

26 September 2007

Q2FY08 Result preview

Sensex	16,900
Niftv	4,939

Hotels Positive

Sector summary:

The continued strong performance of the economy and India's rising popularity as a tourist destination will lead to a robust growth for the Hotel sector.

Key highlights of the sector:

- Growth in foreign tourist inflow continued during Q2FY08. Foreign tourist arrivals for the months of July 07 and August 07 grew by 15% YoY.
 1HCY07 saw a 12% YoY growth in foreign tourist arrivals. 3.12mn foreign tourists arrived from Jan 07 to Aug 07. (source: Ministry of Tourism, GOI)
- During the quarter, major players have planned to shift to a single rupee tariff rate from a dual tariff structure. Except for the Hyatt, all the major players like Indian Hotels, Leela Hotels and EIH were following a dual tariff rate structure.
- All the major companies are set to increase room rates by 15% to 25 % across most locations. September-October sees the onset of foreign leisure travelers. Delhi and Mumbai are witnessing an increase of about 25% in the ARR's. Trident Hilton of Gurgaon has already increased its tariff by 30% in August07 and is one of the most expensive hotels in India. Leisure destinations like Kerala and Goa will see an increase of about 30% in the ARR's. Bangalore will see an increase of about 10% in the room tariff, on a base which is already high.
- Pune continues to enjoy the highest occupancy with an occupancy rate of about 80%. Bangalore is seeing a drop of 9% to 10% in its occupancy rates primarily because of fresh offerings of cheaper sub premium rooms from unorganized players (service apartments and guest houses). Currently, Bangalore has over 2500 rooms in the premium category and around 300 recognized service apartments. Delhi and Mumbai are seeing occupancy rate of about 70 to 75%.

Suryaneel Kumar suryaneel.kumar@religare.in +91 22 6655 0156

Valuation summary

Company	Price	Rating	Target	Mkt Cap	Sales	i	EBITD	Α	Adj PA	T	Adj EP	S	FY08E	E	FY09E	=
	(Rs)		Price	(Rs mn)	Q2FY08E	YoY	Q2FY08E	YoY	Q2FY08E	YoY	Q2FY08E	YoY	Adj EPS	P/E	Adj EPS	P/E
			(Rs)		(Rs mn)	(%)	(Rs mn)	(%)	(Rs mn)	(%)	(Rs)	(%)	(Rs)	(x)	(Rs)	(x)
EIH	115	NR	NA	44,900	2,191	14	495	16	267	23	0.77	23	5.6	20	7.5	15
Hotel Leela	49	NR	NA	18,532	996	30	504	32	344	56	0.73	40	2.8	17	2.9	16

Source: Religare Institutional Equity Research



FIIs NRI, Adr/GDR

MFs and institutions

Promoters

Others

Key data		
Sector		Hotel
Market Cap	Rs45.1b	n/US\$1.1bn
52 Wk H/L (Rs)		119/88
Avg. daily vol. (6 mo	nth)	242,324
BSE Code		500840
NSE Code		EIH
Bloomberg		EIH IN
Reuters		EIH.BO
Sensex		16,900
Nifty		4,939
Shareholding pattern (%)	
31	-Mar-07	30-Jun-07

Absolute returns (%)								
	1 mth	3 mth	12 mth					
EIH	6.4	12.4	12.2					
Sensex	17.2	16.6	38.8					

3.9

17.7

46.3

32.1

4.7

16.7

46.3

32.3

EIH

Not Rated Current Price: Rs115 Target price: N.A.

Quarterly Perfor	mance						((Rs mn)
_		FY07			FY08		FY07	FY08E
	1Q	2Q	3Q	4Q	1Q	2QE		
Net Sales	1,923	1,922	2,624	3,004	2,155	2,191	10,042	11,838
Change %	37	22	19	32	12	14	23	18
Total Expenditure	1,332	1,494	1,485	1,772	1,494	1,643	6,810	8,250
EBITDA	591	428	1,139	1,232	661	548	3,232	3,588
EBITDA margin (%)	31	22	43	41	31	25	32	30
Change (%)	115	12	30	52	12	28	20	11
Depreciation	107	102	103	126	104	109	602	614
EBIT	484	326	1,036	1,106	557	439	2,630	2,974
EBIT margin (%)	25	17	39	42	26	20	26	25
Other Income	110	158	157	153	187	185	1,116	1,268
Interest exp/(inc)	213	237	232	315	164	173	1,147	929
PBT	381	332	961	944	580	451	2,599	3,313
Tax	134	116	326	351	213	148	1,020	1,093
Effective tax rate (%)	35	35	34	37	36	33	39	33
Extraordinary exp/(Inc)	16	(127)	15				(393)	0
PAT	231	343	620	593	367	303	1,972	2,220
PAT margin (%)	11	18	22	19	16	13	17	17
Change (%)	19	36	181)	51	58	(11)	5	12
Adjusted PAT	247	228	635	593	367	303	1,658	2,220
Adj PAT margin (%)	12	11	23	19	16	13	15	17
Change (%)	54	35	182	51	48	32	63	40
Equity Capital (Rs mn)	524	786	786	786	786	786	786	786
EPS	0.58	0.87	1.57	1.51	0.93	0.77	5.0	5.64
Adj EPS	0.62	0.54	1.61	1.51	0.93	0.77	4.2	5.64

Source: Religare Institutional Equity Research, Annual figures are of consolidated.

Financial highlights

- Net Sales: We expect net sales to grow by 14% YoY in Q2FY08 to Rs2,191mn.
- **EBITDA:** The EBIDTA for Q2FY08 is expected to grow at 28% YoY during the quarter to Rs548mn. We expect EBIDTA margins to improve by 300bps because of a lower increase in staff costs. Staff costs showed an increase of 32% YoY in Q2FY07, which was the highest increase in last six quarters.
- Interest/depreciation: We expect interest cost in Q2FY08 (total cost of borrowings) to decline by 27% YoY because of lower swap loss in FY08.
 The depreciation cost is expected to remain same, as no new properties have been added.
- PAT We expect adjusted PAT for Q2FY08 to grow at 32% YoY to Rs303mn, and adjusted PAT margins to improve by 200bps to 13% because of lower interest cost.

Other business highlights

• The group aims to increase its room capacity in super premium segment by 60% to 6,800 rooms from the current 4,100 rooms. The three ongoing projects from FY06 in Bangalore, Mumbai, and Hyderabad are expected to increase the number of rooms of the EIH group by 50%. Another 10% addition of rooms is expected to be achieved through management contract route. The EIH group plans to invest about Rs45bn over 5 years from FY06 onwards on the above stated proposed expansion.

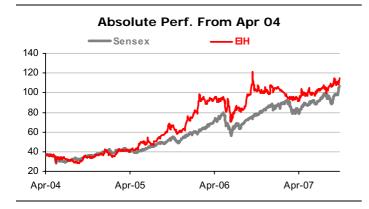
Valuations and Recommendation

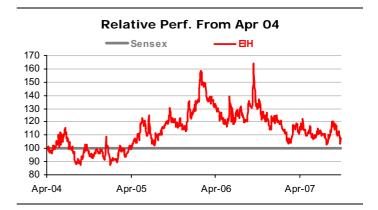
The stock currently trades at 20X and 15X of its estimated FY08 and FY09 EPS.

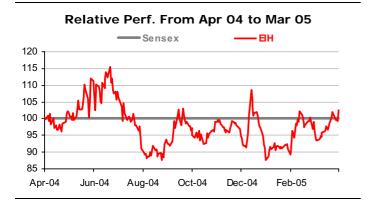


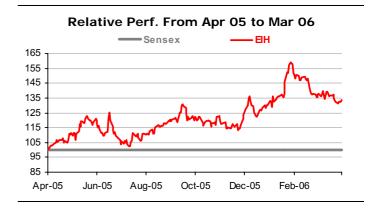
Stock performance

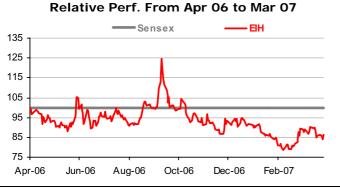
EIH



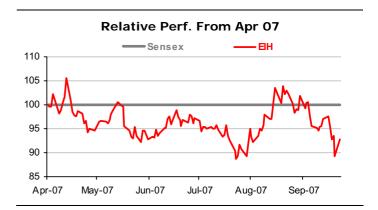








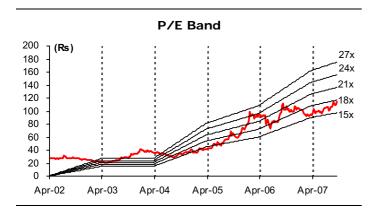


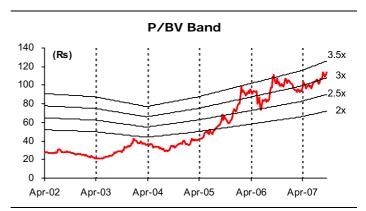


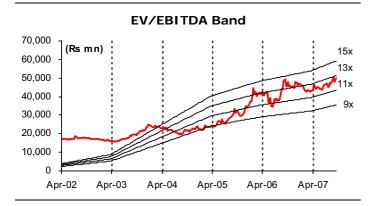


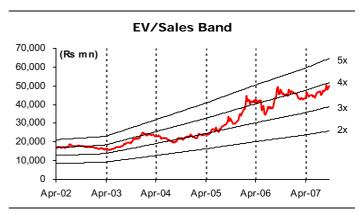
12 month forward rolling band charts

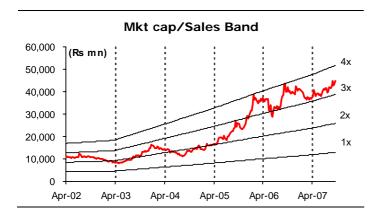
EIH











FY06 FY07 FY08E FY09E FY10E



EIH Financials

Income staten	nent			(Rs mn)
Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
Net sales	8,135	10,042	11,838	14,001	17,930
EBITDA	2,686	3,232	3,588	4,303	5,678
EBITDA margin (%)	33.0	32.2	30.3	30.7	31.7
Depreciation	494	602	614	677	697
EBIT	2,192	2,630	2,974	3,626	4,980
Other income	474	1,116	1,268	1,470	1,883
Interest Exp/(Inc)	1,039	1,147	929	717	665
PBT (operating)	1,627	2,599	3,313	4,379	6,198
PBT margin (%)	20.0	25.9	28.0	31.3	34.6
Extra ord (inc)/exp	(951)	(393)	-	-	-
Taxes	706	1,020	1,093	1,445	2,045
Minority interest	0	0	0	0	0
PAT(Reported)	1,872	1,972	2,220	2,934	4,153
PAT margin (%)	21.7	17.7	16.9	19.0	21.0
Less: Extra ordinary income / Others	(761)	(314)	0	0	0
Adj PAT	1,111	1,658	2,220	2,934	4,153
Adj PAT margin (%)	12.9	14.8	16.9	19.0	21.0

Quarter	ly –	Finan	cials

(Rs m	n)
-------	----

(Rs mn)	Q3FY07	Q4FY07	Q1FY08	Q2FY08E	Q3FY08E
Net sales	2,624	3,004	2,155	2,191	3,202
Changes (%)	19.5	32.2	12.0	14.0	22.3
EBITDA	1,139	1,231	661	548	1,281
Changes (%)	30.9	72.0	12.0	28.0	12.3
Margin (%)	43.0	41.0	31.0	25.0	40.0
PAT	620	593	367	303	640
PAT adj	635	593	367	303	640
Changes (%)	53.2	33.0	49.0	32.0	4.5
Margin (%)	24.0	19.0	16.0	13.0	19.9
EPS adj (Rs)	1.5	1.5	0.9	0.7	1.6
EPS dil (Rs)	1.6	1.5	0.9	0.7	1.6

Ratios

Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
Growth					
Net sales (%)	27.5	23.4	17.9	18.3	28.1
EBITDA (%)	63.5	20.3	11.0	19.9	31.9
PAT adjusted (%)	186.0	63.3	33.8	32.2	41.5
EPS adjusted (%)	186.0	63.3	33.8	32.2	41.5
EPS diluted (%)	186.0	63.3	33.8	32.2	41.5
EPS Consl and diluted (%)	186.0	63.3	33.8	32.2	41.5
Valuations					
P/E (x)	45.9	28.6	20.4	15.4	10.9
P/BV (x)	4.6	3.9	3.5	3.0	2.4
EV/EBITDA (x)	19.1	15.6	14.3	11.5	8.5
EV/Sales (x)	6.3	5.0	4.3	3.5	2.7
Profitability					
EBITDA margin (%)	33.0	32.2	30.3	30.7	31.7
Adj PAT margin (%)	11.4	14.1	16.9	19.0	21.0
RoE (%)	9.9	13.7	17.0	19.3	22.3
RoCE (%)	11.9	14.2	14.1	16.4	19.9
RoIC (%)	12.5	14.8	14.8	17.3	21.1
B/S ratios					
Inventory days	21.6	20.0	20.0	20.0	20.0
Creditor days	72.4	75.0	72.0	72.0	72.0
Debtor days	46.7	30.0	30.0	30.0	30.0
Working Capital days	143.6	56.1	90.4	88.4	94.4
Net debt/equity	0.62	0.46	0.46	0.29	0.16

Balance sheet Y/E, 31st March

(Rs mn

Liabilities					
Equity share capital	524	786	786	786	786
Total Res. & Surplus	9,394	10,722	12,252	14,450	17,868
Total Shareholders' fund	9,918	11,508	13,038	15,236	18,654
Convertible Debt	0	0	0	0	0
Others Debt	8,457	7,079	8,079	6,829	6,329
Total Loans	8,457	7,079	8,079	6,829	6,329
Deferred tax liability (net)	1,003	901	806	908	992
Total liabilities	19,447	19,560	22,000	23,055	26,074
Assets					
Net fixed assets & others	13,094	14,813	14,585	15,958	15,911
Capital WIP & others	2,417	2,523	3,888	3,173	5,065
Total non-current assets	15,511	17,336	18,473	19,131	20,976
Total investments - non	15,511	17,336	18,473	19,131	20,976
current					
Current assets	596	596	596	596	596
Inventories	481	550	649	753	953
Sundry debtors	1,037	825	973	1,129	1,430
Cash & cash equivalents	2,341	1,817	2,120	2,387	3,310
Cash	823	825	973	1,129	1,430
Liquid investments	1,518	992	1,147	1,258	1,880
Other current assets	1,582	1,452	1,775	2,083	2,990
Loans and advances	811	750	820	927	825
Total current assets	6,252	5,394	6,337	7,279	9,508
Total current liabilities	1,608	2,063	2,335	2,709	3,433
Total provisions	1,454	1,788	1,071	1,242	1,573
Net current assets	3,190	1,543	2,931	3,328	4,502
Misc. expenditure	150	85	0	0	0
Total assets	19,447	19,560	22,000	23,055	26,074

Cash flow

Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
Cash from operations					
PBT	1,690	2,599	3,313	4,379	6,198
Tax paid	(854)	(1,020)	(1,093)	(1,445)	(2,045)
Dep & amortization	1,573	601	613	677	697
Working capital changes	243	1,124	(1,086)	(130)	(251)
Others	1,070	0	0	0	0
Net cash from operations	3,722	3,304	1,747	3,481	4,599
Cash from investments					
Capital expenditure	(765)	(659)	(826)	(511)	(1,776)
Sale/purchase of inv & others	0	0	0	0	0
Net cash from investments	(765)	(659)	(826)	(511)	(1,776)
Cash from financing					
Issue of shares & share premium	0	0	0	0	0
Dividend paid	(1,026)	(1,147)	(929)	(717)	(664)
Debt change	(473)	(644)	(690)	(736)	(736)
Others	(1,175)	(1,378)	1,000	(1,250)	(500)
Net cash from financing	(2,674)	(3,169)	(619)	(2,703)	(1,900)
Net change in cash	283	(524)	302	267	923

Per share data

Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
EPS adjusted	2.8	4.2	5.6	7.5	10.6
EPS diluted - wtd	2.8	4.2	5.6	7.5	10.6
EPS Consl and diluted	2.8	4.2	5.6	7.5	10.6
CEPS	9.5	8.4	4.4	8.9	11.7
Book value	25.2	29.3	33.2	38.8	47.5
Dividend	1.3	1.4	1.5	1.6	1.6
O/s shsactual (mn)	52.4	393.0	393.0	393.0	393.0
O/s shsdiluted (mn)	393.0	393.0	393.0	393.0	393.0
O/s shs wtd / diluted (mn)	393.0	393.0	393.0	393.0	393.0



FIIs NRI, Adr/GDR

MFs and institutions

Promoters

Others

Key data	
Sector	Hotel
Market Cap	Rs18.2bn/US\$0.4bn
52 Wk H/L (Rs)	70/38
Avg. daily vol. (6 mor	nth) 1,836,114
BSE Code	500193
NSE Code	HOTELEELA
Bloomberg	LELA IN
Reuters	HTLE.BO
Sensex	16,900
Nifty	4,939
Shareholding pattern (%)

Absolute returns (%)							
	1 mth	3 mth	12 mth				
Leela	24.0	(6.1)	(26.4)				
Sensex	17.2	16.6	38.8				

31-Mar-07 30-Jun-07

16.7

10.3

49.1

23.9

19.0

10.9

49.1

21.1

Hotel Leela

Not Rated Current Price: Rs49 Target price: N.A.

Quarterly Performan	nce						(1	Rs mn)
_		FY	07		FY	08	FY07	FY08E
	1Q	2Q	3Q	4Q	1Q	2QE		
Net Sales	808	766	990	1,167	1,001	996	4,155	5,009
Change %	20	15	12	16	24	30	21	20
Total Expenditure	420	384	486	695	512	492	2,226	2,631
EBITDA	388	382	504	472	489	504	1,929	2,378
EBITDA margin (%)	48	50	51	40	49	51	46	47
Change (%)	18	34	4	3	26	32	18	23
Depreciation	82	82	83	89	87	98	377	394
EBIT	306	300	421	383	402	406	1,552	1,984
EBIT margin (%)	38	39	42	32	40	40	37	39
Other Income	70	33	25	247	33	85	268	326
Interest exp/(inc)	78	83	66	73	77	62	347	297
PBT	298	250	380	557	358	429	1,473	2,013
Tax	82	30	21	111	57	85	617	664
Effective tax rate (%)	12	12	6	20	16	20	41	33
Extraordinary exp/(Inc)	(409)	0	0	0	0	0	(409)	0
PAT	625	220	359	446	301	344	1,265	1,349
PAT margin (%)	71	27	35	32	29	31	28	25
Change (%)	282	57	10	22	(52)	56	79	7
Adjusted PAT	236	220	359	446	301	344	941	1,349
Adj PAT margin (%)	29	27	35	32	29	31	21	25
Change (%)	34	57	10	22	27	56	22	57
Equity Capital (Rs mn)	740	740	740	740	740	740	740	740
Diluted Equity Capital(Rs mn)	840	840	840	840	934	934	840	934
Diluted Adj EPS	0.56	0.52	0.85	1.06	0.64	0.73	2.03	2.80

Source: Religare Institutional Equity Research, Annual figures are of consolidated basis.

Financial highlights

- Net Sales: We expect net sales to grow at 30% YoY in Q2FY08 to Rs996mn. The addition of 102 new rooms in its Bangalore property in Q4FY07 along with an increase in ARR's by 15% will drive its net sales growth.
- EBITDA: The EBIDTA for Q2FY08 is expected to grow at 32% YoY to Rs504mn. The EBIDTA margins are expected to improve by 100bps because of a proportionately lower increase in the staff cost, as the capacity addition of 102 rooms happened in its existing property of Bangalore.
- Interest / depreciation: We expect interest cost for Q2FY08 to decline by 25% YoY because of gradual reduction in debt. Depreciation is expected to increase by 19% YoY due to the capacity addition in Bangalore property.
- PAT: The adjusted PAT for Q2FY08 is expected to increase by 56% YoY at Rs344mn.

Other business highlights

 During the quarter, Hotel Leela indicated that it could enter into mid scale budget hotels. The company is also planning to build a convention centre near its Bangalore property.

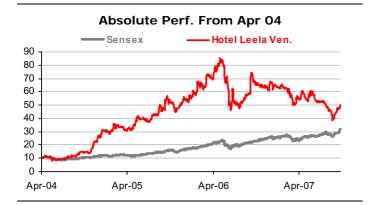
Valuations and Recommendation

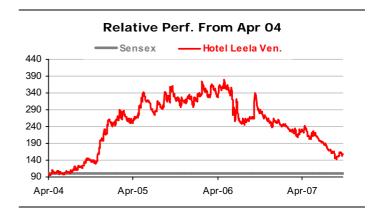
The stock currently trades at 17X and 16X of its estimated FY08 and FY09 diluted EPS.

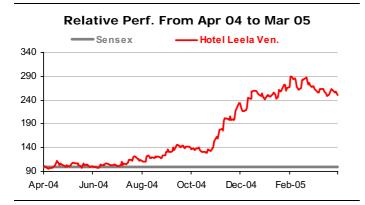


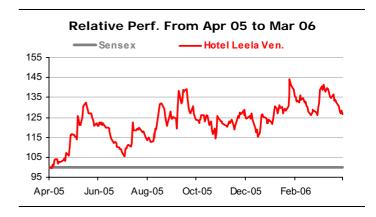
Stock performance

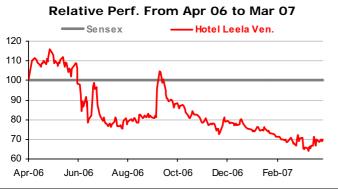
Hotel Leela

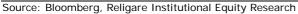


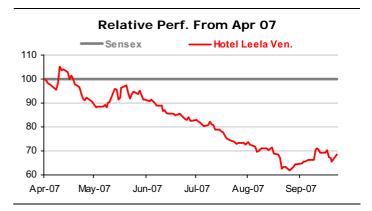








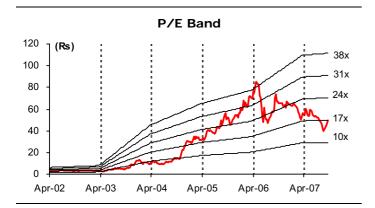


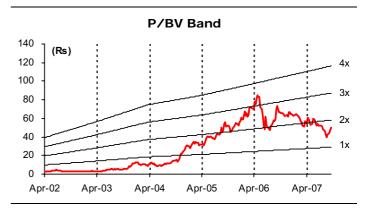


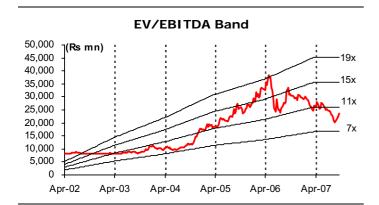


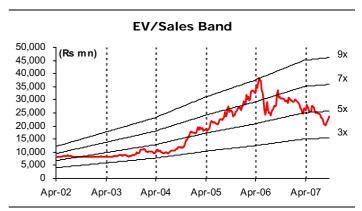
12 month forward rolling band charts

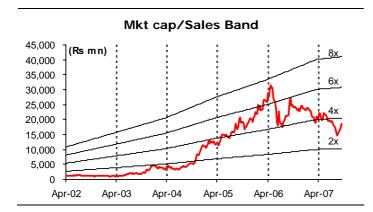
Hotel Leela











(Rs mn)



Hotel Leela Financials

Income staten	nent			(Rs mn)
Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
Net sales	3,433	4,155	5,009	5,251	6,375
EBITDA	1,624	1,933	2,378	2,381	3,020
EBITDA margin (%)	47.3	46.5	47.5	45.4	47.4
Depreciation	348	376	394	426	495
EBIT	1,276	1,557	1,984	1,955	2,525
Other income	205	268	326	367	446
Interest Exp/(Inc)	377	347	297	247	222
PBT (operating)	1,104	1,478	2,013	2,075	2,749
PBT margin (%)	30.3	33.4	37.7	36.9	40.3
Extra ord (inc)/exp	14	(405)	0	0	0
Taxes	384	617	664	685	907
Minority interest	0	0	0	0	0
PAT(Reported)	706	1,265	1,349	1,390	1,842
PAT margin (%)	19.4	28.6	25.3	24.8	27.0
Less: Extra ordinary income / Others	18	(324)	0	0	0
Adj PAT	724	941	1,349	1,390	1,842
Adj PAT margin (%)	19.9	21.2	25.3	24.8	27.0

Quarterly	– Finar	ncials
-----------	---------	--------

(Rs mn)

•					-
(Rs mn)	Q2FY07	Q3FY07	Q4FY07	Q1FY08	Q2FY08E
Net sales	766	990	1,167	1,001	996
Changes (%)	15.0	12.0	24.0	24.0	30.0
EBITDA	382	504	472	489	504
Changes (%)	34.0	4.0	3.0	26.0	32.0
Margin (%)	50.0	51.0	40.0	49.0	51.0
PAT	220	359	446	301	344
PAT adj	220	359	446	301	344
Changes (%)	57.0	10.0	22.0	39.0	56.0
Margin (%)	27.0	35.0	32.0	29.0	31.0
EPS adj (Rs)	0.59	0.97	1.20	0.81	0.92
EPS dil (Rs)	0.52	0.85	1.06	0.64	0.73

Ratios

itatios					
Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
Growth					
Net sales (%)	27.4	21.0	20.5	4.8	21.4
EBITDA (%)	37.9	19.0	23.1	0.1	26.8
PAT adjusted (%)	63.5	21.5	43.3	3.1	32.4
EPS adjusted (%)	63.5	21.5	43.3	3.1	32.4
EPS diluted (%)	48.8	16.8	27.2	3.1	32.4
EPS Consl and					
diluted (%)	48.8	16.8	27.2	3.1	32.4
Valuations					
P/E (x)	28.7	24.0	17.0	16.5	12.4
P/BV (x)	2.3	2.0	1.8	1.6	1.4
EV/EBITDA (x)	15.2	12.9	10.0	9.6	7.4
EV/Sales (x)	7.2	6.0	4.8	4.4	3.5
	1.2	0.0	7.0	7.7	0.0
Profitability					
EBITDA margin (%)	47.3	46.5	47.5	45.4	47.4
Adj PAT margin (%)	19.9	21.2	25.3	24.8	27.0
RoE (%)	6.5	7.1	7.8	7.5	9.1
RoCE (%)	6.6	8.2	8.6	8.4	10.3
RoIC (%)	7.2	8.2	8.6	8.4	10.4
B/S ratios					
Inventory days	30	30	30	30	30
Creditor days	51	98	95	95	95
Debtor days	30	38	50	50	50
Working Capital		- 30	- 30	- 30	
days	353	98	56	55	55
Net debt/equity	0.85	0.75	0.57	0.42	0.33

Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
Liabilities					
Equity share capital	737	740	740	740	740

Equity office ouplice	101	7 70	770	7 70	770
Total Res. & Surplus	7,476	8,242	9,417	10,635	12,304
Total Shareholders' fund	8,213	8,982	10,157	11,375	13,044
Convertible Debt	3,230	3,148	7,120	7,098	7,098
Others Debt	8,286	6,887	5,887	4,887	4,387
Total Loans	11,517	10,035	13,007	11,985	11,485
Deferred tax liability (net)	363	736	1,148	1,555	2,087
Total liabilities	20,093	19,753	24,313	24,915	26,616
Assets					
Net fixed assets & others	15,315	16,706	21,762	21,874	22,561
Capital WIP & others	1,455	1,936	1,780	2,254	3,098
Total non-current assets	16,770	18,642	23,542	24,128	25,659
Total investments - non current	0	0	0	0	0
Current assets					
Inventories	280	347	412	432	524
Sundry debtors	284	435	686	719	873
Cash & cash equivalents	1,649	126	126	111	136
Cash	1,648	125	125	110	135
Liquid investments	1	1	1	1	1

62

1,745

4,019

475

221

0

3,323

20,093

73

1,391

2,371

1115

1,111

19,752

145

0

78

951

2,253

1304

178

771

24,313

0

75

1,004

2,341

1367

187

787

24,915

0

68

1,242

2,843

1659

227

957

26,616

0

Cash flow

Total assets

Other current assets

Loans and advances **Total current assets**

Total provisions

Net current assets

Misc. expenditure

Total current liabilities

Balance sheet

Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
Cash from operations					
PBT	1,089	1,477	2,013	2,076	2,749
Tax paid	(35)	(235)	(252)	(278)	(375)
Dep & amortization	418	377	395	426	495
Working capital changes	(128)	2213	340	(16)	(170)
Others	226	0	0	0	0
Net cash from operations	1,570	3,832	2,495	2,208	2,700
Cash from investments					
Capital expenditure	(3,886)	(2,404)	(5,319)	(1,053)	(2,027)
Sale/purchase of inv & others	0	0	0	0	0
Net cash from investments	(3,886)	(2,404)	(5,319)	(1,053)	(2,027)
Cash from financing	, ,	, ,	, ,	, ,	, ,
Issue of shares & share premium	0	0	0	0	0
Dividend paid	(95)	(167)	(148)	(148)	(148)
Debt change	3,401	(1,482)	2,972	(1,022)	(500)
Others	116	(933)	0	0	0
Net cash from financing	3,423	(2,581)	2,824	(1,170)	(648)
Net change in cash	1,107	(1,153)	0	(15)	25

Per share data

Y/E, 31st March	FY06	FY07	FY08E	FY09E	FY10E
EPS adjusted	1.9	2.5	3.6	3.8	5.0
EPS diluted - wtd	1.7	2.2	2.8	3.0	3.9
EPS Consl and diluted	1.7	2.2	2.8	3.0	3.9
CEPS	4.2	10.4	6.7	6.0	7.3
Book value	21.2	24.3	27.5	30.7	35.3
Dividend	0.4	0.5	0.4	0.4	0.4
O/s shsactual (mn)	74	370	370	370	370
O/s shsdiluted (mn)	420	420	467	467	467
O/s shs wtd / diluted (mn)	418	420	467	467	467



Religare Institutional Equity Team

Name	Sector	E-Mail ID	Telephone
Sangeeta Purushottam (Head Institutional Business)		sangeeta.p@religare.in	+91 22 6655 0102
Research - Equity			
Arvind Jain	Auto, Steel Pipes	arvind.jain@religare.in	+91 22 6655 0140
Manish Agarwalla	Banking, Textiles, Sugar	m.agarwalla@religare.in	+91 22 6655 0119
Kunal Sheth	Capital Goods / Power Utilities	kunal.sheth@religare.in	+91 22 6655 0141
Manak Gaushal	Cement, Logistics	manak.gaushal@religare.in	+91 22 6655 0106
Nimit Shah	Construction, Real Estate	nimit.shah@religare.in	+91 22 6655 0128
Suryaneel Kumar	FMCG, Hotels	suryaneel.kumar@religare.in	+91 22 6655 0156
Harshad Deshpande	Information Technology	harshad.deshpande@religare.in	+91 22 6655 0116
Abneesh Roy	Media	abneesh.roy@religare.in	+91 22 6655 0176
Vikas Sonawale	Pharma	vikas.sonawale@religare.in	+91 22 6655 0112
Naveen Kulkarni	Telecom	naveen.kulkarni@religare.in	+91 22 6655 0185
Archit Kumar	Auto, Steel Pipes, Textiles	archit.kumar@religare.in	+91 22 6655 0190
Sneha Rungta	Logistics, Construction, Cement	sneha.rungta@religare.in	+91 22 6655 0170
Technical research - Equity			
Vidur Pendharkar		vidur.p@religare.in	+91 22 6655 0109
Sales - Equity			
Paresh Mehta		paresh.mehta@religare.in	+91 22 6655 0108
Aisha Udeshie		aisha.udeshie@religare.in	+91 22 6655 0107
Ankur Varman		ankur.varman@religare.in	+91 22 6655 0103
Dealing - Equity			
Rajeev Gupta (Head - Dealing and Sales trading)		rajeev.g@religare.in	+91 22 6655 0104
Jayesh Balsara		jayesh.balsara@religare.in	+91 22 6655 0186
Govind Satam		govind.satam@religare.in	+91 22 6655 0181
Vinita Pandya		vinita.pandya@religare.in	+91 22 6655 0180
Production, Database and administration			
Mandar Deokar		mandar.deokar@religare.in	+91 22 6655 0157
Vishal Randive		vishal.randive@religare.in	+91 22 6655 0160
visital italiulve			

Rating definition

Buy : > 15% returns relative to Sensex Accumulate : +5 to +15% returns relative to Sensex

Sell : > (-)15% returns relative to Sensex Reduce : (-) 5 to (-) 15% returns relative to Sensex

Hold : Upto + / (-) 5% returns relative to Sensex



Religare Securities Ltd. Taj Building, 210, D.N. Road, Mumbai - 400001

For inquiries contact:
Email: institutionalsales@religare.in
Phone: 6655 0000

<u>DISCLAIMER:</u> Religare Securities Limited (Religare) has two independent equity research groups: Institutional Equities (Institutional Equity Research) and Priority Client Group (Religare Research). Religare Institutional Equity Research is aimed to service the institutional clients of Religare Securities Limited including the Portfolio Management Services of Religare whereas Religare Research is published with a view to service all segments of clients including Retail, HNIs and Institutional clients and PMS.

This document has been prepared by Religare Securities Limited – Institutional Equities. Affiliates of Religare- Institutional Equities may have issued other reports that are contrary with and reach different conclusion from the information presented in this report. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating and target price of the Priority Client Group of Religare Securities Limited.

We are not soliciting any action based upon this material. This report is not to be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. It is for the general information of clients of Religare-Institutional Business. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients Religare-Institutional will not treat recipients as customers by virtue of their receiving this report. We have reviewed the report, and in so far as it includes current or historical information, it is believed to be reliable. It should be noted that the information contained herein is from publicly available data or other sources believed to be reliable. Neither Religare, nor any person connected with it, accepts any liability arising from the use of this document.

This document is prepared for assistance only and is not intended to be and must not alone be taken as the basis for any investment decision. The investment discussed or views expressed may not be suitable for all investors. The user assumes the entire risk of any use made of this information. The recipients of this material should rely on their own investigations and take their own professional advice. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. Price and value of the investments referred to in this material may go up or down. Past performance is not a guide for future performance. Certain transactions -including those involving futures, options and other derivatives as well as non investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centers on studying charts of a stock's price movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

Opinions expressed are our current opinions as of the date appearing on this material only. We do not undertake to advise you as to any change of our views expressed in this document. While we would endeavor to update the information herein on a reasonable basis, Religare, its subsidiaries and associated companies, their directors and employees are under no obligation to update or keep the information current. Also there may be regulatory, compliance, or other reasons that may prevent Religare and affiliates from doing so. Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice.

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject Religare and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

Religare and its affiliates, officers, directors, and employees may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of company (ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential conflict of interest with respect to any recommendation and related information and opinions. Without limiting any of the foregoing, in no event shall Religare, any of its affiliates or any third party involved in, or related to, computing or compiling the information have any liability for any damages of any kind.

Copy right in this document vests exclusively with Religare. This information should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose, without prior written permission from Religare. We do not guarantee the integrity of any e-mails or attached files and are not responsible for any changes made to them by any other person.

The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report. Analyst's holding in the stocks mentioned in the report: **NIL**