Call            | 13.9     | 14.4     |
| IV Put             | 17.2     | 17.8     |
|                    |          |          |

| Nifty Open Interest Gainers |           |            |  |  |  |  |
|-----------------------------|-----------|------------|--|--|--|--|
| Symbol                      | Price (%) | Fut OI (%) |  |  |  |  |
| Tata Motor                  | 2.9       | 13.8       |  |  |  |  |
| ACC                         | 2.1       | 11.7       |  |  |  |  |
| Ambuja                      | 4.2       | 8.2        |  |  |  |  |
| Unitech                     | 6.5       | 7.5        |  |  |  |  |
| Cipla                       | -0.5      | 6.3        |  |  |  |  |

| Nifty Open Interes | Nifty Open Interest Losers |            |  |  |  |  |  |
|--------------------|----------------------------|------------|--|--|--|--|--|
| Symbol             | Price (%)                  | Fut OI (%) |  |  |  |  |  |
| SAIL               | 1.2                        | 3.2        |  |  |  |  |  |
| GAIL               | 0.1                        | 3.2        |  |  |  |  |  |
| ABB                | -0.1                       | 1.6        |  |  |  |  |  |
| Jindal Steel       | 1.8                        | 1.2        |  |  |  |  |  |
| Bharti             | 1.6                        | 1.1        |  |  |  |  |  |
|                    |                            |            |  |  |  |  |  |

| FII F&O Net Activity (Rs bn) |                                       |  |  |  |  |  |
|------------------------------|---------------------------------------|--|--|--|--|--|
| 9 Aug 10                     | 6 Aug 10                              |  |  |  |  |  |
| 2.1                          | 5.3                                   |  |  |  |  |  |
| 4.3                          | -2.2                                  |  |  |  |  |  |
| 1.1                          | -6.1                                  |  |  |  |  |  |
| -0.8                         | -0.2                                  |  |  |  |  |  |
| 6.7                          | -3.1                                  |  |  |  |  |  |
|                              |                                       |  |  |  |  |  |
|                              | 9 Aug 10<br>2.1<br>4.3<br>1.1<br>-0.8 |  |  |  |  |  |

| Nifty Option   | 1 O.I. D   | istribu    | tion  |        |          |         |          |      |            |      |      |  |
|--|------------|------------|-------|--------|----------|---------|----------|------|------------|------|------|--|
| 12,000,000<br>10,000,000<br>8,000,000<br>\$\frac{36}{50}\$ 6,000,000<br>\$\frac{36}{50}\$ 4,000,000<br>2,000,000 |            |            |       | all OI | I Put OI | — Poly. | (Call OI | Po   | ly. (Put C | OI)  |      |  |
|  | 2200       | 2600       | 5500  | 5400   | 5300     | 5200    | 5100     | 2000 | 4900       | 4800 | 4700 |  |
| Source: NSE,BSI  | E, Anand F | Rathi Rese | earch |        |          |         |          |      |            |      |      |  |

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10 August 2010 India Morning Bell

| Result  <br>Date<br>7-Jul-10                                  | Est. PAT<br>(Rsm)   | YoY   | QoQ   | Act. PAT  | Act/ Est  |   | Result  | Est. PAT | YoY  | QoQ  | Act. PAT   | Aat/ Eat   |
|---|---|---|---|---|---|---|---|----------|--|--|--|--|
|   | (Rsm)   |   |   |   |   |   |   |          |  |  |  |  |
| 7-Jul-10  |   | (% chg)   | (% chg)   | (Rsm)   | (% chg)   | Company Name                                    | Date  | (Rsm)    | (% chg)  | (% chg)  |  | (% chg)  |
|   | 1,171   | 35.4  | 19.6  | 1,186   | 1.2   | Petronet LNG                                    | 29-Jul-10   | 1,074    | 4.0  | 10.4   | 1,114  |  |
| 3-Jul-10  | 15,730  | 3.0   | 0.9   | 14,880  | (5.4)   | Siemens   | 29-Jul-10   | 2,057    | 22.5   | 13.6   | 1,561  |  |
| 4-Jul-10  | 7,135   | 26.3  | (23.0)  | 6,946   | (2.6)   | UltraTech Cement                                | 29-Jul-10   | 2,349    | (43.8)   | 2.8  | 2,427  | 3.3  |
| 4-Jul-10  | 374   | (19.1)  | (27.1)  | 329   | (12.1)  | ABB   | 30-Jul-10   | 1,418    | 69.7   | 96.5   | 540  |  |
| 4-Jul-10  |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  | 21.8   |
|   |   |   |   |   |   |   |   |          |  |  |  | (16.6)   |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  | 1.4  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
| 1-Jul-10  |   |   |   |   |   |   |   |          |  |  | 3,197  | (2.4)  |
| 2-Jul-10  |   |   |   |   | 1.0   |   |   |          |  |  |  |  |
| 2-Jul-10  |   | 27.5  | (6.4)   |   | (5.5)   |   |   |          | (43.9)   | (82.7)   |  |  |
| 2-Jul-10  | 5,823   | 87.6  | 3.4   | 5,902   | 1.4   | Tulip Telecom                                   | 9-Aug-10  | 769      | 2.5  | (3.2)  | 642  | (16.6)   |
| 2-Jul-10  | 2,384   | 38.8  | (25.1)  | 2,509   | 5.2   | Rolta India                                     | 10-Aug-10   | 691      | (9.4)  | 3.0  |  |  |
| 2-Jul-10  | 1,970   | (33.7)  | 27.4  | 2,014   | 2.2   | Ranbaxy Lab                                     | 12-Aug-10   | 1,818    | (73.8)   | (35.3)   |  |  |
| 2-Jul-10  | 10,367  | 24.6  | (8.7)   | 10,683  | 3.0   | Tata Power Co.                                  | 12-Aug-10   | 4,811    | (12.9)   | 4.0  |  |  |
| 3-Jul-10  | 595   | 13.4  | 1614.8  | 322   | (45.8)  | Mphasis   | 25-Aug-10   | 2,649    | 15.5   | (0.9)  |  |  |
| 3-Jul-10  | 5,972   | 26.9  | (68.7)  | 6,677   | 11.8  | Ackruti City                                    |   | 748      | 646.6  | 38.1   |  |  |
| 3-Jul-10  | 4,080   | (37.1)  | (46.1)  | (18,843)  | (561.8)   | Asian Paints                                    |   | 2,144    | 19.1   | 0.3  |  |  |
| 3-Jul-10  | 2,269   | 4.0   | (7.6)   | 1,058   | (53.4)  | Bharti Airtel                                   |   | 19,603   | (22.1)   | (4.6)  |  |  |
| 3-Jul-10  | 1,919   | 219.0   | (6.3)   | 2,983   | 55.4  | Cipla   |   | 2,833    | 17.2   | (3.2)  |  |  |
| 3-Jul-10  | 12,119  | 19.9  | (0.1)   | 13,185  | 8.8   | Colgate   |   | 1,149    | 11.8   | 0.4  |  |  |
| 4-Jul-10  | 12,905  | (65.0)  | (76.8)  | (33,884)  | (362.6)   | Core Projects                                   |   | 511      | 26.6   | (6.6)  |  |  |
| 4-Jul-10  | 6,867   | 17.7  | 4.6   | 5,110   | (25.6)  | Dabur   |   | 1,140    | 25.2   | (14.3)   |  |  |
| 6-Jul-10  | 121   | 400.4   | (61.0)  | 135   | 11.9  | Emami   |   | 153      | 666.7  | (68.5)   |  |  |
| 6-Jul-10  | 23,929  | 9.1   | 18.6  | 18,419  | (23.0)  | Everest Kanto                                   |   | 88       | (65.3)   | (69.5)   |  |  |
| 6-Jul-10  | 1,913   | 36.5  | (15.7)  | 1,444   | (24.5)  | Godrej consumer                                 |   | 852      | 22.2   | (7.2)  |  |  |
| 6-Jul-10  | 4,739   | 7.2   | (20.1)  | 6,014   | 26.9  | GSK Consumer                                    |   | 641      | 16.2   | (33.3)   |  |  |
| 7-Jul-10  | 1,324   | (451.7)   | (40.6)  | 1,226   | (7.4)   | Hindustan Unilever                              |   | 5,115    | (4.7)  | 21.3   |  |  |
| 7-Jul-10  | 6,668   | 1366.4  | 171.9   | 2,814   | (57.8)  | ITC   |   | 9,305    | 5.9  | (9.5)  |  |  |
| 7-Jul-10  | 6,603   | 16.0  | (51.0)  | 6,662   | 0.9   | India Cements                                   |   | 310      | (78.5)   | (19.2)   |  |  |
| 7-Jul-10  | 6,892   |   | 59.9  |   |   |   |   | 448      | 27.6   | (47.5)   |  |  |
|   | 46,487  |   | (1.3)   |   |   | Marico  |   | 696      | 16.0   | 20.1   |  |  |
| 8-Jul-10  | · ·   |   |   |   |   | NCC   |   | 474      |  |  |  |  |
| 8-Jul-10  |   |   |   |   |   |   |   | 1.814    |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
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|   |   |   |   |   |   |   |   |          |  |  |  |  |
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|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   |   |   |   |   |          |  |  |  |  |
|   |   |   |   | · · · · · · · · · · · · · · · · · · ·   |   | Unitedit  |   | 1/01.0   | 12.9   | (0.7)  |  |  |
|   |   |   |   |   | 0.9   |   |   |          |  |  |  |  |
| 5557991111222223333334466667777778888889999999999999999999999 | 3-Jul-10 3-Jul-10 3-Jul-10 3-Jul-10 3-Jul-10 3-Jul-10 3-Jul-10 3-Jul-10 2-Jul-10 2-Jul-10 2-Jul-10 2-Jul-10 2-Jul-10 3-Jul-10 | 3-Jul-10         6,650           3-Jul-10         467           3-Jul-10         18,129           7-Jul-10         6,499           3-Jul-10         1,735           3-Jul-10         1,111           -Jul-10         161           -Jul-10         467           -Jul-10         1,485           2-Jul-10         3,554           2-Jul-10         5,823           2-Jul-10         1,970           2-Jul-10         1,9367           3-Jul-10         5,972           3-Jul-10         5,972           3-Jul-10         12,119           3-Jul-10         12,919           3-Jul-10         12,919           3-Jul-10         12,905           3-Jul-10         12,905           3-Jul-10         1,913           3-Jul-10         1,913           3-Jul-10         1,913           3-Jul-10         1,924           3-Jul-10         1,932           3-Jul-10         6,668           3-Jul-10         3,929           3-Jul-10         6,668           3-Jul-10         3,931           3-Jul-10         3,931 <t< td=""><td>3-Jul-10         6,650         18.3           3-Jul-10         467         46.8           3-Jul-10         18,129         19.2           7-Jul-10         6,499         17.0           3-Jul-10         1,735         8.2           3-Jul-10         1,111         (28.5)           3-Jul-10         1,111         (28.5)           3-Jul-10         161         30.0           3-Jul-10         467         153.4           3-Jul-10         1,485         48.4           2-Jul-10         3,554         (26.8)           2-Jul-10         3,554         (26.8)           2-Jul-10         3,554         (26.8)           2-Jul-10         3,554         (26.8)           2-Jul-10         1,970         (33.7)           2-Jul-10         1,970         (33.7)           2-Jul-10         1,936         24.6           3-Jul-10         1,970         (37.1)           3-Jul-10         1,970         (33.7)           3-Jul-10         1,970         (37.1)           3-Jul-10         1,970         (37.1)           3-Jul-10         1,980         (37.1)           3-Jul-10</td><td>6-Jul-10         6,650         18.3         (13.1)           6-Jul-10         467         46.8         2.2           6-Jul-10         18,129         19.2         (6.1)           7-Jul-10         6,499         17.0         29.2           9-Jul-10         1,735         8.2         (35.8)           9-Jul-10         1,111         (28.5)         (19.2)           1-Jul-10         1,611         30.0         (22.5)           1-Jul-10         467         153.4         (13.0)           1-Jul-10         1,485         48.4         6.0           1-Jul-10         1,485         48.4         6.0           1-Jul-10         3,554         (26.8)         (12.3)           1-Jul-10         3,554         (26.8)         (12.3)           1-Jul-10         3,554         (26.8)         (12.3)           1-Jul-10         3,84         38.8         (25.1)           1-Jul-10         1,970         (33.7)         27.4           1-Jul-10         1,966         (37.1)         (46.1)           1-Jul-10         1,967         26.9         (68.7)           1-Jul-10         1,969         4.0         (7.6)</td><td>6-Jul-10         6,650         18.3         (13.1)         7,419           6-Jul-10         467         46.8         2.2         466           6-Jul-10         18,129         19.2         (6.1)         18,442           7-Jul-10         6,499         17.0         29.2         10,134           8-Jul-10         1,735         8.2         (35.8)         1909           8-Jul-10         1,735         8.2         (35.8)         1909           8-Jul-10         1,111         (28.5)         (19.2)         1183           8-Jul-10         161         30.0         (22.5)         158           8-Jul-10         467         153.4         (13.0)         402           8-Jul-10         1,485         48.4         6.0         1,564           8-Jul-10         3,554         (26.8)         (12.3)         3,589           8-Jul-10         5,823         87.6         3.4         5,902           8-Jul-10         1,970         (33.7)         27.4         2,014           8-Jul-10         1,967         24.6         (8.7)         10,683           8-Jul-10         5,972         26.9         (68.7)         6,677</td><td>  S-Jul-10   6,650   18.3   (13.1)   7,419   11.6    </td><td>  Solution   Solution</td><td>  Syul-10</td><td>  Figure   10,000   6,650   18.3   (13.1)   7,419   11.6  </td><td>  Signature   Sign</td><td>  Figure   1.5   Figu</td><td>  Figure   F</td></t<> | 3-Jul-10         6,650         18.3           3-Jul-10         467         46.8           3-Jul-10         18,129         19.2           7-Jul-10         6,499         17.0           3-Jul-10         1,735         8.2           3-Jul-10         1,111         (28.5)           3-Jul-10         1,111         (28.5)           3-Jul-10         161         30.0           3-Jul-10         467         153.4           3-Jul-10         1,485         48.4           2-Jul-10         3,554         (26.8)           2-Jul-10         3,554         (26.8)           2-Jul-10         3,554         (26.8)           2-Jul-10         3,554         (26.8)           2-Jul-10         1,970         (33.7)           2-Jul-10         1,970         (33.7)           2-Jul-10         1,936         24.6           3-Jul-10         1,970         (37.1)           3-Jul-10         1,970         (33.7)           3-Jul-10         1,970         (37.1)           3-Jul-10         1,970         (37.1)           3-Jul-10         1,980         (37.1)           3-Jul-10 | 6-Jul-10         6,650         18.3         (13.1)           6-Jul-10         467         46.8         2.2           6-Jul-10         18,129         19.2         (6.1)           7-Jul-10         6,499         17.0         29.2           9-Jul-10         1,735         8.2         (35.8)           9-Jul-10         1,111         (28.5)         (19.2)           1-Jul-10         1,611         30.0         (22.5)           1-Jul-10         467         153.4         (13.0)           1-Jul-10         1,485         48.4         6.0           1-Jul-10         1,485         48.4         6.0           1-Jul-10         3,554         (26.8)         (12.3)           1-Jul-10         3,554         (26.8)         (12.3)           1-Jul-10         3,554         (26.8)         (12.3)           1-Jul-10         3,84         38.8         (25.1)           1-Jul-10         1,970         (33.7)         27.4           1-Jul-10         1,966         (37.1)         (46.1)           1-Jul-10         1,967         26.9         (68.7)           1-Jul-10         1,969         4.0         (7.6) | 6-Jul-10         6,650         18.3         (13.1)         7,419           6-Jul-10         467         46.8         2.2         466           6-Jul-10         18,129         19.2         (6.1)         18,442           7-Jul-10         6,499         17.0         29.2         10,134           8-Jul-10         1,735         8.2         (35.8)         1909           8-Jul-10         1,735         8.2         (35.8)         1909           8-Jul-10         1,111         (28.5)         (19.2)         1183           8-Jul-10         161         30.0         (22.5)         158           8-Jul-10         467         153.4         (13.0)         402           8-Jul-10         1,485         48.4         6.0         1,564           8-Jul-10         3,554         (26.8)         (12.3)         3,589           8-Jul-10         5,823         87.6         3.4         5,902           8-Jul-10         1,970         (33.7)         27.4         2,014           8-Jul-10         1,967         24.6         (8.7)         10,683           8-Jul-10         5,972         26.9         (68.7)         6,677 | S-Jul-10   6,650   18.3   (13.1)   7,419   11.6 | Solution   Solution | Syul-10  | Figure   10,000   6,650   18.3   (13.1)   7,419   11.6 | Signature   Sign | Figure   1.5   Figu | Figure   F |

Anand Rathi Research 7

#### Appendix 1

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| Ratings Guide  |                    |        |      |  |
|--|--------------------|--------|------|--|
| •  | Buy                | Hold   | Sell |  |
| Large Caps (>US\$1bn)  | >20%               | 5-20%  | <5%  |  |
| Mid/Small Caps ( <us\$1bn)< td=""><td>&gt;30%</td><td>10-30%</td><td>&lt;10%</td><td></td></us\$1bn)<> | >30%               | 10-30% | <10% |  |
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