## $\underset{\substack{\text { Earning } \\ \text { PREVEW }}}{\text { DKFYII }}$

| Company | Recommendation | Price | Net Sales |  |  | Net Profit |  |  | EPS <br> TTM | P/E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Dec 09 | Y o Y (\%) | Q ○ Q \% | June 09 | Y o Y \% ) | Q ○ Q \% |  |  |
| AUTO SECTOR |  |  |  |  |  |  |  |  |  |  |
| APOLLO TYRES | OUTPERFORMER | 81 | 1292.9 | 16.4\% | -2.3\% | 60.1 | 30.1\% | -41.1\% | 7.2 | 11.3 |
| BAJAJ AUTO | NEUTRAL | 2077 | 3384.2 | 79.8\% | 2.7\% | 468.9 | 262.8\% | -10.0\% | 124.6 | 16.7 |
| HERO HONDA | NEUTRAL | 2048 | 4047.0 | 18.2\% | 5.7\% | 564.8 | 40.4\% | 5.4\% | 109.9 | 18.6 |
| MARUTI SUZUKI | UNDERPERFORMER | 1400 | 8341.2 | 29.7\% | 11.2\% | 700.6 | 188.2\% | 1.9\% | 91.2 | 15.3 |
| BANKING SECTOR |  |  |  |  |  |  |  |  |  |  |
| AXIS BANK | OUTPERFORMER | 1164 | 3978.8 | 2.4\% | 2.8\% | 750.7 | 29.1\% | 14.4\% | 63.7 | 18.3 |
| BANK OF BARODA | ACCUMULATE | 670 | 4887.2 | -2.1\% | 1.0\% | 701.8 | -6.8\% | -15.7\% | 78.1 | 8.6 |
| HDFC BANK | NEUTRAL | 1934 | 5051.5 | -5.9\% | 3.3\% | 839.8 | 33.1\% | 2.6\% | 66.7 | 29.0 |
| PNB | ACCUMULATE | 1018 | 6387.0 | 4.7\% | 2.4\% | 1083.0 | 25.1\% | 7.1\% | 122.2 | 8.3 |
| SBI | UNDERPERFORMER | 2112 | 21433.7 | -2.8\% | 1.4\% | 2590.0 | -5.6\% | 4.5\% | 155.8 | 13.6 |
| CEMENT |  |  |  |  |  |  |  |  |  |  |
| INDIA CEMENT | BUY | 139 | 994.0 | 11.9\% | 15.0\% | 66.0 | -36.8\% | 143.3\% | 14.5 | 9.6 |
| JK CEMENT | BUY | 188 | 435.6 | 1.2\% | 1.5\% | 55.0 | -8.0\% | 18.3\% | 34.6 | 5.4 |
| JK LAKSHMI CEMENT | BUY | 77 | 400.0 | 9.8\% | 13.2\% | 54.0 | -48.1\% | 19.1\% | 22.5 | 3.4 |
| MANGALAM CEMENT | ACCUMULATE | 203 | 160.0 | -5.4\% | 8.4\% | 22.0 | -43.1\% | -17.8\% | 49.5 | 4.1 |
| SHREE CEMENT | BUY | 2350 | 950.0 | 17.8\% | 9.7\% | 190.0 | -21.8\% | 12.8\% | 312.8 | 7.5 |
| CONSTRUCTION |  |  |  |  |  |  |  |  |  |  |
| ASTRAL POLYTECHNIK | BUY | 208 | 87.7 | 51.1\% | 29.1\% | 7.8 | 5.2\% | 18.6\% | 21.2 | 9.8 |
| C \& C CONSTRUCTION | BUY | 254 | 448.4 | 58.5\% | 59.8\% | 25.9 | 219.8\% | 31.7\% | 29.0 | 8.7 |
| GUJARAT APOLLO | BUY | 228 | 85.9 | 165.3\% | 41.8\% | 11.2 | 124.2\% | 19.5\% | 19.4 | 11.7 |
| HCC | NEUTRAL | 136 | 1288.3 | 31.5\% | 45.2\% | 50.3 | 29.5\% | 241.2\% | 3.6 | 37.3 |
| IVRCL INFRA | BUY | 174 | 1969.5 | 21.0\% | 66.3\% | 91.3 | 14.3\% | 99.3\% | 7.6 | 23.0 |
| NCC | ACCUMULATE | 178 | 1600.2 | 45.7\% | 34.8\% | 67.0 | 75.3\% | 40.0\% | 8.1 | 22.1 |
| SADBHAB ENGI | BUY | 1330 | 527.1 | 32.2\% | 67.3\% | 27.0 | -6.8\% | 91.5\% | 50.2 | 26.5 |


| Company | Recommendation | Price | Net Sales |  |  | Net Profit |  |  | $\begin{aligned} & \hline \text { EPS } \\ & \text { TTM } \end{aligned}$ | P/E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Dec 09 | Y o Y (\%) | Q ○ Q \% | June 09 | Y o Y (\%) | Q o Q \% |  |  |
| ENGINEERING \& CAPITAL GOODS |  |  |  |  |  |  |  |  |  |  |
| ABB | NEUTRAL | 834 | 1560.0 | 12.0\% | -17.2\% | 84.0 | 7.7\% | -22.9\% | 17.0 | 48.9 |
| BHEL | NEUTRAL | 2535 | 13274.5 | 25.9\% | 87.0\% | 2142.8 | 59.0\% | 100.0\% | 92.9 | 27.3 |
| BGR ENERGY | BUY | 547 | 1041.0 | 45.0\% | 63.9\% | 72.5 | 54.2\% | 73.0\% | 23.0 | 23.8 |
| CROMPTON GREAVES | BUY | 271 | 2788.2 | 13.3\% | 24.1\% | 221.4 | 14.2\% | 10.9\% | 14.0 | 19.4 |
| L\&T | NEUTRAL | 1643 | 12353.4 | 18.0\% | 53.1\% | 1202.0 | 10.8\% | 72.6\% | 68.4 | 24.0 |
| PUNJ LLOYD | NEUTRAL | 179 | 3490.0 | 8.5\% | 20.2\% | -69.0 | 73.0\% | - | 4.0 | 45.1 |
| SIEMENS | NEUTRAL | 741 | 2676.0 | 13.0\% | 45.9\% | 293.0 | 30.2\% | 24.2\% | 30.2 | 24.5 |
| SUZLON | NEUTRAL | 75.4 | 9668.0 | 6.0\% | 73.0\% | 320.0 | 21.2\% | - | 2.4 | 31.5 |
| THERMAX | BUY | 708 | 1006.7 | 9.0\% | 38.6\% | 40.8 | -56.1\% | -27.8\% | 20.2 | 35.1 |
| TRF | NEUTRAL | 958 | 323.5 | 35.1\% | 14.7\% | 25.6 | 4.9\% | 3.4\% | 61.5 | 15.6 |
| FERTILISERS |  |  |  |  |  |  |  |  |  |  |
| DEEPAK FERTILIZER | OUTPERFORMER | 112 | 418.0 | 27.8\% | 15.4\% | 44.6 | 12.2\% | -15.6\% | 17.4 | 6.4 |
| TATA CHEMICAL | ACCUMULATE | 323 | 2216.0 | 21.9\% | -16.3\% | 123.7 | 82.4\% | -49.8\% | 27.8 | 11.6 |
| UNITED PHOS. | BUY | 154 | 1444.0 | 6.9\% | 30.0\% | 165.6 | 9.8\% | 158.3\% | 11.6 | 13.3 |
| FMCG |  |  |  |  |  |  |  |  |  |  |
| DABUR | UNDERPERFORMER | 166 | 838.9 | 14.7\% | -9.4\% | 126.4 | 21.2\% | -8.2\% | 5.7 | 29.1 |
| HUL | OUTPERFORMER | 225 | 4212.0 | 5.6\% | -6.5\% | 475.1 | -2.3\% | -22.7\% | 10.0 | 22.4 |
| MARICO | UNDERPERFORMER | 114 | 633.5 | 5.6\% | -5.4\% | 51.9 | 16.9\% | -16.6\% | 3.8 | 29.9 |
| METAL |  |  |  |  |  |  |  |  |  |  |
| HIND ZINC | ACCUMULATE | 1255 | 2450.0 | 94.0\% | 10.5\% | 1264.3 | 129.3\% | 10.1\% | 80.5 | 15.6 |
| JSW STEEL | OUTPERFORMER | 250 | 5113.5 | 56.1\% | 11.5\% | 369.3 | 650.7\% | -28.2\% | 72.4 | 3.5 |
| SAIL | NOT RATED | 255 | 11900.0 | -1.3\% | 22.7\% | 1733.9 | 17.4\% | 3.5\% | 11.7 | 21.8 |
| TATA STEEL(STANDALONE) | ACCUMULATE | 685 | 7153.6 | 15.2\% | 13.4\% | 1386.6 | -5.0\% | 16.3\% | 54.4 | 12.6 |


| Company | Recommendation | Price | Net Sales |  |  | Net Profit |  |  | $\begin{aligned} & \text { EPS } \\ & \text { TTM } \end{aligned}$ | P/E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Dec 09 | Y o Y (\%) | Q o Q \% | June 09 | Y o Y (\%) | Q o Q \% |  |  |
| OIL |  |  |  |  |  |  |  |  |  |  |
| DEEP INDUSTRIES | NEUTRAL | 115 | 13.2 | 20.9\% | -12.5\% | 3.6 | 196.5\% | -9.2\% | 7.3 | 15.8 |
| GUJARAT GAS | BUY | 292 | 419.2 | 37.1\% | 8.6\% | 49.7 | 71.3\% | 8.2\% | 16.4 | 17.8 |
| GSPL | BUY | 90 | 304.0 | 130.5\% | 13.2\% | 130.6 | 275.3\% | 13.2\% | 6.9 | 13.0 |
| IGL | BUY | 226 | 317.6 | 39.0\% | 10.9\% | 67.1 | 66.5\% | 13.9\% | 16.5 | 13.7 |
| PETRONET LNG | ACCUMULATE | 81 | 4377.8 | 64.9\% | 21.0\% | 192.4 | -5.8\% | 48.0\% | 8.3 | 9.8 |
| SELAN EXPLORATION | ACCUMULATE | 442 | 30.8 | 339.9\% | 92.5\% | 16.1 | LTP | 123.6\% | 29.6 | 14.9 |
| PHARMA |  |  |  |  |  |  |  |  |  |  |
| BIOCON | OUTPERFORMER | 304 | 658.6 | 40.7\% | 3.7\% | 82.7 | 24.7\% | 2.2\% | 15.0 | 20.2 |
| DISHMAN PHARMA | BUY | 230 | 237.5 | -19.1\% | 5.3\% | 32.1 | -57.8\% | -2.8\% | 15.9 | 14.5 |
| JUBILANT ORG. | HOLD | 351 | 987.1 | 17.0\% | 2.7\% | 142.9 | 190.0\% | 0.9\% | 27.5 | 12.8 |
| PIRAMAL HEALTHCARE | OUTPERFORMER | 463 | 997.1 | 17.2\% | 9.9\% | 128.3 | 30.9\% | -5.8\% | 21.8 | 21.2 |
| TORRENT PHARMA | HOLD | 540 | 466.0 | 18.3\% | 0.4\% | 84.5 | 134.1\% | 1.8\% | 32.2 | 16.8 |
| POWER |  |  |  |  |  |  |  |  |  |  |
| ADANI POWER | OUTPERFORMER | 119 | 247.4 | - | 5.9\% | 82.8 | - | 14.2\% | 0.7 | - |
| NTPC | NEUTAL | 212 | 11744.2 | 2.6\% | 5.0\% | 2426.2 | 14.8\% | 2.6\% | 11.1 | 19.1 |
| TORRENT POWER | OUTPERFORMER | 307 | 1684.8 | 65.4\% | 14.8\% | 213.4 | 47.5\% | -13.1\% | 16.1 | 19.0 |
| IT |  |  |  |  |  |  |  |  |  |  |
| ALLIED DIGITAL SERV. | BUY | 223 | 201.5 | 37.8\% | 12.7\% | 30.6 | 38.7\% | 10.3\% | 26.0 | 8.6 |
| HCL TECHNOLOGIES | ACCUMULATE | 347 | 3060.0 | 6.9\% | 0.9\% | 307.0 | 41.9\% | 3.9\% | 18.5 | 18.8 |
| INFOSYS TECHNO. | ACCUMULATE | 2644 | 5865.0 | 4.1\% | 2.2\% | 1605.0 | -0.5\% | 1.5\% | 109.1 | 24.2 |
| ZENSAR TECHNO. | BUY | 281 | 246.1 | 14.6\% | 2.7\% | 30.7 | 33.4\% | -5.4\% | 56.0 | 5.0 |

## AUTO SECTOR

APOLLOTYRES
OUTPERFORMER
CMP: 81
P/E: 11.3

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1292.9 | 1110.6 | $16.4 \%$ | 1323.3 | $-2.3 \%$ | 4070.4 | 5016.7 | $23.2 \%$ |
| EBITDA | 135.9 | 112.7 | $20.6 \%$ | 205.0 | $-33.7 \%$ | 324.8 | 735.1 | $126.3 \%$ |
| Net Profit | 60.1 | 46.2 | $30.1 \%$ | 102.0 | $-41.1 \%$ | 108.1 | 358.9 | $231.9 \%$ |
| OPM | $10.5 \%$ | $10.1 \%$ | $0.4 \%$ | $15.5 \%$ | $-5.0 \%$ | $8.0 \%$ | $14.7 \%$ |  |
| NPM | $4.6 \%$ | $4.2 \%$ | $0.5 \%$ | $7.7 \%$ | $-3.1 \%$ | $2.7 \%$ | $7.2 \%$ |  |
| EPS | 1.2 | 0.9 |  | 2.0 |  | 2.2 | 7.2 |  |

- We expect company to sell 85000 MT of tyres during the quarter. During the quarter rubber prices have increased by $15 \%$ QoQ hence we expect company's margins to get impacted as cost increase has not been passed on during the quarter. Commisioning of chennai plant in April will add to revenues and profit from next quarter.

BAJAJAUTO
NEUTRAL

CMP: 2077
P/E: 16.7

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | ---: | :---: | ---: | ---: | ---: | ---: |
| Net Sales | 3384.2 | 1882.4 | $79.8 \%$ | 3295.6 | $2.7 \%$ | 8810.4 | 11905.7 | $35.1 \%$ |
| EBITDA | 676.8 | 283.9 | $138.4 \%$ | 723.5 | $-6.5 \%$ | 995.2 | 2560.0 | $157.2 \%$ |
| Net Profit | 468.9 | 129.3 | $262.8 \%$ | 521.0 | $-10.0 \%$ | 794.9 | 1803.4 | $126.9 \%$ |
| OPM | $20.0 \%$ | $15.1 \%$ | $4.9 \%$ | $22.0 \%$ | $-2.0 \%$ | $11.3 \%$ | $21.5 \%$ |  |
| NPM | $13.9 \%$ | $6.9 \%$ | $7.0 \%$ | $15.8 \%$ | $-2.0 \%$ | $9.0 \%$ | $15.1 \%$ |  |
| EPS | 32.4 | 8.9 |  | 36.0 |  | 54.9 | 124.6 |  |

- Volumes are expected to be up by $3 \%$ during the quarter and would stand at 2.9 mn for FY10. We expect the company volumes to grow by $40 \%$ in FY11. In anticipation of continued growth in domestic and international markets the company will expand its capacity to 5 million units per annum.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 4047.0 | 3422.5 | $18.2 \%$ | 3827.0 | $5.7 \%$ | 12357.0 | 15755.9 | $27.5 \%$ |
| EBITDA | 688.0 | 549.1 | $25.3 \%$ | 660.9 | $4.1 \%$ | 1749.6 | 2743.2 | $56.8 \%$ |
| Net Profit | 564.8 | 402.2 | $40.4 \%$ | 535.8 | $5.4 \%$ | 1281.8 | 2197.8 | $71.5 \%$ |
| OPM | $17.0 \%$ | $16.0 \%$ | $1.0 \%$ | $17.3 \%$ | $-0.3 \%$ | $14.2 \%$ | $17.4 \%$ |  |
| NPM | $14.0 \%$ | $11.8 \%$ | $2.2 \%$ | $14.0 \%$ | $0.0 \%$ | $10.4 \%$ | $13.9 \%$ |  |
| EPS | 28.2 | 20.1 |  | 26.8 |  | 64.1 | 109.9 |  |

- Volumes are expected to be up by $17 \%$ YoY. Margins are expected to be down by 30 bps on QoQ basis as company has to face rise in key raw material cost. The company declared special dividend of Rs 80/share during the quarter.

MARUTISUZUKI
CMP: 1400
P/E: 15.3

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 8341.2 | 6432.9 | $29.7 \%$ | 7502.9 | $11.2 \%$ | 20852.5 | 29539.6 | $41.7 \%$ |
| EBITDA | 1107.9 | 449.3 | $146.6 \%$ | 1133.9 | $-2.3 \%$ | 1832.1 | 4073.7 | $122.4 \%$ |
| Net Profit | 700.6 | 243.1 | $188.2 \%$ | 687.8 | $1.9 \%$ | 1218.7 | 2627.9 | $115.6 \%$ |
| OPM | $13.3 \%$ | $7.0 \%$ | $6.3 \%$ | $15.1 \%$ | $-1.8 \%$ | $8.8 \%$ | $13.8 \%$ |  |
| NPM | $8.4 \%$ | $3.8 \%$ | $4.6 \%$ | $9.2 \%$ | $-0.8 \%$ | $5.8 \%$ | $8.9 \%$ |  |
| EPS | 24.3 | 8.4 |  | 23.9 |  | 42.3 | 91.2 |  |

- Volumes during the quarter up by $22 \%$ YoY and $12 \%$ QoQ. Raw material price increase will lead fall in margins by 180 margins on a QoQ basis. The company has passed on the excise duty hike to consumers during the quarter. The company will increase capacity by 2.5 lakh units at Manesar facility by investing Rs 1700 cr.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total Income | 3978.8 | 3884.7 | $2.4 \%$ | 3872.0 | $2.8 \%$ | 13732.0 | 15641.0 | $13.9 \%$ |
| NII | 1437.5 | 1032.6 | $39.2 \%$ | 1349.0 | $6.6 \%$ | 3686.2 | 4981.9 | $35.1 \%$ |
| Net Profit | 750.7 | 581.5 | $29.1 \%$ | 656.0 | $14.4 \%$ | 1815.4 | 2500.4 | $37.7 \%$ |
|  |  |  |  |  |  |  |  |  |
| NPM | $25.5 \%$ | $19.1 \%$ | $6.4 \%$ | $22.8 \%$ | $2.7 \%$ | $16.7 \%$ | $21.6 \%$ | $4.9 \%$ |
| EPS | 18.6 | 16.2 |  | 16.3 |  | 50.6 | 63.7 |  |

- We expect Net Interest Income to grow by $39 \%$ YoY at Rs 1437 Cr due to the benefit of repricing of high cost deposits and improvement in the credit growth on sequential basis, consequently support the margins. Net profit is expected to rise by $29 \%$ YoY at Rs 751 Cr. Net NPA is expected to remain at around $0.4 \%$. At CMP of Rs 1173, the stock is trading at 3.1 times of its book value.

BANKOFBARODA

## ACCUMULATE

CMP: 670
P/BV: 1.7

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | ---: | :---: | ---: | ---: | ---: |
| Total Income | 4887.2 | 4992.4 | $-2.1 \%$ | 4836.6 | $1.0 \%$ | 17849.2 | 19229.0 | $7.7 \%$ |
| NII | 1762.0 | 1470.8 | $19.8 \%$ | 1601.0 | $10.1 \%$ | 5123.4 | 5956.6 | $16.3 \%$ |
| Net Profit | 701.8 | 752.7 | $-6.8 \%$ | 832.5 | $-15.7 \%$ | 2227.2 | 2854.0 | $28.1 \%$ |
|  |  |  |  |  |  |  |  |  |
| NPM | $16.5 \%$ | $18.2 \%$ | $-1.7 \%$ | $19.9 \%$ | $-3.4 \%$ | $14.8 \%$ | $17.2 \%$ | $2.4 \%$ |
| EPS | 19.2 | 20.6 |  | 22.8 |  | 60.9 | 78.1 |  |

- Repricing of high cost deposit and robust growth in retail loan book will support NII to grow at $10 \%$ sequentially however yearly growth would remain lower due to high base effect. Non Interest Income is expected to report degrowth of $27 \%$ in the absence of trading profit. At CMP of Rs 643 , the stock is trading at 1.6 times of its book value.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Income | 5051.5 | 5365.5 | $-5.9 \%$ | 4888.0 | $3.3 \%$ | 19622.9 | 20075.4 | $2.3 \%$ |
| NII | 2326.8 | 1852.0 | $25.6 \%$ | 2224.0 | $4.6 \%$ | 7421.2 | 8362.1 | $12.7 \%$ |
| Net Profit | 839.8 | 630.9 | $33.1 \%$ | 818.5 | $2.6 \%$ | 2245.0 | 2951.9 | $31.5 \%$ |
|  |  |  |  |  |  |  |  |  |
| NPM | $20.2 \%$ | $14.8 \%$ | $5.4 \%$ | $20.3 \%$ | $-0.1 \%$ | $13.7 \%$ | $18.1 \%$ | $4.4 \%$ |
| EPS | 18.5 | 14.8 |  | 18.0 |  | 52.8 | 66.7 |  |

- NII is expected to grow by $26 \%$ YoY following the sharp drop in deposit rates as compared to lending rates. Other income is likely to decline by $20 \%$ due to high base effect where the bank had reported substantial amount of treasury gain on investment portfolio. We expect net profit to grow by 33\% YoY at Rs 840 Cr . At CMP of Rs 1906, the stock is trading at 4.2 times of its book value.

PUNJAB NATIONALBANK
ACCUMULATE
CMP: 1017
P/BV: 2.0

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Income | 6387.0 | 6098.1 | $4.7 \%$ | 6237.0 | $2.4 \%$ | 22245.9 | 24877.1 | $11.8 \%$ |
| NII | 2462.5 | 1906.5 | $29.2 \%$ | 2329.0 | $5.7 \%$ | 7027.1 | 8748.4 | $24.5 \%$ |
| Net Profit | 1083.0 | 865.6 | $25.1 \%$ | 1011.0 | $7.1 \%$ | 3090.9 | 3853.3 | $24.7 \%$ |
|  |  |  |  |  |  |  |  |  |
| NPM | $19.1 \%$ | $16.5 \%$ | $2.6 \%$ | $18.4 \%$ | $0.7 \%$ | $17.7 \%$ | $16.0 \%$ | $-1.7 \%$ |
| EPS | 34.4 | 27.5 |  | 32.1 |  | 98.0 | 122.2 |  |

- NII is expected to report $31 \%$ YoY growth at Rs 2490 Cr on a back of high credit off take in forth quarter as compared to third one. Asset quality is likely to improve due to extension of time limit for repayment of loan under debt waiver scheme, while the coverage ratio would be sustained at high level. At CMP of Rs 1008, the stock is trading at 2.0 times of its book value.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Income | 21433.7 | 22060.6 | $-2.8 \%$ | 21145.0 | $1.4 \%$ | 77429.2 | 84921.6 | $9.7 \%$ |
| NII | 6557.3 | 4841.9 | $35.4 \%$ | 6316.0 | $3.8 \%$ | 20873.1 | 23507.3 | $12.6 \%$ |
| Net Profit | 2590.0 | 2742.3 | $-5.6 \%$ | 2479.0 | $4.5 \%$ | 9121.2 | 9889.5 | $8.4 \%$ |
|  |  |  |  |  |  |  |  |  |
| NPM | $14.3 \%$ | $15.8 \%$ | $-1.5 \%$ | $13.9 \%$ | $0.4 \%$ | $14.1 \%$ | $13.9 \%$ | $-0.2 \%$ |
| EPS | 40.8 | 43.2 |  | 39.1 |  | 143.7 | 155.8 |  |

- We expect credit growth is likely to improve on sequential basis as the bank will be aggressive to meet the yearly targets. Provisions are expected to rise sharply on QoQ basis to give an effect of depreciation in investment book and NPAs to meet RBI's target of $70 \%$. The net interest margin is expected to be around $2.5 \%$. At CMP of Rs 2082, the stock is trading at 2.3 times of its book value.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 994.0 | 888.5 | $11.9 \%$ | 864.1 | $15.0 \%$ | 3359.5 | 3800.0 | $13.1 \%$ |
| EBITDA | 220.0 | 210.5 | $4.5 \%$ | 116.5 | $88.8 \%$ | 954.0 | 920.0 | $-3.6 \%$ |
| Net Profit | 66.0 | 104.4 | $-36.8 \%$ | 27.1 | $143.3 \%$ | 432.2 | 360.0 | $-16.7 \%$ |
| OPM | $22.1 \%$ | $23.7 \%$ | $-1.6 \%$ | $13.5 \%$ | $8.6 \%$ | $28.4 \%$ | $24.2 \%$ | $-4.2 \%$ |
| NPM | $6.6 \%$ | $11.7 \%$ | $-5.1 \%$ | $3.1 \%$ | $3.5 \%$ | $12.9 \%$ | $9.5 \%$ | $-3.4 \%$ |
| EPS | 2.1 | 3.7 |  | 1.0 |  | 15.3 | 11.7 |  |

- Volumes are expected to go up by $5 \%$ QoQ and $16 \%$ on full year basis. We expect OPM to recover by 860 bps to $22.1 \%$ QoQ. The stock underperformed its cement peers due to significant pricing pressure in South India and low volumes. The return of price rationality and volume growth will augur well for India Cement.

CMP: 188
P/E: 5.4

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 435.6 | 430.5 | $1.2 \%$ | 429.1 | $1.5 \%$ | 1496.8 | 1724.0 | $15.2 \%$ |
| EBITDA | 130.0 | 127.7 | $1.8 \%$ | 91.3 | $42.4 \%$ | 324.0 | 465.0 | $43.5 \%$ |
| Net Profit | 55.0 | 59.8 | $-8.0 \%$ | 46.5 | $18.3 \%$ | 142.3 | 236.0 | $65.8 \%$ |
| OPM | $29.8 \%$ | $29.7 \%$ | $0.2 \%$ | $21.3 \%$ | $8.6 \%$ | $21.6 \%$ | $27.0 \%$ | $5.3 \%$ |
| NPM | $12.6 \%$ | $13.9 \%$ | $-1.3 \%$ | $10.8 \%$ | $1.8 \%$ | $9.5 \%$ | $13.7 \%$ | $4.2 \%$ |
| EPS | 7.9 | 8.6 |  | 6.7 |  | 20.4 | 33.8 |  |

- Sales are expected to be up by $15 \%$ on full year basis. Margins are expected to go up by 860 bps to $29.8 \%$ on QoQ basis and by 530 bps to $27 \%$ on full year basis. Management targets volume of 6 mn tonnes in FY11, a growth of approximately $50 \%$ on YoY basis, due to commissioning of new capacity of 3 mn tonnes. The stock is trading at $\mathrm{EV} /$ tonne of $\$ 60 /$ tonne whereas current replacement cost is $\$ 90-100 /$ tonne; we believe the stock is available at attractive valuations compared to other cement players .

CMP: 77
P/E: 3.4

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 400.0 | 364.4 | $9.8 \%$ | 353.2 | $13.2 \%$ | 1224.5 | 1452.0 | $18.6 \%$ |
| EBITDA | 112.0 | 112.0 | $0.0 \%$ | 89.0 | $25.9 \%$ | 310.6 | 435.0 | $40.1 \%$ |
| Net Profit | 54.0 | 104.1 | $-48.1 \%$ | 45.4 | $19.1 \%$ | 178.6 | 225.0 | $26.0 \%$ |
| OPM | $28.0 \%$ | $30.7 \%$ | $-2.7 \%$ | $25.2 \%$ | $2.8 \%$ | $25.4 \%$ | $30.0 \%$ | $4.6 \%$ |
| NPM | $13.5 \%$ | $28.6 \%$ | $-15.1 \%$ | $12.8 \%$ | $0.7 \%$ | $14.6 \%$ | $15.5 \%$ | $0.9 \%$ |
| EPS | 4.4 | 8.5 |  | 3.7 |  | 14.6 | 18.4 |  |

- Sales are expected to be up by $19 \%$ on full year basis and $13 \%$ on QoQ basis. Margins are expected to go up by 280 bps to $28 \%$ on QoQ basis and by 460 bps to $30 \%$ on full year basis. In order to reduce the power and fuel cost (30-35\% of the total expenditure), The Company has tied up with the VS Lignite for the purchase of 21 MW power annually at a price of Rs3.3/unit, that is less than Rs4.2-4.5/unit at which it used to source from the grid. The contract will start from April 2010 which will help in reducing the power and fuel cost.

MANGALAMCEMENT
ACCUMULATE
CMP: 203
P/E: 4.1

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 160.0 | 169.1 | $-5.4 \%$ | 147.6 | $8.4 \%$ | 564.2 | 625.0 | $10.8 \%$ |
| EBITDA | 33.0 | 42.0 | $-21.4 \%$ | 43.6 | $-24.2 \%$ | 136.3 | 195.0 | $43.1 \%$ |
| Net Profit | 22.0 | 38.7 | $-43.1 \%$ | 26.8 | $-17.8 \%$ | 97.2 | 120.0 | $23.5 \%$ |
| OPM | $20.6 \%$ | $24.8 \%$ | $-4.2 \%$ | $29.5 \%$ | $-8.9 \%$ | $24.2 \%$ | $31.2 \%$ | $7.0 \%$ |
| NPM | $13.8 \%$ | $22.9 \%$ | $-9.1 \%$ | $18.1 \%$ | $-4.4 \%$ | $17.2 \%$ | $19.2 \%$ | $2.0 \%$ |
| EPS | 8.2 | 14.5 |  | 10.0 |  | 36.4 | 44.9 |  |

- Sales are expected to be up by $11 \%$ on full year basis and $9 \%$ on QoQ basis. Margins are expected to go up by 700 bps to $31.2 \%$ on full year basis. Being a North India focused cement player where demand - supply dynamics are expected to remain comparatively favourable, Mangalam Cement will experience less pricing pressure. Also it is available at much lower valuations (EV/tonne $\approx \$ 45$ i.e. $55 \%$ discount to replacement cost of around \$90$100 /$ tonne) compared to most of the other cement players.

P/E: 7.5

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | ---: | :---: | ---: | :---: | ---: | :---: | :---: |
| Net Sales | 950.0 | 806.2 | $17.8 \%$ | 866.0 | $9.7 \%$ | 2715.0 | 3636.0 | $33.9 \%$ |
| EBITDA | 410.0 | 322.3 | $27.2 \%$ | 333.8 | $22.8 \%$ | 950.8 | 1572.0 | $65.3 \%$ |
| Net Profit | 190.0 | 243.1 | $-21.8 \%$ | 168.4 | $12.8 \%$ | 578.0 | 940.0 | $62.6 \%$ |
| OPM | $43.2 \%$ | $40.0 \%$ | $3.2 \%$ | $38.5 \%$ | $4.6 \%$ | $35.0 \%$ | $43.2 \%$ | $8.2 \%$ |
| NPM | $20.0 \%$ | $30.2 \%$ | $-10.2 \%$ | $19.4 \%$ | $0.6 \%$ | $21.3 \%$ | $25.9 \%$ | $4.6 \%$ |
| EPS | 54.6 | 69.9 |  | 48.4 |  | 166.1 | 270.1 |  |

- Sales are expected to go up by $10 \%$ QoQ and $34 \%$ on full year basis. We expect OPM to recover by 460 bps to $43.2 \%$ QoQ and by 820 bps to $43.2 \%$ on full year basis. Overall profitability will be supported from increasing contribution from the highly profitable merchant power business.

CONSTRUCTION SECTOR

ASTRALPOLYTECHNIK
BUY
CMP: 208
P/E: 9.8

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | ---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 87.7 | 58.0 | $51.1 \%$ | 68.0 | $29.1 \%$ | 193.8 | 275.9 | $42.4 \%$ |
| EBITDA | 13.1 | 4.7 | $180.2 \%$ | 10.6 | $23.6 \%$ | 23.3 | 41.0 | $76.3 \%$ |
| Net Profit | 7.8 | 7.5 | $5.2 \%$ | 6.6 | $18.6 \%$ | 20.9 | 23.8 | $14.1 \%$ |
| OPM | $14.9 \%$ | $8.0 \%$ | $85.4 \%$ | $15.5 \%$ | $-4.2 \%$ | $12.0 \%$ | $14.9 \%$ | $23.9 \%$ |
| NPM | $8.9 \%$ | $12.8 \%$ | $-30.4 \%$ | $9.7 \%$ | $-8.1 \%$ | $10.8 \%$ | $8.6 \%$ | $-19.9 \%$ |
| EPS | 7.0 | 6.6 |  | 5.9 |  | 18.6 | 21.2 |  |

- Astrla Polytechnik shall reoprt solid topline growth of $42.5 \%$ in FY10E while bottom line is likely to grow at $14.1 \%$ owing to higher crude prices. Company is aggressively ramping up its capacity which currently stands at 26000 TPA and is expected to reach 40000 TPA by FY11 end. Due to the recent pick up in residential real estate market and improved industrial outlook, we remain bullish on the stock. Our 1 year price target for the stock is Rs 280.

C \& C CONSTRUCTION
CMP: 254
P/E: 8.7

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 448.4 | 282.9 | $58.5 \%$ | 280.7 | $59.8 \%$ | 750.1 | 1335.8 | $78.1 \%$ |
| EBITDA | 87.0 | 49.0 | $77.6 \%$ | 70.8 | $22.9 \%$ | 152.7 | 252.8 | $65.5 \%$ |
| Net Profit | 25.9 | 8.1 | $219.8 \%$ | 19.6 | $31.7 \%$ | 41.2 | 76.2 | $84.7 \%$ |
| OPM | $19.4 \%$ | $17.3 \%$ | $12.0 \%$ | $25.2 \%$ | $-23.1 \%$ | $20.4 \%$ | $18.9 \%$ | $-7.1 \%$ |
| NPM | $5.8 \%$ | $2.9 \%$ | $101.8 \%$ | $7.0 \%$ | $-17.6 \%$ | $5.5 \%$ | $5.7 \%$ | $3.7 \%$ |
| EPS | 14.2 | 4.4 |  | 10.8 |  | 22.6 | 29.0 |  |

- We expect C \& C Construction to continue its outstanding performance in Q3FY10. We have estimated topline growth of $58 \%$ in Q3FY10. While OPMs will expand by around 200 basis point yoy, we believe that its unlikely to maintain OPMs reported in the previous quarter of $25.2 \%$. The company has already issued warrants amounting to Rs 50 Cr and is in the advance stage of raising a further Rs 150 Cr . This will help the company to bring down / re finance its high cost debt and undertake further projects. We maintain our 1 year target price of the stock at Rs 365.

P/E: 11.7

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 85.9 | 32.4 | $165.3 \%$ | 60.6 | $41.8 \%$ | 166.3 | 224.2 | $34.8 \%$ |
| EBITDA | 17.5 | 6.7 | $163.1 \%$ | 13.7 | $27.7 \%$ | 32.0 | 48.8 | $52.7 \%$ |
| Net Profit | 11.2 | 5.0 | $124.2 \%$ | 9.3 | $19.5 \%$ | 21.3 | 32.2 | $51.5 \%$ |
| OPM | $20.4 \%$ | $20.6 \%$ | $-0.8 \%$ | $22.6 \%$ | $-9.9 \%$ | $19.2 \%$ | $21.8 \%$ | $13.3 \%$ |
| NPM | $13.0 \%$ | $15.4 \%$ | $-15.5 \%$ | $15.4 \%$ | $-15.7 \%$ | $12.8 \%$ | $14.4 \%$ | $12.4 \%$ |
| EPS | 6.7 | 3.2 |  | 5.6 |  | 18.7 | 19.4 |  |

- Gujarat Apollo Industries is likely to report 34.8\% topline and 51.5\% bottom line growth for the FY10E. We believe that after a disappointing year in FYO9 when project awarding by NHAI and execution by most of the roads \& highways developers was almost halted, things have started looking pretty robust. Orders awarding by NHAI has already picked up and are likely to accelerate going forward. We like companies dominating position in the domestic road construciton equipment market. At FY10E EPS of Rs 19.4, the company trades at PE multiple of 5.4 which is quite cheap. We maintain BUY.

H C C
NEUTRAL
CMP: 136
P/E: 37.3

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1288.3 | 979.7 | $31.5 \%$ | 887.1 | $45.2 \%$ | 3314.2 | 3832.5 | $15.6 \%$ |
| EBITDA | 154.7 | 150.6 | $2.7 \%$ | 101.7 | $52.1 \%$ | 431.4 | 459.5 | $6.5 \%$ |
| Net Profit | 50.3 | 38.9 | $29.5 \%$ | 14.8 | $241.2 \%$ | 93.4 | 106.7 | $14.2 \%$ |
| OPM | $12.0 \%$ | $15.4 \%$ | $-21.9 \%$ | $11.5 \%$ | $4.7 \%$ | $13.0 \%$ | $12.0 \%$ | $-7.9 \%$ |
| NPM | $3.9 \%$ | $4.0 \%$ | $-1.5 \%$ | $1.7 \%$ | $134.9 \%$ | $2.8 \%$ | $2.8 \%$ | $-1.3 \%$ |
| EPS | 1.7 | 1.5 |  | 0.5 |  | 3.6 | 3.6 |  |

- HCC is likely to report topline and bottom line growth of $15.6 \%$ and $14.2 \%$ for the FY10E. While company has made significant progress on its construction business by bagging 3 BOT projects from NHAI to DBOFT around 256 kilometers of roads we remain skepticle about its real estate ventures. Comapny's current order book is at around Rs 19000 Cr. Further pre- leasing (currently around $70 \%$ ) at its IT park and pre-sales at Lavassa remain crucial for the stock's over all valuations. We mantain our NEUTRAL rating on the stock.

P/E: 23.0

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1969.5 | 1627.2 | $21.0 \%$ | 1184.0 | $66.3 \%$ | 4881.9 | 5457.4 | $11.8 \%$ |
| EBITDA | 185.0 | 142.0 | $30.3 \%$ | 115.6 | $60.0 \%$ | 432.7 | 514.7 | $19.0 \%$ |
| Net Profit | 91.3 | 79.9 | $14.3 \%$ | 45.8 | $99.3 \%$ | 226.0 | 204.5 | $-9.5 \%$ |
| OPM | $9.4 \%$ | $8.7 \%$ | $7.6 \%$ | $9.8 \%$ | $-3.8 \%$ | $8.9 \%$ | $9.4 \%$ | $6.4 \%$ |
| NPM | $4.6 \%$ | $4.9 \%$ | $-5.6 \%$ | $3.9 \%$ | $19.8 \%$ | $4.6 \%$ | $3.7 \%$ | $-19.0 \%$ |
| EPS | 3.4 | 3.0 |  | 1.7 |  | 8.5 | 7.6 |  |

- IVRCL Infra is expected to report subdued numbers for the FY10E owing issue relating to Telangana. The topline and bottom line grwoth is estimated at around $12 \%$ and $-9.5 \%$ for the full year. However, we believe this is already discounted in its price and the company can resume high grwoth trajectory from FY11 onwards. We like its dominating position in water and irrigation and grwoth potential in its subsidiaries. We maintain our BUY rating on the stock.

N C C
ACCMULATE
CMP: 178
P/E: 22.1

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1600.2 | 1098.1 | $45.7 \%$ | 1187.0 | $34.8 \%$ | 4151.4 | 4855.3 | $17.0 \%$ |
| EBITDA | 159.7 | 83.8 | $90.6 \%$ | 118.1 | $35.2 \%$ | 373.7 | 490.4 | $31.2 \%$ |
| Net Profit | 67.0 | 38.2 | $75.3 \%$ | 47.9 | $40.0 \%$ | 153.9 | 197.0 | $28.0 \%$ |
| OPM | $10.0 \%$ | $7.6 \%$ | $30.8 \%$ | $9.9 \%$ | $0.3 \%$ | $9.0 \%$ | $10.1 \%$ | $12.2 \%$ |
| NPM | $4.2 \%$ | $3.5 \%$ | $20.3 \%$ | $4.0 \%$ | $3.8 \%$ | $3.7 \%$ | $4.1 \%$ | $9.5 \%$ |
| EPS | 2.6 | 1.7 |  | 1.9 |  | 6.7 | 8.1 |  |

- We have recently met NCC management to gain insight in its current operations and potential. We believe NCC can easily meet its FY10E guidance of Rs 4800 Cr topilne on standalone and Rs 5500 Cr topline on Conso basis. NCC is likely to report topline and bottomline growth of $17 \%$ and $28 \%$ respectively on standalone basis in FY10E. We expect NPM to improve by 40 basis points yoy. While the FY10E EPS translates into PE of more than 19 which is not cheap, it does not capture value in its BOT portfolio which consists 5 roads, 3 power and 1 sea port projects and its real estate arm. We change our rating from Neutral to Accumulate.

P/E: 26.5

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | ---: | ---: | ---: |
| Net Sales | 527.1 | 398.6 | $32.2 \%$ | 315.0 | $67.3 \%$ | 1062.5 | 1326.7 | $24.9 \%$ |
| EBITDA | 50.9 | 35.9 | $41.6 \%$ | 28.8 | $76.8 \%$ | 108.3 | 134.1 | $23.8 \%$ |
| Net Profit | 27.0 | 29.0 | $-6.8 \%$ | 14.1 | $91.5 \%$ | 62.5 | 62.7 | $0.3 \%$ |
| OPM | $9.7 \%$ | $9.0 \%$ | $7.1 \%$ | $9.1 \%$ | $5.6 \%$ | $10.2 \%$ | $10.1 \%$ | $-0.9 \%$ |
| NPM | $5.1 \%$ | $7.3 \%$ | $-29.5 \%$ | $4.5 \%$ | $14.4 \%$ | $5.9 \%$ | $4.7 \%$ | $-19.7 \%$ |
| EPS | 21.6 | 23.2 |  | 11.3 |  | 50.0 | 50.2 |  |

- We Expect Sadbhav to report robust yoy topline gorwth of $25 \%$ in FY10E owing to the storng order book position and company's execution track record. While the topline will remain storng, we expect bottom line to come under pressure owing to lower NPMs due to higher debt cost and slightly lower OPMs. The company has successfully bagged 3 BOT projects in Jan-Feb 2010 and this takes it BOT portfolio to 9 projects. Owing to the companys storng track record, huge order book of Rs 7200 Cr which is more than 5 times its FY10E revenues and value in its now significantly big BOT oprtfolio, we maintain our BUY rating on the stock.


## ENGINEERING \& CAPITAL GOODS SECTOR

A B B
NEUTRAL
CMP: 834
P/E: 48.9

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1560.0 | 1393.0 | $12.0 \%$ | 1885.0 | $-17.2 \%$ | 6237.0 | 7620.0 | $22.2 \%$ |
| EBITDA | 140.0 | 127.0 | $10.2 \%$ | 151.0 | $-7.3 \%$ | 528.0 | 736.0 | $39.4 \%$ |
| Net Profit | 84.0 | 78.0 | $7.7 \%$ | 109.0 | $-22.9 \%$ | 354.0 | 450.0 | $27.1 \%$ |
| OPM | $9.0 \%$ | $9.1 \%$ | $-1.6 \%$ | $8.0 \%$ | $12.0 \%$ | $8.5 \%$ | $9.7 \%$ | $14.1 \%$ |
| NPM | $5.4 \%$ | $5.6 \%$ | $-3.8 \%$ | $5.8 \%$ | $-6.9 \%$ | $5.7 \%$ | $5.9 \%$ | $4.0 \%$ |
| EPS | 4.0 | 3.7 |  | 4.0 |  | 16.7 | 21.2 |  |

- We expect ABB to report 12\% growth in Sales \& 7\% increase net Profit.
- We expect Power products \& Power system to contibuted. OPM \& NPM to remain Flat.
- Order book is likley to remain robust at Rs. 8684 Crore

B HEL
NEUTRAL
CMP: 2535
P/E: 27.3

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 13274.5 | 10540.1 | $25.9 \%$ | 7100.3 | $87.0 \%$ | 26234.2 | 32596.0 | $24.2 \%$ |
| EBITDA | 3114.5 | 1696.3 | $83.6 \%$ | 1432.8 | $117.4 \%$ | 3801.4 | 6193.2 | $62.9 \%$ |
| Net Profit | 2142.8 | 1348.0 | $59.0 \%$ | 1071.6 | $100.0 \%$ | 3138.2 | 4541.8 | $44.7 \%$ |
| OPM | $23.5 \%$ | $16.1 \%$ | $45.8 \%$ | $20.2 \%$ | $16.3 \%$ | $14.5 \%$ | $19.0 \%$ | $31.1 \%$ |
| NPM | $16.1 \%$ | $12.8 \%$ | $26.2 \%$ | $15.1 \%$ | $7.0 \%$ | $12.0 \%$ | $13.9 \%$ | $16.5 \%$ |
| EPS | 43.8 | 27.5 |  | 21.9 |  | 64.0 | 92.8 |  |

- For Q4FY10E, we expect BHEL to report net sales of Rs. 13274 crore, an increase of $26 \%$ YoY. We expect robust growth both in EBDTA \& PAT on account of decline in commodity prices \& lower wage bill. Order book for BHEL is around Rs. 1350000 Crore. We belive BHEL to fall short of its target of Rs. 55000 crore of Order inflow .

BGRENERGY
BUY
CMP: 547
P/E: 23.8

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1041.0 | 718.0 | $45.0 \%$ | 635.0 | $63.9 \%$ | 1930.0 | 2453.7 | $27.1 \%$ |
| EBITDA | 128.7 | 83.6 | $53.9 \%$ | 71.4 | $80.2 \%$ | 209.0 | 299.8 | $43.4 \%$ |
| Net Profit | 72.5 | 47.0 | $54.2 \%$ | 41.9 | $73.0 \%$ | 115.0 | 165.2 | $43.6 \%$ |
| OPM | $12.4 \%$ | $11.6 \%$ | $6.2 \%$ | $11.2 \%$ | $9.9 \%$ | $10.8 \%$ | $12.2 \%$ | $12.8 \%$ |
| NPM | $7.0 \%$ | $6.5 \%$ | $6.3 \%$ | $6.6 \%$ | $5.5 \%$ | $6.0 \%$ | $6.7 \%$ | $13.0 \%$ |
| EPS | 10.1 | 6.5 |  | 5.8 |  | 16.0 | 23.0 |  |

- We expect BGR Energy to report robust result for Q4FY10. Top line to grew by $45 \%$ and bottam line by $54 \%$.. Order book of company is robust around Rs. 11609 crore.

CROMPTONGREAVES
BUY
CMP: 271
P/E: 19.4

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 2788.2 | 2460.0 | $13.3 \%$ | 2246.4 | $24.1 \%$ | 8737.4 | 9523.6 | $9.0 \%$ |
| EBITDA | 422.5 | 327.9 | $28.8 \%$ | 320.0 | $32.0 \%$ | 994.8 | 1285.7 | $29.2 \%$ |
| Net Profit | 221.4 | 193.8 | $14.2 \%$ | 199.6 | $10.9 \%$ | 559.9 | 759.8 | $35.7 \%$ |
| OPM | $15.2 \%$ | $13.3 \%$ | $13.7 \%$ | $14.2 \%$ | $6.4 \%$ | $11.4 \%$ | $13.5 \%$ | $18.6 \%$ |
| NPM | $7.9 \%$ | $7.9 \%$ | $0.8 \%$ | $8.9 \%$ | $-10.7 \%$ | $6.4 \%$ | $8.0 \%$ | $24.5 \%$ |
| EPS | 3.5 | 3.0 |  | 3.1 |  | 8.7 | 11.8 |  |

- CGL to report Rs. 2788 crore of revenue, an increase of $13.3 \%$. OPM continue to rise from $13.3 \%$ to $15.2 \%$. Net Profit is expected at Rs. 221.4.
- In terms of order inflow, CGL has bagged close to Rs. 1000 Crore worth of domestic order. Consolidated order book is around Rs. 6500 Crore.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 12353.4 | 10469.0 | $18.0 \%$ | 8071.4 | $53.1 \%$ | 40187.0 | 42196.4 | $5.0 \%$ |
| EBITDA | 1538.0 | 1264.6 | $21.6 \%$ | 956.1 | $60.9 \%$ | 4665.8 | 5443.3 | $16.7 \%$ |
| Net Profit | 1202.0 | 1084.6 | $10.8 \%$ | 696.3 | $72.6 \%$ | 2918.1 | 3547.9 | $21.6 \%$ |
| OPM | $12.5 \%$ | $12.1 \%$ | $3.1 \%$ | $11.8 \%$ | $5.1 \%$ | $11.6 \%$ | $12.9 \%$ | $11.1 \%$ |
| NPM | $9.7 \%$ | $10.4 \%$ | $-6.1 \%$ | $8.6 \%$ | $12.8 \%$ | $7.3 \%$ | $8.4 \%$ | $15.8 \%$ |
| EPS | 18.5 | 20.0 |  | - |  | 49.9 | 56.1 |  |

- We expect Q4 to be best quarter for this fiscal. We expect L\&T to report $18 \%$ increase in revenue and $10.8 \%$ jump in growth. OPM \& NPM to increase marginally.
- Total order book is around Rs. 90000 Crore. For the Quarter L\&T has bagged disclosed order worth of Rs. 15000 crore.

PUNJLLOYD
NEUTRAL
CMP: 179
P/E: 45.1

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net Sales | 3490.0 | 3217.0 | $8.5 \%$ | 2904.0 | $20.2 \%$ | 11912.0 | 12225.0 | $2.6 \%$ |
| EBITDA | 105.0 | -87.0 | $182.0 \%$ | 210.0 | $-50.0 \%$ | 302.0 | 822.0 | $172.2 \%$ |
| Net Profit | -69.0 | -261.0 | $73.0 \%$ | 15.0 | $560.0 \%$ | 123.0 | 122.8 | $-0.2 \%$ |
| OPM | $3.0 \%$ | $-2.7 \%$ | $-211.2 \%$ | $7.2 \%$ | $-58.4 \%$ | $2.5 \%$ | $6.7 \%$ | $165.2 \%$ |
| NPM | $-2.0 \%$ | $-8.1 \%$ | $-75.6 \%$ | $0.5 \%$ | $-482.8 \%$ | $1.0 \%$ | $1.0 \%$ | $-2.7 \%$ |
| EPS | -2.3 | -7.9 |  | 0.5 |  | -7.0 | 4.0 |  |

- We expect PLL to report moderate numbers for Q4FY10. Net sales to grow by 8.5\%. EBIDTA to grow higher on account fo base affect. PLL to report loss ( excl extraordinary income) on bottom line due to Rs. 160 crore fine impose on its UK Subsidary Simon Carves for delays in Completing a Project in UK. Order book is likely to be robust around Rs. 25000 Crore.
- PLL has sold its entire stake in Pipavav shipyard for the consideration of Rs. 656 Crore.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| Net Sales | 2676.0 | 2368.0 | $13.0 \%$ | 1834.0 | $45.9 \%$ | 9286.0 | 9843.0 | $6.0 \%$ |
| EBITDA | 451.7 | 334.1 | $35.2 \%$ | 330.0 | $36.9 \%$ | 989.0 | 1110.0 | $12.2 \%$ |
| Net Profit | 293.0 | 225.0 | $30.2 \%$ | 236.0 | $24.2 \%$ | 610.0 | 748.0 | $22.6 \%$ |
| OPM | $16.9 \%$ | $14.1 \%$ | $19.6 \%$ | $18.0 \%$ | $-6.2 \%$ | $10.7 \%$ | $11.3 \%$ | $5.9 \%$ |
| NPM | $10.9 \%$ | $9.5 \%$ | $15.2 \%$ | $12.9 \%$ | $-14.9 \%$ | $6.6 \%$ | $7.6 \%$ | $15.7 \%$ |
| EPS | 8.7 | 6.7 |  | - |  | 18.1 | 22.2 |  |

- We expect Siemens to post $13 \%$ growth in sales \& $30 \%$ jump in PAT. OPM \& NPM are expected to increase of decline in commodity prices.
- Order book iis likely to be robust around Rs. 13605 Crore.
- Siemens India has plan Rs. 1600 Cr capex for next three years, forey into manufacturing of Wind turbines.

CMP: 75.4
P/E: 31.5

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | ---: | :---: | ---: | ---: | ---: | ---: |
| Net Sales | 9668.0 | 9121.0 | $6.0 \%$ | 5590.0 | $73.0 \%$ | 26081.0 | 24203.0 | $-7 \%$ |
| EBITDA | 652.0 | 490.0 | $33.1 \%$ | 248.0 | $162.9 \%$ | 2791.0 | 812.0 | $-71 \%$ |
| Net Profit | 320.0 | 264.0 | $21.2 \%$ | 14.0 | $2185.7 \%$ | 1325.0 | -436.0 | $-133 \%$ |
| OPM | $6.7 \%$ | $5.4 \%$ | $25.5 \%$ | $4.4 \%$ | $52.0 \%$ | $10.7 \%$ | $3.4 \%$ | $-69 \%$ |
| NPM | $3.3 \%$ | $2.9 \%$ | $14.4 \%$ | $0.3 \%$ | $1221.6 \%$ | $5.1 \%$ | $-1.8 \%$ | $-135 \%$ |
| EPS | 2.3 | 2.7 |  | 0.5 |  | 2.9 | -3.1 |  |

- We expect SUZLON to report 6\% increase in sale and $21 \%$ growth in PAT. We have assumed sales of 910 MW for Q4FY10.

CMP: 708
P/E: 35.1

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1006.7 | 923.6 | $9.0 \%$ | 726.3 | $38.6 \%$ | 3211.1 | 2923.6 | $-9.0 \%$ |
| EBITDA | 111.7 | 108.6 | $2.9 \%$ | 67.4 | $65.7 \%$ | 361.1 | 300.0 | $-16.9 \%$ |
| Net Profit | 40.8 | 93.0 | $-56.1 \%$ | 56.5 | $-27.8 \%$ | 285.0 | 198.0 | $-30.5 \%$ |
| OPM | $11.1 \%$ | $11.8 \%$ | $-5.6 \%$ | $9.3 \%$ | $19.6 \%$ | $11.2 \%$ | $10.3 \%$ | $-8.8 \%$ |
| NPM | $4.1 \%$ | $10.1 \%$ | $-59.8 \%$ | $7.8 \%$ | $-47.9 \%$ | $8.9 \%$ | $6.8 \%$ | $-23.7 \%$ |
| EPS | 7.0 | 7.9 |  | 4.7 |  | 24.1 | 20.2 |  |

- Thermax's Bottam line will be impacted due to payment of Rs. 42.5 Crore for four quarters to US based Purolite International in out of court settlement. Sales \& EBIDTA to grow by $9 \%$ and $3 \%$ respectively. Consolidated order stands at Rs. 5610 Crore.
- Thermax has enter into JV with B\&W to venture in Engineer, manufacturing \& supply of super critical boilers.
- Thermax to hold 51\% stake in JV.

TRF
NEUTRAL
CMP: 958
P/E: 15.6

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 323.5 | 239.5 | $35.1 \%$ | 282.2 | $14.7 \%$ | 723.8 | 926.5 | $28.0 \%$ |
| EBITDA | 44.6 | 37.2 | $19.9 \%$ | 39.7 | $12.4 \%$ | 74.0 | 109.0 | $47.5 \%$ |
| Net Profit | 25.6 | 24.4 | $4.9 \%$ | 24.7 | $3.4 \%$ | 40.5 | 69.7 | $72.2 \%$ |
| OPM | $13.8 \%$ | $15.5 \%$ | $-11.2 \%$ | $14.1 \%$ | $-2.0 \%$ | $10.2 \%$ | $11.8 \%$ | $15.2 \%$ |
| NPM | $7.9 \%$ | $10.2 \%$ | $-22.3 \%$ | $8.8 \%$ | $-9.8 \%$ | $5.6 \%$ | $7.5 \%$ | $34.5 \%$ |
| EPS | 23.2 | 22.1 |  | 22.5 |  | 36.8 | 63.4 |  |

- TRF to report $35 \%$ increase in sales \& 5\% jump in net profit for Q4FY10.
- TRF acquires UK based Hewitt Robines for consideration of 3 million pounds.
- TRF is sitting on order book around Rs. 1400-1500 Crore.
$A B B$ is december ending Quarter

FERTILIZER SECTOR

D E EPAK FERTILZER
P/E: 6.4

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 418.0 | 327.0 | $27.8 \%$ | 362.08 | $15.4 \%$ | 1388.0 | 1369.0 | $-1.4 \%$ |
| EBITDA | 86.4 | 67.9 | $27.3 \%$ | 58.5 | $47.6 \%$ | 268.0 | 298.8 | $11.5 \%$ |
| Net Profit | 44.6 | 39.8 | $12.2 \%$ | 52.9 | $-15.6 \%$ | 151.0 | 172.0 | $13.9 \%$ |
| OPM | $20.7 \%$ | $20.8 \%$ | $-0.4 \%$ | $16.2 \%$ | $27.8 \%$ | $19.3 \%$ | $21.8 \%$ | $13.0 \%$ |
| NPM | $10.7 \%$ | $12.2 \%$ | $-12.2 \%$ | $14.6 \%$ | $-26.9 \%$ | $10.9 \%$ | $12.6 \%$ | $15.5 \%$ |
| EPS | 4.2 | 4.5 |  | 3.8 |  | 16.9 | 17.4 |  |

- We expect top line is likely to grow by $27 \%$ (YoY )and Net profit will register the growth of $12.2 \%$ YoY basis. As there was plant shut down during the previous quarter QoQ numbers are not comparable.

TATACHEMICAL
ACCUMULATE
CMP: 323
P/E: 11.6

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | ---: | ---: | ---: |
| Net Sales | 2216.0 | 1818.0 | $21.9 \%$ | 2649.0 | $-16.3 \%$ | 12153.0 | 9391.0 | $-22.7 \%$ |
| EBITDA | 409.9 | 215.6 | $90.1 \%$ | 534.0 | $-23.2 \%$ | 1754.8 | 1648.0 | $-6.1 \%$ |
| Net Profit | 123.7 | 67.8 | $82.4 \%$ | 246.3 | $-49.8 \%$ | 648.0 | 652.3 | $0.7 \%$ |
| OPM | $18.5 \%$ | $11.9 \%$ | $56.0 \%$ | $20.2 \%$ | $-8.2 \%$ | $14.4 \%$ | $17.5 \%$ | $21.5 \%$ |
| NPM | $5.6 \%$ | $3.7 \%$ | $49.6 \%$ | $9.3 \%$ | $-40.0 \%$ | $5.3 \%$ | $6.9 \%$ | $30.3 \%$ |
| EPS | 5.3 | 2.9 |  | 10.5 |  | 26.6 | 27.8 |  |

- We expect sales will increase by $22 \%$ YoY and profit margin will increase to $18 \%$ during the quarter on the back of stability in prices. The annual number of the company is not comparable on the back of spike in chemical prices and raw material prices company will post operating margin of $17 \%$ for FY 2010.

UNITED PHOS
P/E: 13.3

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | ---: | ---: | ---: |
| Net Sales | 1444.0 | 1351.2 | $6.9 \%$ | 1111.2 | $30.0 \%$ | 4802.1 | 5288.1 | $10.1 \%$ |
| EBITDA | 307.4 | 294.3 | $4.4 \%$ | 194.2 | $58.3 \%$ | 934.8 | 1026.5 | $9.8 \%$ |
| Net Profit | 165.6 | 150.7 | $9.8 \%$ | 64.1 | $158.3 \%$ | 485.0 | 508.3 | $4.8 \%$ |
| OPM | $21.3 \%$ | $21.8 \%$ | $-2.3 \%$ | $17.5 \%$ | $21.8 \%$ | $19.5 \%$ | $19.4 \%$ | $-0.3 \%$ |
| NPM | $11.5 \%$ | $11.2 \%$ | $2.8 \%$ | $5.8 \%$ | $98.8 \%$ | $10.1 \%$ | $9.6 \%$ | $-4.8 \%$ |
| EPS | 3.8 | 3.7 |  | 1.5 |  | 10.4 | 11.6 |  |

- It was a year of weather uncertainty across the globe there was irregular rain in India during the earlier part of the year and heavy winter in Europe at the end of the year will impact the performance of the company this year as performance of Q4 is dependent on the companies performance in Europe which contributes around $40 \%$ of the total revenue which is likely to remain flat during the Q4 FY10. The company is operating at $21 \%$ margin on quarterly basis and 19.5\% on yearly basis.

FMCG SECTOR

D A B U R
UNDERPERFORMER
CMP: 166
P/E: 29.1

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 838.9 | 731.5 | $14.7 \%$ | 926.0 | $-9.4 \%$ | 2805.4 | 3355.9 | $19.6 \%$ |
| EBITDA | 165.0 | 136.6 | $20.8 \%$ | 179.9 | $-8.3 \%$ | 491.6 | 650.7 | $32.4 \%$ |
| Net Profit | 126.4 | 104.3 | $21.2 \%$ | 137.8 | $-8.2 \%$ | 391.2 | 494.7 | $26.5 \%$ |
| OPM | $19.7 \%$ | $18.7 \%$ | $5.4 \%$ | $19.4 \%$ | $1.2 \%$ | $17.5 \%$ | $19.4 \%$ | $10.7 \%$ |
| NPM | $15.1 \%$ | $14.3 \%$ | $5.7 \%$ | $14.9 \%$ | $1.3 \%$ | $13.9 \%$ | $14.7 \%$ | $5.7 \%$ |
| EPS | 1.5 | 1.2 |  | 1.6 |  | 4.5 | 5.7 |  |

- Revenue of the company will increase by $14.7 \%$ YoY basis and net profit will register the growth of $20 \%$.Operating profit will remain considerably flat around $19.7 \%$ on QoQ basis. The Company will post top line growth of $19.6 \%$ for FY 10 mainly attributed to volume in domestic and international markets. The EPS for FY 10 will be 5.7 against 4.5 for FY 9 .

H U L
OUTPERFORMER
CMP: 225
P/E: 22.4

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 4212.0 | 3988.3 | $5.6 \%$ | 4504.0 | $-6.5 \%$ | 20239.0 | 17420.0 | $-13.9 \%$ |
| EBITDA | 604.2 | 509.5 | $18.6 \%$ | 780.9 | $-22.6 \%$ | 2835.0 | 2704.0 | $-4.6 \%$ |
| Net Profit | 475.1 | 486.2 | $-2.3 \%$ | 614.9 | $-22.7 \%$ | 2517.0 | 2168.0 | $-13.9 \%$ |
| OPM | $14.3 \%$ | $12.8 \%$ | $12.3 \%$ | $17.3 \%$ | $-17.3 \%$ | $14.0 \%$ | $15.5 \%$ | $10.8 \%$ |
| NPM | $11.3 \%$ | $12.2 \%$ | $-7.5 \%$ | $13.7 \%$ | $-17.4 \%$ | $12.4 \%$ | $12.4 \%$ | $0.1 \%$ |
| EPS | 2.3 | 1.8 |  | 2.8 |  | 11.5 | 10.0 |  |

- WE expect company will post $5.6 \%$ sales growth on YoY basis. Company's margin on QoQ basis is likely to be affected by the intense price war in detergent segment between big players of the sector. The price war is not likely to spread over the other segment in near future and company is likely to report EPS of 10.1 for FY 10.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 633.5 | 561.2 | $12.9 \%$ | 669.6 | $-5.4 \%$ | 2388.4 | 2692.0 | $12.7 \%$ |
| EBITDA | 89.9 | 58.3 | $54.3 \%$ | 98.8 | $-9.0 \%$ | 289.0 | 376.2 | $30.2 \%$ |
| Net Profit | 51.9 | 44.4 | $16.9 \%$ | 62.2 | $-16.6 \%$ | 201.1 | 232.2 | $15.5 \%$ |
| OPM | $14.2 \%$ | $10.4 \%$ | $36.7 \%$ | $14.8 \%$ | $-3.8 \%$ | $12.1 \%$ | $14.0 \%$ | $15.5 \%$ |
| NPM | $8.2 \%$ | $7.9 \%$ | $3.5 \%$ | $9.3 \%$ | $-11.8 \%$ | $8.4 \%$ | $8.6 \%$ | $2.5 \%$ |
| EPS | 0.9 | 1.0 | $-16.7 \%$ | 0.7 | $-122.8 \%$ | 3.1 | 3.8 |  |

- Top line of the company is likely to grow at $12.7 \%$ for FY 10 led by domestic sales and increased revenue from Kaya skin clinic. The company will register the operating margin of $14 \%$ for FY 10 against $12 \%$ for FY 09 on the back of lower prices of raw material like copra and sunflower. The Quarterly revenue and the bottom-line will post the growth of $13 \%$ and $17 \%$ respectively.

INFORMATION TECHNOLOGY SECTOR

ALLIED DIGITALSERVICES LTD.
P/E: 8.6

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 201.5 | 146.2 | $37.8 \%$ | 178.8 | $12.7 \%$ | 552.5 | 705.6 | $27.7 \%$ |
| EBITDA | 39.5 | 25.9 | $52.4 \%$ | 35.6 | $10.9 \%$ | 101.6 | 138.4 | $36.3 \%$ |
| Net Profit | 30.6 | 22.0 | $38.7 \%$ | 27.7 | $10.3 \%$ | 81.0 | 106.9 | $32.0 \%$ |
| OPM | $19.6 \%$ | $17.7 \%$ | $1.9 \%$ | $19.9 \%$ | $-0.3 \%$ | $18.4 \%$ | $19.6 \%$ | $1.2 \%$ |
| NPM | $15.2 \%$ | $15.1 \%$ | $0.1 \%$ | $15.5 \%$ | $-0.3 \%$ | $14.7 \%$ | $15.1 \%$ | $0.5 \%$ |
| EPS | 6.6 | 6.1 |  | 6.2 |  |  |  |  |

- After reporting strong numbers in Q3FY10, we expect ADSL to continue with its growth story and report a higher growth in this quarter. The robust order book at the end of Q3FY10 justifies this high expectation. The net profit margin might be under pressure due to higher depreciation cost but higher interest income from high levels of cash and equivalents will tend to offset the same. On a yearly basis, ADSL should report a stellar growth and we expect the company to do so going forward as well.

HCLTECHNOLOGY
ACCUMULATE
CMP: 347
P/E: 18.8

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | ---: | :---: | ---: | ---: | ---: | ---: |
| Net Sales | 3060.0 | 2861.5 | $6.9 \%$ | 3032.5 | $0.9 \%$ | 7682.0 | 9124.0 | $18.8 \%$ |
| EBITDA | 661.0 | 610.4 | $8.3 \%$ | 638.6 | $3.5 \%$ | 1662.0 | 1972.0 | $18.7 \%$ |
| Net Profit | 307.0 | 216.4 | $41.9 \%$ | 295.6 | $3.9 \%$ | 944.0 | 925.0 | $-2.0 \%$ |
| OPM | $21.6 \%$ | $21.3 \%$ | $0.3 \%$ | $21.1 \%$ | $0.5 \%$ | $21.6 \%$ | $21.6 \%$ | $0.0 \%$ |
| NPM | $10.0 \%$ | $7.6 \%$ | $2.5 \%$ | $9.7 \%$ | $0.3 \%$ | $56.8 \%$ | $10.1 \%$ | $-46.7 \%$ |
| EPS | 4.5 | 3.2 |  | 4.4 |  |  |  |  |

- HCL Technologies had a lull December quarter. There were no significant deal wins and we expect the previous quarter to be similar in terms of revenue growth. The margins might improve marginally owing to decrease in forex losses and measures to reduce SG\&A expenses. However, on a YoY basis, HCL will continue to report better results. The hedging losses will end after the next quarter and we expect a significant margin improvement thereafter.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 5865.0 | 5635.0 | $4.1 \%$ | 5741.0 | $2.2 \%$ | 21693.0 | 22663.0 | $4.5 \%$ |
| EBITDA | 2038.0 | 1891.0 | $7.8 \%$ | 2037.0 | $0.0 \%$ | 7193.0 | 7876.0 | $9.5 \%$ |
| Net Profit | 1605.0 | 1613.0 | $-0.5 \%$ | 1582.0 | $1.5 \%$ | 5988.0 | 6254.0 | $4.4 \%$ |
| OPM | $34.7 \%$ | $33.6 \%$ | $1.2 \%$ | $35.5 \%$ | $-0.7 \%$ | $33.2 \%$ | $34.8 \%$ | $1.6 \%$ |
| NPM | $27.4 \%$ | $28.6 \%$ | $-1.3 \%$ | $27.6 \%$ | $-0.2 \%$ | $27.6 \%$ | $27.6 \%$ | $0.0 \%$ |
| EPS | 28.3 | 28.2 |  | 27.7 |  |  |  |  |

- At the end of Q3FY10, Infosys revised its annual guidance cautiously. However, we expect the company to beat its upper end guidance again and report a sequential growth of over $2 \%$. The operating margin is expected to decline by 80-100 bps due to net effect of addition of fresh hires, rupee appreciation and better utilization. On the whole, we expect an annual growth of $4-5 \%$ in sales and net profit of Infosys Technologies and a positive outlook for FY2011 from the management.

ZENSARTECHNOLOGIES
BUY
CMP: 281
P/E: 5.0

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| Net Sales | 246.1 | 214.8 | $14.6 \%$ | 239.7 | $2.7 \%$ | 908.1 | 966.2 | $6.4 \%$ |
| EBITDA | 43.2 | 28.4 | $52.1 \%$ | 43.4 | $-0.4 \%$ | 118.9 | 172.9 | $45.4 \%$ |
| Net Profit | 30.7 | 23.0 | $33.4 \%$ | 32.5 | $-5.4 \%$ | 86.2 | 130.7 | $51.6 \%$ |
| OPM | $17.6 \%$ | $13.2 \%$ | $4.3 \%$ | $18.1 \%$ | $-0.5 \%$ | $13.1 \%$ | $17.9 \%$ | $4.8 \%$ |
| NPM | $12.5 \%$ | $10.7 \%$ | $1.8 \%$ | $13.6 \%$ | $-1.1 \%$ | $9.5 \%$ | $13.5 \%$ | $4.0 \%$ |
| EPS | 14.2 | 9.6 |  | 13.6 |  |  |  |  |

- We expect Zensar to end this year on a healthy note with revenue and profits exceeding its revised yearly guidance. The quarterly revenues will grow sequentially. However, the increased spending on marketing and sales might lead to a 50-60 bps decline in EBITDA margin. Higher tax rate might also lead to a further decline in net profit margin. During the current year, the company has increased its operating efficiencies and should continue to deliver much higher margins on a YoY basis


## ACCUMULATE

CMP: 1255
P/E: 12.9

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 2450.0 | 1262.7 | $94.0 \%$ | 2216.7 | $10.5 \%$ | 5688.5 | 7968.5 | $40.1 \%$ |
| EBITDA | 1519.0 | 555.1 | $173.7 \%$ | 1353.7 | $12.2 \%$ | 2734.2 | 4687.3 | $71.4 \%$ |
| Net Profit | 1264.3 | 551.5 | $129.3 \%$ | 1148.7 | $10.1 \%$ | 2682.4 | 4112.1 | $53.3 \%$ |
| OPM | $62.0 \%$ | $44.0 \%$ | $18.0 \%$ | $61.1 \%$ | $0.9 \%$ | $48.1 \%$ | $58.8 \%$ | $10.8 \%$ |
| NPM | $51.6 \%$ | $43.7 \%$ | $7.9 \%$ | $51.8 \%$ | $-0.2 \%$ | $47.2 \%$ | $51.6 \%$ | $4.5 \%$ |
| EPS | 29.9 | 13.1 |  | 27.2 |  | 63.5 | 97.3 |  |

- Zinc prices have risen 75\% and Lead by 67\% from around Rs 72000/tonne to Rs 125000/tonne on YoY basis and therefore YoY numbers show glossy picture. On QoQ basis, Zinc and Lead prices were almost flat. Company Margins are expected to be excellent due to rise in realization. Hindustan Zinc is set to become the world's largest producer of Zinc-Lead once its expansion goes on stream by July-August 2010. The company is expanding its capacity from 0.762 mn tonnes to 1.064 mn tonnes.

J S W S TEEL
OUTPERFORMER
CMP: 1260
P/E: 14.1

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | ---: | :---: | ---: | ---: | ---: | ---: | ---: |
| Net Sales | 5113.5 | 3275.0 | $56.1 \%$ | 4587.7 | $11.5 \%$ | 14001.3 | 18148.9 | $29.6 \%$ |
| EBITDA | 1253.7 | 503.4 | $149.0 \%$ | 1222.2 | $2.6 \%$ | 2302.4 | 4632.4 | $101.2 \%$ |
| Net Profit | 369.3 | 49.2 | $650.7 \%$ | 514.2 | $-28.2 \%$ | 833.8 | 1675.1 | $100.9 \%$ |
| OPM | $24.5 \%$ | $15.4 \%$ | $9.1 \%$ | $26.6 \%$ | $-2.1 \%$ | $16.4 \%$ | $25.5 \%$ | $9.1 \%$ |
| NPM | $7.2 \%$ | $1.5 \%$ | $5.7 \%$ | $11.2 \%$ | $-4.0 \%$ | $6.0 \%$ | $9.2 \%$ | $3.3 \%$ |
| EPS | 19.7 | 2.6 |  | 27.5 |  | 44.6 | 89.5 |  |

- JSW Q4 and FY10 EBIDTA and PAT is likely to increase largely on YoY basis, amid 50\% higher production and sales, $20 \%$ higher realisations and lower raw material cost. Company had guided $70 \%$ higher sales volume for FY10 in previous year. JSW saleable steel in FY09 was 3.42 mn tonnes and is expected to be 5.8 mn tonnes in FY10. Net Sales in FY10 is expected tro grow by only $30 \%$ despite higher sales volume, due to lower realizations. Average Blended Realization for FY10 is expected to be Rs 29700 Rs /Tonne in comparison with 37700 Rs/ Tonne in FY09.

SAIL
NOT RATED
CMP: 255
P/E: 20.8

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 11900.0 | 12057.8 | $-1.3 \%$ | 9697.1 | $22.7 \%$ | 43702.8 | 40604.8 | $-7.1 \%$ |
| EBITDA | 3048.1 | 2658.1 | $14.7 \%$ | 2985.2 | $2.1 \%$ | 8517.8 | 11373.4 | $33.5 \%$ |
| Net Profit | 1733.9 | 1477.0 | $17.4 \%$ | 1675.6 | $3.5 \%$ | 6164.6 | 6399.1 | $3.8 \%$ |
| OPM | $25.6 \%$ | $22.0 \%$ | $3.6 \%$ | $30.8 \%$ | $-5.2 \%$ | $19.5 \%$ | $28.0 \%$ | $8.5 \%$ |
| NPM | $14.6 \%$ | $12.2 \%$ | $2.3 \%$ | $17.3 \%$ | $-2.7 \%$ | $14.1 \%$ | $15.8 \%$ | $1.7 \%$ |
| EPS | 4.2 | 3.6 |  | 2.5 |  | 15.0 | 12.3 |  |

- Sales volume is expected to grow by $10 \%$ QoQ, but realisations to come down by $15 \%$. Management guided that this quarter sales to be around 3.3 to 3.4 mn tonnes vs 2.95 mnt of steel sold in Q3FY10 as demand is picking up and prices have bottomed out. Average Realization for FY10 is expected to be Rs 34000 Rs /Tonne in comparison with 39400 Rs/ Tonne in FY09.

TATASTEEL (STANDALONE)
ACCUMULATE
CMP: 685
P/E: 17.0

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 7153.6 | 6209.1 | $15.2 \%$ | 6307.5 | $13.4 \%$ | 24027.0 | 24644.9 | $-2.5 \%$ |
| EBITDA | 2394.6 | 1934.8 | $23.8 \%$ | 2156.9 | $11.0 \%$ | 9316.8 | 8215.9 | $13.4 \%$ |
| Net Profit | 1386.6 | 1459.3 | $-5.0 \%$ | 1191.8 | $16.3 \%$ | 5400.3 | 4270.9 | $26.4 \%$ |
| OPM | $33.5 \%$ | $31.2 \%$ | $2.3 \%$ | $34.2 \%$ | $-0.7 \%$ | $38.8 \%$ | $33.3 \%$ | $-5.4 \%$ |
| NPM | $19.4 \%$ | $23.5 \%$ | $-4.1 \%$ | $18.9 \%$ | $0.5 \%$ | $22.5 \%$ | $17.3 \%$ | $-5.1 \%$ |
| EPS | 15.6 | 20.0 |  | 13.4 |  | 74.0 | 50.0 |  |

- Tata Steel is expected to show fairly good performance on standalone basis. Saleable Steel production is expected to rise by $18 \%$ to 6.44 Mnt and Sales Volumes by $16 \%$ to 6.1 Mnt in FY10. Average Realisation is expected to fall by $14 \%$ to 37500 in FY10. For Q4FY10, Topline is expected to $10 \%$ amid higher sales volumes and realisations. Steel prices and its Raw Materiial prices have bottomed out March-April 2009 and since then we are seeing improvement


## OIL \& GAS SECTOR

DEEPINDUSTRIES
NEUTRAL
CMP: 115
P/E: 15.8

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 13.2 | 10.9 | $20.9 \%$ | 15.07 | $-12.5 \%$ | 33.5 | 53.8 | $60.6 \%$ |
| EBITDA | 7.6 | 5.8 | $30.4 \%$ | 8.2 | $-8.0 \%$ | 19.5 | 32.1 | $64.6 \%$ |
| Net Profit | 3.6 | 1.2 | $196.5 \%$ | 3.9 | $-9.2 \%$ | 7.6 | 14.6 | $92.1 \%$ |
| OPM | $57.4 \%$ | $53.2 \%$ | $7.9 \%$ | $54.5 \%$ | $5.0 \%$ | $58.2 \%$ | $59.7 \%$ | $2.6 \%$ |
| NPM | $27.0 \%$ | $11.0 \%$ | $145.5 \%$ | $26.0 \%$ | $3.7 \%$ | $22.7 \%$ | $27.1 \%$ | $19.4 \%$ |
| EPS | 1.8 | 0.6 |  | 2.0 |  | 3.8 | 7.3 |  |

- Cuurent order book is at Rs. 170 crores compared to Rs. 140 crores on YoY basis which is to be executed in a span of 2-3 years. Singrauli is likely to start production from Q1FY11. We expect volumes to remain flat in Q4FY10.

GUJARATGAS
BUY
CMP: 291
P/E: 17.8

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 419.2 | 305.7 | $37.1 \%$ | 386.1 | $8.6 \%$ | 1419 | 1900 | $33.9 \%$ |
| EBITDA | 83.5 | 55.5 | $50.4 \%$ | 76.9 | $8.6 \%$ | 279 | 346 | $24.0 \%$ |
| Net Profit | 49.7 | 29.0 | $71.3 \%$ | 45.9 | $8.2 \%$ | 174 | 213 | $22.4 \%$ |
| OPM | $19.9 \%$ | $14.5 \%$ | $37.2 \%$ | $19.9 \%$ | $0.0 \%$ | $19.7 \%$ | $18.2 \%$ | $-7.6 \%$ |
| NPM | $11.9 \%$ | $7.8 \%$ | $52.6 \%$ | $11.9 \%$ | $0.0 \%$ | $12.3 \%$ | $11.2 \%$ | $-8.9 \%$ |
| EPS | 3.8 | 2.2 |  | 3.5 |  | 13.4 | 16.4 |  |

- Volume growth is expected in March 2010 with addition of new PNG customers. Total gas pipeline network is of 3300 kms. The company is awaiting for PNGRB approval to set up further CNG stations in Bharuch . The company has received KG D 6 allocation of 0.6 mmscmd

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 304.0 | 131.9 | $130.5 \%$ | 268.5 | $13.2 \%$ | 487.5 | 1037.7 | $112.9 \%$ |
| EBITDA | 286.5 | 112.8 | $153.9 \%$ | 253.2 | $13.2 \%$ | 424.5 | 915.3 | $115.6 \%$ |
| Net Profit | 130.6 | 34.8 | $275.3 \%$ | 115.4 | $13.2 \%$ | 123.4 | 387.0 | $213.6 \%$ |
| OPM | $94.2 \%$ | $85.5 \%$ | $10.2 \%$ | $94.3 \%$ | $-0.1 \%$ | $87 \%$ | $88 \%$ | $1.1 \%$ |
| NPM | $43.0 \%$ | $26.4 \%$ | $62.9 \%$ | $43.0 \%$ | $0.0 \%$ | $25 \%$ | $37 \%$ | $48.0 \%$ |
| EPS | 2.3 | 0.6 |  | 2.1 |  | 2.2 | 6.9 |  |

- The company is in a process of increasing its pipeline network from 1420 kms to 2200 kms in phases covering more than 25 districts of Gujarat. Currently, gas volumes are 35.1 mmscmd which will reach nearly 41 mmscmd by 2011E. This will improve the volumes going forward.

IGL
CMP: 226
P/E: 13.7

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 317.6 | 228.5 | $39.0 \%$ | 286.3 | $10.9 \%$ | 852.8 | 1111.7 | $30.4 \%$ |
| EBITDA | 119.3 | 78.2 | $52.6 \%$ | 105.1 | $13.5 \%$ | 300.1 | 411.9 | $37.3 \%$ |
| Net Profit | 67.1 | 40.3 | $66.5 \%$ | 58.9 | $13.9 \%$ | 172.5 | 231.1 | $34.0 \%$ |
| OPM | $37.6 \%$ | $34.2 \%$ | $9.9 \%$ | $36.7 \%$ | $2.5 \%$ | $35.2 \%$ | $37.1 \%$ | $5.4 \%$ |
| NPM | $21.1 \%$ | $17.6 \%$ | $19.9 \%$ | $20.6 \%$ | $2.4 \%$ | $20.2 \%$ | $20.8 \%$ | $3.0 \%$ |
| EPS | 4.8 | 2.9 |  | 4.2 |  | 12.3 | 16.5 |  |

- We expect volumes to grow along with the realizations. Realisations reported till Jan were Rs. $21 / \mathrm{kg}$ which is high by $15 \%$ on QoQ basis. Domestic and commercial customer base will drive the sales volumes for Q4FY10E.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 4377.8 | 2654.9 | $64.9 \%$ | 3618.0 | $21.0 \%$ | 8428.0 | 13057.8 | $54.9 \%$ |
| EBITDA | 394.0 | 361.6 | $9.0 \%$ | 275.2 | $43.2 \%$ | 978.0 | 1196.1 | $22.3 \%$ |
| Net Profit | 192.4 | 204.4 | $-5.8 \%$ | 130.0 | $48.0 \%$ | 516.0 | 621.9 | $20.5 \%$ |
| OPM | $9.0 \%$ | $13.6 \%$ |  | $7.6 \%$ | $18.3 \%$ | $11.6 \%$ | $9.2 \%$ | $-21.1 \%$ |
| NPM | $4.4 \%$ | $7.7 \%$ |  | $3.6 \%$ | $22.3 \%$ | $6.1 \%$ | $4.8 \%$ | $-22.2 \%$ |
| EPS | 2.6 | 2.7 |  | 1.7 |  | 6.9 | 8.3 |  |

- Qatar is likely to supply 4 mmtpa of LNG to India on long term basis for 15-20 years. Intial supply is to start by 1 mmtpa from 2011 for the company's Kochi terminal. The company is in talks for further contract with Qatar. LNG volume growth is likely in this quarter which will improve the sales for Q4FY10.

SELANEXPLORATIN
ACCUMULATE
CMP: 442
P/E: 14.9

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 30.8 | 7.0 | $339.9 \%$ | 16.0 | $92.5 \%$ | 99.9 | 84.0 | $-15.9 \%$ |
| EBITDA | 24.7 | -3.9 | LTP | 11.2 | $121.5 \%$ | 75.2 | 60.5 | $-19.5 \%$ |
| Net Profit | 16.1 | -3.4 | LTP | 7.2 | $123.6 \%$ | 46.6 | 41.5 | $-10.9 \%$ |
| OPM | $80.5 \%$ | $-55.8 \%$ |  | $69.9 \%$ |  | $75.3 \%$ | $72.0 \%$ | $-4.3 \%$ |
| NPM | $52.4 \%$ | $-48.4 \%$ |  | $45.1 \%$ |  | $62.0 \%$ | $68.6 \%$ | $10.7 \%$ |
| EPS | 11.3 | -2.2 |  | 5.1 |  | 32.6 | 29.6 |  |

- Production is likely to reach at 2,75,000 barrels for FY10. The company is planning to reach at 5,00,000 barrels in 2 to 3 years. Currently the company is undertaking contour mapping of Bakrol field where they can see 10 times more potential of oil reserves. Bakrol field reserves have increased from 73.6 mn bbls to 75 mn bbls. Indroda field is yet to start drilling activity which is estimated to have huge potential.

P/E: 20.2

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 658.6 | 468.1 | $40.7 \%$ | 635.1 | $3.7 \%$ | $1,608.7$ | $2,369.5$ | $47.3 \%$ |
| EBITDA | 132.3 | 91.3 | $45.0 \%$ | 126.7 | $4.5 \%$ | 166.4 | 473.4 | $184.4 \%$ |
| Net Profit | 82.7 | 66.3 | $24.7 \%$ | 80.9 | $2.2 \%$ | 93.1 | 300.5 | $222.7 \%$ |
| OPM | $20.1 \%$ | $19.5 \%$ | $0.6 \%$ | $19.9 \%$ | $0.1 \%$ | $10.3 \%$ | $20.0 \%$ | $9.6 \%$ |
| NPM | $12.6 \%$ | $14.2 \%$ | $-1.6 \%$ | $12.7 \%$ | $-0.2 \%$ | $5.8 \%$ | $12.7 \%$ | $6.9 \%$ |
| EPS | 4.1 | 3.3 |  | 4.0 |  | 4.7 | 15.0 |  |

- Top line is expected to grow by $41 \%$ YoY primarily driven by the contract Research business and growth in the Axicorp operations in Germany. The margins are expected to marginally increase from 19.5\% to 20.1\% on account of better product mix and improvement of margins in Axicorp.

CMP: 230
P/E: 14.5

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 237.5 | 293.5 | $-19.1 \%$ | 225.5 | $5.3 \%$ | $1,062.4$ | 929.5 | $-12.5 \%$ |
| EBITDA | 57.1 | 74.6 | $-23.5 \%$ | 54.5 | $4.7 \%$ | 261.5 | 216.1 | $-17.4 \%$ |
| Net Profit | 32.14 | 76.11 | $-57.8 \%$ | 33.08 | $-2.8 \%$ | 146.7 | 128.3 | $-12.5 \%$ |
| OPM | $24.0 \%$ | $25.4 \%$ | $-1.4 \%$ | $24.2 \%$ | $-0.1 \%$ | $24.6 \%$ | $23.2 \%$ | $-1.4 \%$ |
| NPM | $13.5 \%$ | $25.9 \%$ | $-12.4 \%$ | $14.7 \%$ | $-1.1 \%$ | $13.8 \%$ | $13.8 \%$ | $0.0 \%$ |
| FDEPS | 4.0 | 9.4 |  | 4.1 |  | 18.2 | 15.9 |  |

- Dishman is expected to report degrowth of $19 \%$ in revenues for Q 4 FY 10 , on the back of inventory rationalization and fall in the revenues of CA. We expect the sales of EM API to Abbott-Solvay to normalize in 1-2 quarters. The operating margis are expected to be recored at $24 \%$ while Net Profit Margin at $13.5 \%$ for the quarter. We expect the Sales of the company to bounce back in FY11 on the back of recovery of EM supply, commencement of Fenofibrate, and revenues to start accruing from its new facilities.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 987.1 | 843.7 | $17.0 \%$ | 961.5 | $2.7 \%$ | $3,518.0$ | $3,796.5$ | $7.9 \%$ |
| EBITDA | 232.7 | 95.4 | $144.0 \%$ | 225.1 | $3.4 \%$ | 465.3 | 685.5 | $47.3 \%$ |
| Adj. Net Profit | 142.9 | 49.3 | $190.0 \%$ | 141.6 | $0.9 \%$ | 283.2 | 406.0 | $43.4 \%$ |
| OPM | $23.6 \%$ | $11.3 \%$ | $12.3 \%$ | $23.4 \%$ | $0.2 \%$ | $13.2 \%$ | $18.1 \%$ | $4.8 \%$ |
| NPM | $14.5 \%$ | $5.8 \%$ | $8.6 \%$ | $14.7 \%$ | $-0.2 \%$ | $8.0 \%$ | $10.7 \%$ | $2.6 \%$ |
| EPS | 9.7 | 3.3 |  | 9.6 |  | 19.2 | 27.5 |  |

- Jubilant's is expected to record $17 \%$ growth aided by the growth in the PLSPS segment. The operating margins and net profit margins are expected to rise substantially mainly on account of better product mix and decline in input cost. We expect revenues to further rise on normalization of supply of nuclear isotopes used in the production of Sestamibi in March 2010.

PIRAMALHEALTHCARE
OUTPERFORMER
CMP: 463
P/E: 21.2

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 997.1 | 850.9 | $17.2 \%$ | 907.7 | $9.9 \%$ | $3,281.1$ | $3,726.3$ | $13.6 \%$ |
| EBITDA | 204.4 | 147.4 | $38.6 \%$ | 180.7 | $13.1 \%$ | 536.7 | 723.8 | $34.8 \%$ |
| Net Profit | 128.3 | 98.0 | $30.9 \%$ | 136.2 | $-5.8 \%$ | 358.0 | 455.9 | $27.3 \%$ |
| OPM | $20.5 \%$ | $17.3 \%$ | $3.2 \%$ | $19.9 \%$ | $0.6 \%$ | $16.4 \%$ | $19.4 \%$ | $3.1 \%$ |
| NPM | $12.9 \%$ | $11.5 \%$ | $1.3 \%$ | $15.0 \%$ | $-2.1 \%$ | $10.9 \%$ | $12.2 \%$ | $1.3 \%$ |
| EPS | 6.1 | 4.7 |  | 6.5 |  | 17.1 | 21.8 |  |

- Piramal HC topline is expected to grow by $17 \%$ YoY to Rs 997 crs on the back of strong growth in the domestic formulations business and pick-up in the Minrad sales, though it would be impacted by the slowdown in the CRAMS business. While EBITDA margins are expected to improve by 320bp YoY mainly on account of cost savings due to closure of Huddersfield facility and improving profitability of Minrad. The bottomline is expected to see a growth of $31 \%$ mainly on account of low base due to forex losses reported a year ago.

P/E: 16.8

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 466.0 | 394.0 | $18.3 \%$ | 464.2 | $0.4 \%$ | $1,586.5$ | $1,850.5$ | $16.6 \%$ |
| EBITDA | 110.9 | 52.7 | $110.5 \%$ | 109.4 | $1.4 \%$ | 258.7 | 388.3 | $50.1 \%$ |
| Net Profit | 84.5 | 36.1 | $134.1 \%$ | 83.0 | $1.8 \%$ | 243.9 | 272.1 | $11.5 \%$ |
| OPM | $23.8 \%$ | $13.4 \%$ | $10.4 \%$ | $23.6 \%$ | $0.2 \%$ | $16.3 \%$ | $21.0 \%$ | $4.7 \%$ |
| NPM | $18.1 \%$ | $9.2 \%$ | $9.0 \%$ | $17.9 \%$ | $0.3 \%$ | $15.4 \%$ | $14.7 \%$ | $-0.7 \%$ |
| EPS | 10.0 | 4.3 |  | 9.8 |  | 28.8 | 32.2 |  |

- Topline for Torrent Pharma is expected to grow by $18 \%$ YoY, driven by the continued robust performance in domestic formulation business. Opearating margins are expected to rise to 23.8\% and Net Profit Margins to 18.1\% on improvement in high margin domestic business and improvment of margins in the overseas business.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 247.4 | - | - | 233.6 | $5.9 \%$ | - | 481.0 | - |
| EBITDA | 140.5 | - | - | 127.2 | $10.5 \%$ | - | 267.7 | - |
| Net Profit | 82.8 | - | - | 72.5 | $14.2 \%$ | - | 155.3 | - |
| OPM | $56.8 \%$ | - | - | $54.5 \%$ | $2.3 \%$ | - | $55.7 \%$ |  |
| NPM | $33.5 \%$ | - | - | $31.0 \%$ | $2.4 \%$ | - | $32.3 \%$ |  |
| EPS | 0.4 | - | - | 0.3 |  | - | 0.7 |  |

- We expect 330 MW Mundar plant commercialized during previos quarter to generate 589 MU and report PLF of $88 \%$. While we have assumed higher tariffs on a QoQ basis due to higher rates of traded power during the quarter.

N T P C
NEUTRAL
CMP: 212
P/E: 19.1

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 11744.2 | 11445.8 | $2.6 \%$ | 11183.7 | $5.0 \%$ | 41923.7 | 45713.2 | $9.0 \%$ |
| EBITDA | 3464.5 | 2219.9 | $56.1 \%$ | 3365.3 | $2.9 \%$ | 10397.8 | 1168.6 | $-88.8 \%$ |
| Net Profit | 2426.2 | 2113.4 | $14.8 \%$ | 2365.0 | $2.6 \%$ | 8201.3 | 9136.6 | $11.4 \%$ |
| OPM | $29.5 \%$ | $19.4 \%$ | $10.1 \%$ | $30.1 \%$ | $-0.6 \%$ | $24.8 \%$ | $2.6 \%$ |  |
| NPM | $20.7 \%$ | $18.5 \%$ | $2.2 \%$ | $21.1 \%$ | $-0.5 \%$ | $19.6 \%$ | $20.0 \%$ |  |
| EPS | 2.9 | 2.6 |  | 2.9 |  | 9.9 | 11.1 |  |

- We expect company to generate 57.1 billion units. During the quarter company commercialized 490 MW at Dadri and 500 MW at Kahalgoan. Full effect from Kahalgaon capacity addition will be there in Q1 FY11 as it was commisioned during end of the quarter.

| (Rs crores) | Mar-10 | Mar-09 | YoY | Dec-09 | QoQ | FY 09 | FY 10 E | YoY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 1684.8 | 1018.7 | $65.4 \%$ | 1468.1 | $14.8 \%$ | 4315.8 | 5803.9 | $34.5 \%$ |
| EBITDA | 489.8 | 193.3 | $153.4 \%$ | 517.4 | $-5.3 \%$ | 783.0 | 1680.9 | $114.7 \%$ |
| Net Profit | 213.4 | 144.6 | $47.5 \%$ | 245.6 | $-13.1 \%$ | 407.9 | 761.9 | $86.8 \%$ |
| OPM | $29.1 \%$ | $19.0 \%$ | $10.1 \%$ | $35.2 \%$ | $-6.2 \%$ | $18.1 \%$ | $29.0 \%$ |  |
| NPM | $12.7 \%$ | $14.2 \%$ | $-1.5 \%$ | $16.7 \%$ | $-4.1 \%$ | $9.5 \%$ | $13.1 \%$ |  |
| EPS | 4.5 | 3.1 | - | 5.2 |  | 8.6 | 16.1 |  |

- We expect company to bill 2880 MU during the quarter. Due to commisioning of Sugen plant during the year company witnessed significant spurt in margins as power purchase from outside decreased.


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## RATING INTERPRETATION

BUY
ACCUMULATE OUTPERFORMER UNDERPERFORMER SELL NOT RATED

Expected to appreciate more than $20 \%$ over a 12 m period
Expected to appreciate up to $20 \%$ over a 12 m period
Expected to outperform Sensex/Sector by 5 to $15 \%$
Expected to underperform Sensex/Sector by 5 to 15\%
Expected to depreciate more than $20 \%$ over a 12 m period
No specific call on the stock

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