

Q4FY11 Results Review: Slowdown in earnings; 'the funnel impact' clearly visible



Your success is our success

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Surprises

Positive

Aban Offshore
Divi's Lab
Godawari Power
Gujarat Industries Power
HPCL
Indian Oil
JK Tyre
JSW Energy
JSW Steel
Mahindra Satyam
Orient Paper
Reliance Power
Sterlite Industries

Negative

BHEL
Adani Power
Allahabad Bank
Bank of India
Bharat Bijlee
Blue Star
Chambal Fertilisers
Coromandel International
EMCO
Essel Propack
Great Offshore
India Cements
Jaiprakash Power Ventures
KSK Energy
Lanco Infratech
Reliance Communications
State Bank of India
Sterlite Tech
Tamilnadu Newsprint
Torrent Pharma
TRF
Unichem Labs
Voltas

Slowdown in earnings; 'the funnel impact' clearly visible

Apparently the overall quarterly numbers were better than expected. We expected 20.3% and 17.2% growth in Net Sales, and EBITDA from Emkay Universe* (ex- Oil & Gas and Banking); the actual turned out to be a growth of 25.2% and 21.3%. We expected EBITDA margin to decline by 53 bps, the actual turned out to be a decline of 62 bps.

PAT growth for Emkay Universe* was better at 11.3% as against expectation of 4.1% growth.

However, the PAT growth number is skewed in favour of a few companies. Excluding the top 3 / top 5 contributors to the incremental PAT, the PAT growth is significantly lower at 3.2%/-1.4%.

Sales growth for Emkay Universe excluding top 3/5 contributors to the incremental PAT was 25%/24.4%. The EBITDA growth for the same was lower at 15.9%/12.8%. PAT was lowest at 3.2%/-1.4%. The 'Funnel impact' is clearly visible if the top contributors to incremental PAT are excluded. A sign of worry going forward...

Post Q4 results; we have revised earnings of 100 companies (30 upwards, 70 downwards). We have also changed recommendation for 28 companies (12 upgraded, 16 downgraded) and changed target prices of 87 companies (44 upwards, 43 downwards).

Emkay Universe companies are estimated to show 17%, 20% and 16% growth in sales, EBITDA and PAT respectively for FY12E.

Emkay Universe is currently trading at 13.9x FY12E earnings which is at a 6% discount to consensus Sensex PE of 14.8x FY12E consensus EPS of Rs 1238.

Emkay v/s Other Indices Quarterly Analysis

Parameters ---->	Net Sales Growth	EBITDA Growth	EBITDA Margin Growth	EBIT Margin Growth	Adjusted PBT Growth	Adjusted PAT Growth	Interest Cost Growth	Tax Growth
Sensex	25.1%	23.6%	-24 bps	-92 bps	8.9%	6.6%	93.1%	93.1%
NIFTY	23.8%	20.9%	-49 bps	-113 bps	7.3%	5.9%	79.4%	79.4%
BSE 500	21.5%	24.4%	41 bps	13 bps	15.7%	14.6%	42.3%	42.3%
BSE 200	22.6%	23.8%	19 bps	-24 bps	14.6%	13.1%	51.9%	51.9%
BSE100	22.9%	20.8%	-33 bps	-76 bps	12.2%	10.5%	56.4%	56.4%
NSE Midcap	19.4%	42.2%	267 bps	293 bps	54.9%	64.0%	19.2%	19.2%
BSE 500 ex-Nifty	19.0%	29.9%	125 bps	137 bps	32.4%	32.7%	21.3%	21.3%
BSE 200 ex-Nifty	20.1%	31.4%	143 bps	145 bps	39.8%	39.5%	20.5%	20.5%
BSE 100 ex-Nifty	19.8%	20.3%	7 bps	45 bps	45.7%	43.2%	-34.0%	-34.0%
Emkay Universe	25.2%	21.3%	-62 bps	-62 bps	14.6%	11.3%	55.2%	24.1%
Emkay Large Cap	26.3%	22.1%	-71 bps	-83 bps	14.5%	10.9%	66.9%	26.4%
Emkay Mid Cap	19.8%	19.7%	-1 bps	74 bps	20.2%	20.1%	28.8%	11.2%
Emkay Small Cap	17.8%	2.7%	-206 bps	-213 bps	-8.9%	-7.6%	49.6%	-21.5%
Emkay Universe ex Top 3 Cos #	25.0%	15.9%	-158 bps	-162 bps	6.7%	3.2%	77.7%	15.9%
Emkay Universe ex Top 5 Cos #	24.4%	12.8%	-205 bps	-209 bps	2.3%	-1.4%	83.3%	14.9%
Emkay Universe ex Top 3 and Bottom 3 Cos	23.8%	17.7%	-105 bps	-91 bps	16.7%	15.2%	24.2%	19.5%
Emkay Universe ex Top 5 and Bottom 5 Cos	24.5%	17.5%	-119 bps	-113 bps	15.4%	13.3%	26.6%	23.4%

***All numbers are Ex- oil & gas and banking**

Top companies based on Contribution to incremental PAT

Top 5 companies based on Contribution to incremental PAT are Tata Motors, NTPC, BHEL, Punj Lloyd and Sterlite Industries

Bottom 5 companies based on Contribution to PAT Growth are RCOM, Tata Steel, Bharti Airtel, Ranbaxy and Lanco Infratech

Actual vs Estimated Results

Company Name	Sales (Rs mn)			EBITDA (Rs mn)			APAT (Rs mn)			EBITDA Margin (%)		
	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	bps chg
Aban Offshore	8987	8235	9%	5937	5220	14%	1968	880	124%	66%	63%	267
ACC	23982	24166	-1%	5542	5172	7%	3507	3279	7%	23%	21%	171
Adani Power	8556	8587	0%	5126	5504	-7%	1744	3019	-42%	60%	64%	-418
Allahabad Bank	11513	10598	9%	7801	8805	-11%	2576	4542	-43%	68%	83%	-1533
Ambuja Cements	22071	22057	0%	6116	5332	15%	4075	3270	25%	28%	24%	354
Andhra Bank	8615	8556	1%	7115	6504	9%	3128	3321	-6%	83%	76%	657
Apollo Tyres	17618	17546	0%	1463	1574	-7%	502	553	-9%	8%	9%	-67
Arshiya International	2344	2478	-5%	540	483	12%	216	195	11%	23%	20%	356
Ashok Leyland	38285	35828	7%	5099	4502	13%	2982	2753	8%	13%	13%	75
Asian Paints	19656	20334	-3%	2894	3711	-22%	1860	2228	-17%	15%	18%	-353
Aurobindo Pharma	11544	10699	8%	2143	2050	5%	1172	1118	5%	19%	19%	-60
Axis Bank	17010	18855	-10%	18208	18861	-3%	10201	10320	-1%	107%	100%	701
Bajaj Auto	42000	42286	-1%	8730	8469	3%	6870	6601	4%	21%	20%	76
Ballarpur Inds	11692	11800	-1%	2255	2398	-6%	492	606	-19%	19%	20%	-104
Bank of Baroda	26139	24763	6%	19458	19931	-2%	12944	11991	8%	74%	80%	-605
Bank of India	21634	20236	7%	10613	15191	-30%	3496	7327	-52%	49%	75%	-2602
Bharat Bijlee	2067	2763	-25%	77	350	-78%	46	191	-76%	4%	13%	-895
Bharti Airtel	162654	162914	0%	54442	55368	-2%	14007	16027	-13%	33%	34%	-52
BHEL	179214	178818	0%	38345	38471	0%	27980	28055	0%	21%	22%	-12
Blue Star	9156	9898	-7%	1026	1312	-22%	569	837	-32%	11%	13%	-204
BPCL	452720	399798	13%	16645	15328	9%	9352	7939	18%	4%	4%	-16
Cadila Healthcare	12129	11451	6%	2278	2371	-4%	1790	1528	17%	19%	21%	-192
Canara Bank	19729	22256	-11%	16950	15031	13%	8991	9650	-7%	86%	68%	1838
Century Plyboards	4158	3680	13%	569	849	-33%	446	266	67%	14%	23%	-940

Actual vs Estimated Results (Contd...)

Company Name	Sales (Rs mn)			EBITDA (Rs mn)			APAT (Rs mn)			EBITDA Margin (%)		
	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	bps chg
Chambal Fertilisers	8112	9100	-11%	1153	2067	-44%	415	910	-54%	14%	23%	-850
Cipla	16692	15403	8%	3021	3123	-3%	2140	2276	-6%	18%	20%	-218
Coromandel International Corporation Bank	11796	13650	-14%	667	1523	-56%	404	989	-59%	6%	11%	-550
CRISIL	7616	8054	-5%	7465	7604	-2%	3452	4289	-20%	98%	94%	360
Cummins India	1772	2024	-12%	568	912	-38%	447	577	-23%	32%	45%	-1301
DB Corp	10484	11315	-7%	1840	2231	-18%	1431	1591	-10%	18%	20%	-217
Deepak Fertilisers	3174	3015	5%	796	782	2%	450	550	-18%	25%	26%	-84
Dishman Pharma	4285	3789	13%	903	888	2%	495	458	8%	21%	23%	-237
Divi's Lab	3444	2400	44%	555	383	45%	214	62	244%	16%	16%	15
Dr. Reddy's Lab	4812	3097	55%	1939	1200	62%	1752	969	81%	40%	39%	154
eClerx Services	20173	18974	6%	4394	3131	40%	3346	2627	27%	22%	17%	528
Eicher Motors	955	942	1%	401	368	9%	398	346	15%	42%	39%	297
Elecon Engineering	13897	13653	2%	1624	1362	19%	733	639	15%	12%	10%	171
EMCO	3541	3457	2%	575	527	9%	236	203	16%	16%	15%	101
Essel Propack	3368	4366	-23%	243	350	-30%	48	128	-62%	7%	8%	-79
GAIL	3497	3643	-4%	563	669	-16%	102	192	-47%	16%	18%	-227
Glaxosmithkline Pharma	89089	87253	2%	12877	15650	-18%	7830	9760	-20%	14%	18%	-348
Glenmark Pharma	6098	5845	4%	2179	2044	7%	1863	1524	22%	36%	35%	75
Global Offshore Services	7981	7981	0%	1836	1836	0%	1091	1091	0%	23%	23%	0
GNFC	509	502	1%	218	209	4%	39	73	-47%	43%	42%	102
Godawari Power	8423	8112	4%	1253	1524	-18%	699	902	-23%	15%	19%	-390
Godrej Consumer Products	5437	2675	103%	1134	630	80%	447	272	65%	21%	24%	-268
Grasim Industries	10069	11141	-10%	1851	1713	8%	1417	1272	11%	18%	15%	301
	14258	13837	3%	4620	4691	-2%	3955	3397	16%	32%	34%	-150

Actual vs Estimated Results (Contd...)

Company Name	Sales (Rs mn)			EBITDA (Rs mn)			APAT (Rs mn)			EBITDA Margin (%)		
	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	bps chg
Great Offshore	2071	2551	-19%	657	1181	-44%	-25	410	-106%	32%	46%	-1458
Greaves Cotton	4529	4305	5%	667	703	-5%	402	423	-5%	15%	16%	-162
GSFC	11149	10781	3%	3093	2907	6%	1954	1764	11%	28%	27%	78
Gujarat Gas	5291	4935	7%	1089	1208	-10%	727	751	-3%	21%	24%	-391
Gujarat Industries Power	3093	3303	-6%	1169	1001	17%	719	390	84%	38%	30%	748
Gujarat State Petronet	2580	2804	-8%	2326	2621	-11%	1506	1289	17%	90%	94%	-336
HCL Tech	40778	40354	1%	6807	6563	4%	4390	4227	4%	17%	16%	43
HDFC Bank	28395	28027	1%	20969	20570	2%	11147	11046	1%	74%	73%	45
Hero Honda	53909	51119	5%	6528	6497	0%	5016	5407	-7%	12%	13%	-60
Hexaware Technologies	3185	3198	0%	455	428	6%	538	442	22%	14%	13%	91
Hindustan Unilever	49666	48693	2%	6465	6855	-6%	4855	4995	-3%	13%	14%	-106
HPCL	398922	375715	6%	22005	12370	78%	11363	6323	80%	6%	3%	222
HT Media	4704	4648	1%	876	882	-1%	529	471	12%	19%	19%	-34
ICICI Bank	25097	23298	8%	23053	24385	-5%	14524	14409	1%	92%	105%	-1281
ICRA	564	560	1%	236	206	15%	149	151	-1%	42%	37%	512
IL&FS Transportation	7571	2988	153%	1397	848	65%	729	522	40%	18%	28%	-994
India Cements	9979	10283	-3%	1787	2067	-14%	545	875	-38%	18%	20%	-220
Indian Oil	987227	876907	13%	57827	40697	42%	39052	23357	67%	6%	5%	122
Indo Tech	224	677	-67%	-70	-11	n.a	-77	-9	n.a	-31%	-2%	-2976
Indraprastha Gas	5108	4788	7%	1364	1293	5%	684	693	-1%	27%	27%	-30
Infinite Computer	2479	2378	4%	424	405	5%	300	306	-2%	17%	17%	7
Infosys	72500	74446	-3%	23240	24691	-6%	18180	18570	-2%	32%	33%	-111
Ipca Lab	4956	4530	9%	953	849	12%	593	495	20%	19%	19%	50
IRB Infrastructure	7670	8901	-14%	3147	3300	-5%	1577	1372	15%	41%	37%	396

Actual vs Estimated Results (Contd...)

Company Name	Sales (Rs mn)			EBITDA (Rs mn)			APAT (Rs mn)			EBITDA Margin (%)		
	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	bps chg
IVRCL	20516	21730	-6%	2165	2102	3%	908	869	4%	11%	10%	88
Jagran Prakashan	2826	2683	5%	714	745	-4%	421	433	-3%	25%	28%	-252
Jaiprakash Associates	39977	38375	4%	8249	9005	-8%	2470	3013	-18%	21%	23%	-283
Jaiprakash Power Ventures	1480	1292	15%	1231	1042	18%	172	380	-55%	83%	81%	247
JK Paper	3150	2963	6%	624	637	-2%	251	245	3%	20%	22%	-168
JK Tyre	13463	13233	2%	673	498	35%	125	14	782%	5%	4%	124
JSW Energy	14169	12793	11%	4127	3926	5%	2048	1403	46%	29%	31%	-156
JSW Steel	72833	64225	13%	16620	12814	30%	7936	4691	69%	23%	20%	287
Jubilant FoodWorks	1936	1963	-1%	330	355	-7%	193	206	-6%	17%	18%	-105
Jubilant Life Sciences	8944	8715	3%	1323	1459	-9%	771	591	31%	15%	17%	-194
Kajaria Ceramics	2819	2536	11%	427	398	7%	184	177	4%	15%	16%	-57
KSK Energy	3490	3257	7%	1168	2082	-44%	377	606	-38%	33%	64%	-3043
Lakshmi Machine Works	5390	5187	4%	692	796	-13%	442	427	4%	13%	15%	-251
Lanco Infratech	20548	23162	-11%	3984	6502	-39%	-1264	2365	-153%	19%	28%	-868
Larsen & Toubro	153842	160365	-4%	23409	21883	7%	14594	14236	3%	15%	14%	157
LIC Housing Finance	4204	3775	11%	4163	3725	12%	2913	2682	9%	99%	99%	36
Lupin	15536	14297	9%	3108	2931	6%	2272	2189	4%	20%	21%	-50
Madras Cements	6864	6815	1%	1701	1790	-5%	637	623	2%	25%	26%	-149
Mah & Mah	67782	67795	0%	8619	9798	-12%	6065	6355	-5%	13%	14%	-174
Mah & Mah Financial Services	3960	4173	-5%	2584	2977	-13%	1584	1733	-9%	65%	71%	-609
Mahindra Satyam	13753	13420	2%	1783	1149	55%	2445	984	148%	13%	9%	440
Manappuram General Finance	2768	2768	0%	1597	1597	0%	963	963	0%	58%	58%	0
Marico	7473	8493	-12%	788	1194	-34%	210	738	-72%	11%	14%	-352
Maruti Suzuki India	100922	101653	-1%	10097	10239	-1%	6599	6558	1%	10%	10%	-7

Actual vs Estimated Results (Contd...)

Company Name	Sales (Rs mn)			EBITDA (Rs mn)			APAT (Rs mn)			EBITDA Margin (%)		
	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	bps chg
McNally Bharat Engineering	6938	7751	-10%	412	566	-27%	223	222	1%	6%	7%	-138
Motherson Sumi	23560	24740	-5%	2602	2938	-11%	1209	1170	3%	11%	12%	-83
Nava Bharat Ventures	2681	3100	-14%	713	810	-12%	648	614	6%	27%	26%	47
NIIT	3238	3267	-1%	404	478	-15%	377	207	82%	12%	15%	-215
NTPC	155189	144880	7%	41026	44508	-8%	29824	25050	19%	26%	31%	-428
Orient Paper	6961	6138	13%	1304	1098	19%	775	588	32%	19%	18%	85
Panacea Biotech	3449	2562	35%	671	564	19%	443	169	163%	19%	22%	-256
Patni Computer	8477	8587	-1%	1466	1546	-5%	1180	1272	-7%	17%	18%	-70
Petronet LNG	39860	36056	11%	3513	3339	5%	2063	1690	22%	9%	9%	-45
Phoenix Mills	468	474	-1%	321	343	-6%	272	251	8%	69%	72%	-382
Piramal Glass	3339	3163	6%	842	716	18%	327	190	72%	25%	23%	259
Punj Lloyd	23259	26597	-13%	2080	1695	23%	176	590	-70%	9%	6%	257
Punjab National Bank	30290	31134	-3%	25076	21314	18%	12009	11329	6%	83%	68%	1433
Rallis India	2321	2559	-9%	380	506	-25%	220	333	-34%	16%	20%	-339
Ranbaxy Labs	21809	21084	3%	4031	2302	75%	3044	1216	150%	18%	11%	757
Reliance Communications	49290	50458	-2%	11750	15850	-26%	1564	3207	-51%	24%	31%	-757
Reliance Power	4955	3048	63%	1556	749	108%	1866	1054	77%	31%	25%	684
Sesa Goa	36236	28614	27%	21219	16475	29%	14618	14158	3%	59%	58%	98
Shree Cements	10701	10716	0%	2959	3053	-3%	102	1016	-90%	28%	28%	-83
Sintex Industries	14554	14945	-3%	3098	2572	20%	1685	1553	9%	21%	17%	408
South Indian bank	2216	2082	6%	1532	1457	5%	817	862	-5%	69%	70%	-87
State Bank of India	80581	91783	-12%	60797	67898	-10%	209	30256	-99%	75%	74%	147
Sterlite Industries	100561	87143	15%	30585	23258	32%	19566	14170	38%	30%	27%	372
Sterlite Tech	6822	7461	-9%	490	835	-41%	103	425	-76%	7%	11%	-401

Actual vs Estimated Results (Contd...)

Company Name	Sales (Rs mn)			EBITDA (Rs mn)			APAT (Rs mn)			EBITDA Margin (%)		
	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	% chg	Actual	Expected	bps chg
Sun Pharma	14633	15220	-4%	4436	4158	7%	4427	3684	20%	30%	27%	300
Tamilnadu Newsprint	3532	3440	3%	743	1125	-34%	196	333	-41%	21%	33%	-1168
Tata Chemicals	26577	28573	-7%	4863	5249	-7%	1821	1978	-8%	18%	18%	-7
Tata Motors	356105	333779	7%	44719	49921	-10%	24600	29936	-18%	13%	15%	-240
Tata Steel	338227	309131	9%	44661	39198	14%	18962	13472	41%	13%	13%	52
TCS	101575	101578	0%	30755	30350	1%	24017	23768	1%	30%	30%	40
Tech Mahindra	12615	12474	1%	2590	2580	0%	2066	1670	24%	21%	21%	-15
Thermax	17713	15062	18%	1951	1790	9%	1265	1128	12%	11%	12%	-87
Titan Industries	17772	16665	7%	1054	1571	-33%	836	818	2%	6%	9%	-349
Torrent Pharma	5154	5439	-5%	536	952	-44%	330	622	-47%	10%	18%	-711
TRF	4332	3752	15%	50	230	-78%	-14	81	-117%	1%	6%	-497
TRIL	2237	2418	-8%	218	287	-24%	146	168	-13%	10%	12%	-214
Tulip Telecom	6380	6759	-6%	1866	1966	-5%	827	975	-15%	29%	29%	17
TVS Motor	16425	17135	-4%	1004	1124	-11%	479	594	-19%	6%	7%	-45
Unichem Labs	1781	1986	-10%	236	415	-43%	150	276	-45%	13%	21%	-764
Union Bank of India	17165	16538	4%	8700	13005	-33%	5981	6860	-13%	51%	79%	-2796
United Bank Of India	5748	5602	3%	4250	3998	6%	1432	1535	-7%	74%	71%	258
United Phosphorus	18569	16826	10%	3673	3427	7%	2429	2332	4%	20%	20%	-59
Voltamp Transformers	1490	2318	-36%	268	285	-6%	190	191	-1%	18%	12%	568
Voltas	16757	16176	4%	1410	1784	-21%	820	1235	-34%	8%	11%	-262
Wipro	83024	82168	1%	14787	15276	-3%	13753	13377	3%	18%	19%	-78
Yes Bank	3485	3509	-1%	3488	3321	5%	2034	2031	0%	100%	95%	546
Emkay Universe	5422296	5143581	5%	973769	957250	2%	527079	531406	-1%	18%	19%	-65
Emkay *	3122999	3026735	3%	611503	607451	1%	355505	343733	3%	20%	20%	-49

*Excluding Banks & FS, FS - Others and Oil & Gas

Emkay Universe Sector Analysis

	Net Sales (Rs mn)			Growth (%)		Ebitda (Rs mn)			Growth (%)		APAT (Rs mn)			Growth (%)		EPS (Rs)			Growth (%)	
	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ
Agri Input & Chemicals	91232	102296	76880	19%	-11%	15985	17022	12178	31%	-6%	8436	8477	7204	17%	0%	4.9	4.9	4.2	17%	0%
Auto Ancillaries	54640	47382	43882	25%	15%	4739	4325	5131	-8%	10%	1836	1590	2295	-20%	15%	2.0	1.7	2.4	-20%	15%
Automobiles	689325	617554	554247	24%	12%	86419	81837	71467	21%	6%	53344	50229	41943	27%	6%	13.6	12.8	11.2	21%	6%
Banks & Financial Services	316165	318358	248904	27%	-1%	243817	249002	213110	14%	-2%	98402	128056	93654	5%	-23%	10.9	14.8	11.2	-3%	-26%
Cement	139716	112532	101924	37%	24%	34239	21713	26788	28%	58%	19512	11142	15245	28%	75%	6.9	3.9	5.4	28%	75%
Construction	68163	49729	56810	20%	37%	13561	12290	12268	11%	10%	4955	4164	4202	18%	19%	1.8	1.5	1.5	18%	19%
Consumers	137590	139083	114519	20%	-1%	19938	20330	17836	12%	-2%	14245	14798	12781	11%	-4%	4.0	4.1	3.6	11%	-4%
Engineering & Capital Goods	444541	289150	361902	23%	54%	73192	40012	49240	49%	83%	48478	26303	32156	51%	84%	18.2	9.9	12.1	50%	84%
Financial Services - Others	2336	2246	1940	20%	4%	804	867	708	14%	-7%	596	653	514	16%	-9%	34.6	37.9	29.9	16%	-9%
IT Services	330954	315969	266765	24%	5%	81712	79514	68995	18%	3%	65531	63356	55269	19%	3%	10.1	9.7	8.5	18%	3%
Metals & Mining	575771	481562	448142	28%	20%	120824	83124	103002	17%	45%	64752	36826	59180	9%	76%	11.3	6.5	11.0	3%	73%
Offshore Oil Field Services	11568	10231	13522	-14%	13%	6812	6132	8164	-17%	11%	1982	854	3597	-45%	132%	19.0	8.2	34.4	-45%	132%
Oil & Gas	1980797	1648995	1576267	26%	20%	117646	70195	133529	-12%	68%	72577	34800	82476	-12%	109%	12.1	5.8	13.8	-12%	109%
Paper	18374	17197	16892	9%	7%	3622	3555	3554	2%	2%	939	1017	1286	-27%	-8%	1.2	1.3	1.6	-27%	-8%
Pharmaceuticals	130982	125840	117982	11%	4%	27409	26280	32685	-16%	4%	20961	17326	23460	-11%	21%	5.2	4.3	5.8	-11%	21%
Power	214162	177400	166793	28%	21%	60100	52679	41791	44%	14%	36134	27677	28966	25%	31%	1.8	1.4	1.5	25%	31%
Print Media	10704	10993	8785	22%	-3%	2386	2928	2257	6%	-19%	1400	1664	1226	14%	-16%	2.0	2.3	1.7	14%	-16%
Telecommunications	218324	212232	155779	40%	3%	68058	66821	54771	24%	2%	16398	18653	33402	-51%	-12%	2.7	3.1	5.6	-51%	-12%
Others	46453	40470	37726	23%	15%	7839	6322	6481	21%	24%	4025	3101	3819	5%	30%	2.6	2.0	2.5	5%	30%
Small Cap*	86744	69259	73618	18%	25%	12134	10705	11811	3%	13%	5113	3920	5534	-8%	30%	3.5	2.7	3.7	-8%	30%
Mid Cap*	422707	357675	352952	20%	18%	72400	63175	60496	20%	15%	32368	27084	26955	20%	20%	2.5	2.1	2.1	20%	20%
Large Cap*	2673046	2322687	2115981	26%	15%	542301	451007	444300	22%	20%	325447	256172	293541	11%	27%	6.6	5.2	6.0	10%	27%
Emkay*	3182497	2749621	2542550	25%	16%	626835	524887	516607	21%	19%	362928	287176	326030	11%	26%	5.7	4.5	5.2	10%	26%
Emkay	5481795	4719219	4369662	25%	16%	989101	844950	863953	14%	17%	534502	450686	502674	6%	19%	6.8	5.8	6.5	5%	18%

*Excluding Banks & FS, FS - Others and Oil & Gas

Q4FY11 Strong Results

Company Name	Sector	APAT (Rs mn)		APAT Gr (%)
		Mar-11	Mar-10	
Large Caps				
Adani Power	Power	1744	983	77.4
Bank of Baroda	Banks & Financial Services	12944	8472	52.8
Canara Bank	Banks & Financial Services	8991	5034	78.6
HPCL	Oil & Gas	11363	7538	50.7
JSW Steel	Metals & Mining	7936	5148	54.2
Petronet LNG	Oil & Gas	2063	973	112.0
Reliance Power	Power	1866	924	101.9
Tata Motors	Automobiles	24600	14814	66.1
Titan Industries	Consumers	836	512	63.2
Ultratech Cement	Cement	5916	2286	158.8
Mid Caps				
eClerx Services	IT Services	398	242	64.3
Eicher Motors	Automobiles	733	402	82.2
GSFC	Agri Input & Chemicals	1954	1288	51.7
Gujarat Industries Power	Power	719	361	99.3
Hexaware Technologies	IT Services	538	117	359.9
Ipca Lab	Pharmaceuticals	593	358	65.6
IRB Infrastructure	Construction	1577	894	76.4
Jubilant FoodWorks	Consumers	193	104	85.3
Madras Cements	Cement	637	293	117.6
Manappuram General Finance	Banks & Financial Services	963	408	136.1
Phoenix Mills	Others	272	157	73.0
United Bank Of India	Banks & Financial Services	1432	463	209.4
Small Caps				
Essel Propack	Others	102	65	57.2
Godawari Power	Metals & Mining	447	243	83.8
NIIT	IT Services	377	247	52.6
Panacea Biotec	Pharmaceuticals	443	183	142.7
Piramal Glass	Others	327	115	185.7

Q4FY11 Weak Results

Company Name	Sector	APAT (Rs mn)		APAT Gr (%)
		Mar-11E	Mar-10	
Large Caps				
Bharti Airtel	Telecommunications	14007	20551	-31.8
Coromandel International	Agri Input & Chemicals	404	821	-50.8
Jaiprakash Power Ventures	Power	172	609	-71.8
Marico	Consumers	210	583	-63.9
Ranbaxy Labs	Pharmaceuticals	3044	7039	-56.8
Reliance Communications	Telecommunications	1564	12193	-87.2
State Bank of India	Banks & Financial Services	209	18666	-98.9
Mid Caps				
Apollo Tyres	Auto Ancillaries	502	1162	-56.8
Jubilant Life Sciences	Pharmaceuticals	771	1358	-43.2
KSK Energy	Power	377	948	-60.3
Nava Bharat Ventures	Power	648	1100	-41.1
Shree Cements	Cement	102	232	-56.1
Sterlite Tech	Others	103	722	-85.7
Torrent Pharma	Pharmaceuticals	330	591	-44.2
Unichem Labs	Pharmaceuticals	150	334	-54.9
Voltas	Engineering & Capital Goods	820	1231	-33.4
Small Caps				
Bharat Bijlee	Engineering & Capital Goods	46	173	-73.2
EMCO	Engineering & Capital Goods	48	79	-38.9
Global Offshore Services	Offshore Oil Field Services	39	65	-40.7
JK Tyre	Auto Ancillaries	125	268	-53.3
Tamilnadu Newsprint	Paper	196	572	-65.7

Surprises

Positive

Aban Offshore
 Divi's Lab
 Godawari Power
 Gujarat Industries Power
 HPCL
 Indian Oil
 JK Tyre
 JSW Energy
 JSW Steel
 Mahindra Satyam
 Orient Paper
 Reliance Power
 Sterlite Industries

Negative

BHEL
 Adani Power
 Allahabad Bank
 Bank of India
 Bharat Bijlee
 Blue Star
 Chambal Fertilisers
 Coromandel International
 EMCO
 Essel Propack
 Great Offshore
 India Cements
 Jaiprakash Power Ventures
 KSK Energy
 Lanco Infratech
 Reliance Communications
 State Bank of India
 Sterlite Tech
 Tamilnadu Newsprint
 Torrent Pharma
 TRF
 Unichem Labs
 Voltas

Earnings Upgrade/Downgrade

Company Name	FY12E			Company Name	FY12E			Company Name	FY12E		
	Previous	Current	% chg		Previous	Current	% chg		Previous	Current	% chg
Aban Offshore	99.7	95.1	-4.6%	Hero Honda	113.8	110.2	-3.2%	Nava Bharat Ventures	46.3	38.5	-16.9%
ACC	59.3	62.5	5.4%	Hexaware Technologies	5.7	6.5	13.6%	NTPC	11.2	11.6	3.6%
Adani Power	13.8	10.8	-22.0%	Hindustan Unilever	10.5	10.9	3.5%	Orient Paper	8.8	9.3	5.9%
Ambuja Cements	8.0	8.4	4.3%	HPCL	57.9	52.6	-9.2%	Panacea Biotec	24.1	20.6	-14.4%
Apollo Tyres	7.2	8.6	20.3%	ICRA	69.1	64.3	-7.0%	Petronet LNG	9.4	9.8	5.0%
Ashok Leyland	5.7	5.2	-9.1%	IL&FS Transportation	21.9	20.4	-7.0%	Rallis India	96.3	88.8	-7.8%
Asian Paints	103.6	98.7	-4.7%	India Cements	5.4	5.0	-7.3%	Ranbaxy Labs	15.9	32.4	103.8%
Axis Bank	99.3	106.2	7.0%	Indian Oil	49.9	36.3	-27.3%	Reliance Communications	6.6	5.0	-24.2%
Bajaj Auto	106.8	97.5	-8.7%	Infinite Computer	30.2	29.4	-2.7%	Reliance Power	2.2	2.2	-1.0%
Ballarpur Inds	5.1	4.5	-11.8%	Infosys	149.9	138.5	-7.6%	Sesa Goa	37.4	57.9	55.0%
Bharat Bijlee	115.7	75.2	-35.0%	Ipca Lab	24.6	23.1	-6.0%	Shree Cements	95.1	13.8	-85.4%
Bharti Airtel	21.7	19.1	-12.0%	IVRCL	7.8	7.1	-8.7%	Sintex Industries	20.5	20.6	0.4%
BHEL	138.1	133.8	-3.1%	Jagran Prakashan	8.1	7.9	-3.6%	State Bank of India	214.8	186.9	-13.0%
Blue Star	26.0	20.2	-22.4%	Jaiprakash Associates	4.6	4.7	3.0%	Sterlite Industries	20.3	22.3	10.0%
BPCL	52.0	47.2	-9.2%	Jaiprakash Power Ventures	2.1	1.9	-10.7%	Sterlite Tech	6.8	5.4	-21.6%
Century Plyboards	8.3	7.5	-9.9%	JK Paper	14.0	14.8	5.7%	Sun Pharma	20.6	20.0	-3.0%
Cipla	12.9	14.2	9.9%	JK Tyre	26.8	26.5	-1.0%	Tamilnadu Newsprint	24.8	18.9	-23.7%
Coromandel International	28.6	26.4	-8.0%	JSW Energy	7.9	7.7	-3.0%	Tata Chemicals	33.2	32.2	-3.0%
Corporation Bank	107.4	112.4	4.7%	JSW Steel	136.4	122.8	-10.0%	Tata Motors	166.3	155.5	-6.5%
CRISIL	320.0	277.2	-13.4%	Jubilant FoodWorks	15.3	16.1	5.2%	Tech Mahindra	62.3	58.7	-5.8%
Cummins India	37.3	34.5	-7.5%	Jubilant Life Sciences	15.0	12.3	-18.0%	Titan Industries	118.7	118.2	-0.4%
DB Corp	14.9	13.8	-7.3%	KSK Energy	10.3	9.3	-10.0%	Torrent Pharma	46.1	35.4	-23.1%
Dishman Pharma	9.5	8.0	-16.0%	Lakshmi Machine Works	173.1	174.1	0.6%	TRF	58.1	37.6	-35.4%
Divi's Lab	33.5	37.5	12.0%	Lanco Infratech	3.7	3.1	-16.2%	TRIL	40.7	37.4	-8.0%
eClerx Services	51.2	51.4	0.4%	LIC Housing Finance	20.0	21.4	7.0%	Tulip Telecom	25.7	22.7	-11.5%
EMCO	4.1	2.1	-48.2%	Lupin	23.8	21.0	-11.8%	TVS Motor	6.0	5.3	-11.2%
Essel Propack	6.0	5.5	-8.3%	Madras Cements	10.2	9.8	-3.8%	Ultratech Cement	66.4	70.5	6.1%
GAIL	31.4	30.4	-3.2%	Mah & Mah	46.6	41.9	-10.0%	Unichem Labs	18.7	13.6	-27.3%
Garware Offshore	21.0	18.4	-12.2%	Mah & Mah Financial Services	61.2	60.6	-1.0%	United Phosphorus	17.5	18.9	7.9%
Godawari Power	40.9	36.4	-11.0%	Mahindra Satyam	4.4	5.0	14.4%	Voltamp Transformers	62.9	57.2	-9.0%
Grasim Industries	234.7	252.8	7.7%	Maruti Suzuki India	98.8	102.4	3.6%	Voltas	12.8	11.2	-12.4%
GSFC	66.3	73.6	11.0%	McNally Bharat Engineering	29.2	25.9	-11.5%	Wipro	24.5	23.2	-5.1%
Gujarat Gas	22.4	23.1	3.1%	Motherson Sumi	13.5	13.1	-3.2%				
Havells India	27.3	29.3	7.3%	Mphasis	37.8	36.1	-4.6%				

Post Q4 results; we have revised earnings of 100 companies (30 upwards, 70 downwards).

Changes in Recommendation

Company Name	Previous	Current	Company Name	Previous	Current
ACC	Accumulate	Hold	Ipca Lab	Accumulate	Buy
Adani Power	Hold	Reduce	Jaiprakash Associates	Buy	Accumulate
Ambuja Cements	Hold	Reduce	JSW Steel	Accumulate	Buy
Apollo Tyres	Accumulate	Reduce	Jubilant Life Sciences	Accumulate	Hold
Ballarpur Inds	Buy	Accumulate	Lupin	Accumulate	Buy
Bharat Bijlee	Buy	Accumulate	Mahindra Satyam	Reduce	Hold
BHEL	Buy	Hold	NTPC	Accumulate	Buy
Corporation Bank	Buy	Accumulate	Panacea Biotec	Accumulate	Hold
CRISIL	Accumulate	Hold	Reliance Power	Accumulate	Buy
Garware Offshore	Accumulate	Hold	Sterlite Tech	Buy	Hold
Gujarat Industries Power	Hold	Buy	Tech Mahindra	Hold	Accumulate
Hero Honda	Reduce	Hold	Torrent Pharma	Buy	Hold
Hindustan Unilever	Hold	Accumulate	TRF	Accumulate	Hold
ICICI Bank	Hold	Accumulate	TRIL	Accumulate	Buy

Post Q4 results; we have changed recommendation for 28 companies (12 upgraded, 16 downgraded).

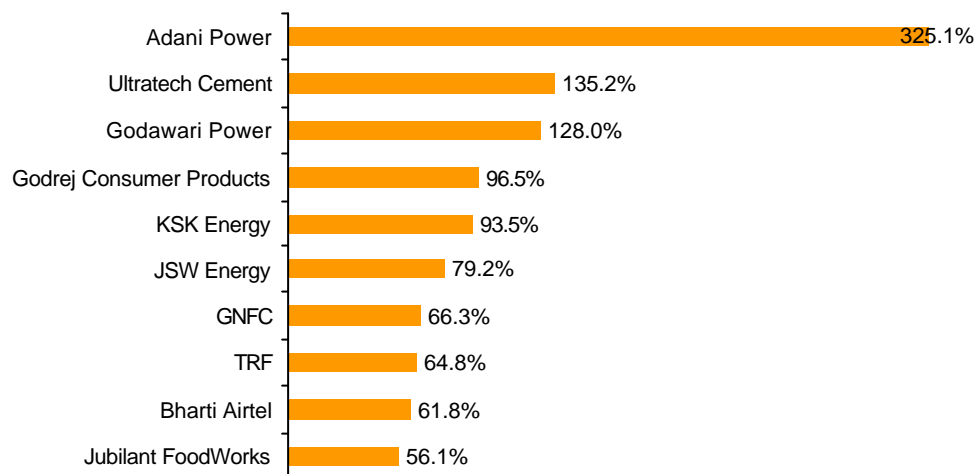
Changes in Target Price

Company Name	Previous	Current	% chg	Company Name	Previous	Current	% chg	Company Name	Previous	Current	% chg
Aban Offshore	680	645	-5%	Hexaware Technologies	66	80	21%	McNally Bharat Engineering	292	260	-11%
ACC	1035	1140	10%	Hindustan Unilever	275	312	13%	Motherson Sumi	210	260	24%
Adani Power	113	103	-9%	HPCL	444	463	4%	Mphasis	450	400	-11%
Ambuja Cements	130	140	8%	HT Media	175	183	5%	Nava Bharat Ventures	328	290	-12%
Apollo Tyres	58	70	21%	ICICI Bank	1200	1250	4%	Orient Paper	77	74	-4%
Ashok Leyland	68	63	-7%	ICRA	1370	1280	-7%	Panacea Biotec	221	185	-16%
Axis Bank	1300	1570	21%	IL&FS Transportation	275	261	-5%	Petronet LNG	156	164	5%
Bajaj Auto	1650	1700	3%	India Cements	98	93	-5%	Pfizer	1193	1417	19%
Bharat Bijlee	1350	1110	-18%	Indian Oil	372	381	2%	Piramal Glass	160	220	38%
Bharti Airtel	345	406	18%	Indo Tech	245	141	-42%	Rallis India	1800	1735	-4%
BHEL	3030	2150	-29%	Infosys	3400	3250	-4%	Ranbaxy Labs	396	412	4%
Blue Star	455	360	-21%	Ipca Lab	336	409	22%	Reliance Power	157	153	-3%
BPCL	671	684	2%	IRB Infrastructure	280	255	-9%	Sesa Goa	336	353	5%
Cadila HealthCare	847	920	9%	IVRCL	101	93	-8%	State Bank of India	2700	2480	-8%
Century Plyboards	80	75	-6%	Jagran Prakashan	155	149	-4%	Sterlite Industries	205	219	7%
Cipla	310	255	-18%	Jaiprakash Associates	110	96	-13%	Sterlite Tech	68	54	-21%
Corporation Bank	583	700	20%	JK Paper	84	90	7%	Sun Pharma	460	497	8%
DB Corp	284	271	-5%	JSW Steel	1060	1169	10%	Tata Chemicals	393	400	2%
Divi's Lab	833	927	11%	Jubilant FoodWorks	645	725	12%	Tata Motors	1520	1450	-5%
eClerx Services	740	840	14%	Jubilant Life Sciences	215	144	-33%	Tata Steel	695	670	-4%
GAIL	565	510	-10%	Kajaria Ceramics	100	117	17%	Thermax	943	735	-22%
Garware Offshore	130	128	-2%	Lakshmi Machine Works	2660	2535	-5%	Torrent Pharma	650	598	-8%
Godawari Power	228	232	2%	Lanco Infratech	56	45	-20%	TRF	586	428	-27%
Grasim Industries	2730	2672	-2%	LIC Housing Finance	210	250	19%	TRIL	315	352	12%
Greaves Cotton	111	124	12%	Lupin	496	501	1%	Ultratech Cement	1040	1050	1%
Gujarat Industries Power	101	115	14%	Madras Cements	102	100	-2%	Unichem Labs	243	215	-12%
Gujarat State Petronet	135	120	-11%	Mah & Mah	830	810	-2%	United Phosphorus	210	215	2%
HDFC Bank	2100	2530	20%	Mahindra Satyam	65	76	17%	Voltas	250	200	-20%
Hero Honda	1590	1775	12%	Maruti Suzuki India	1520	1760	16%	Yes Bank	300	390	30%

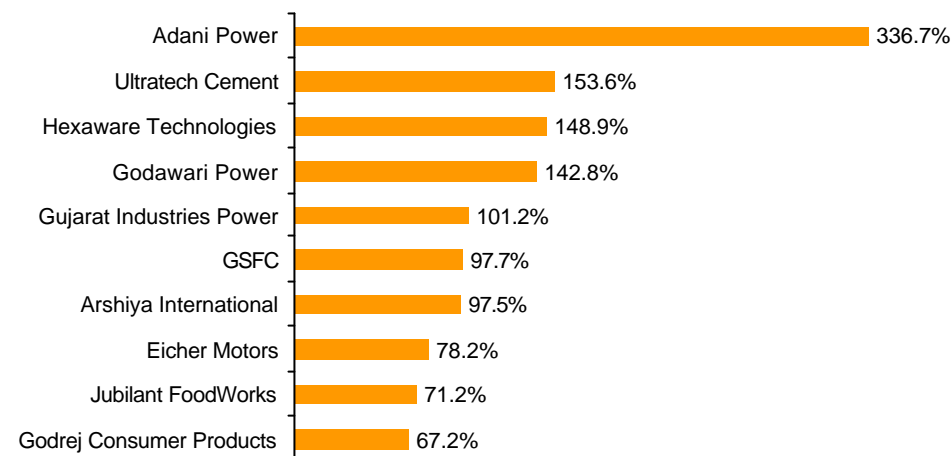
Post Q4 results; we have changed target prices of 87 companies (44 upwards, 43 downwards).

Top 10 Companies

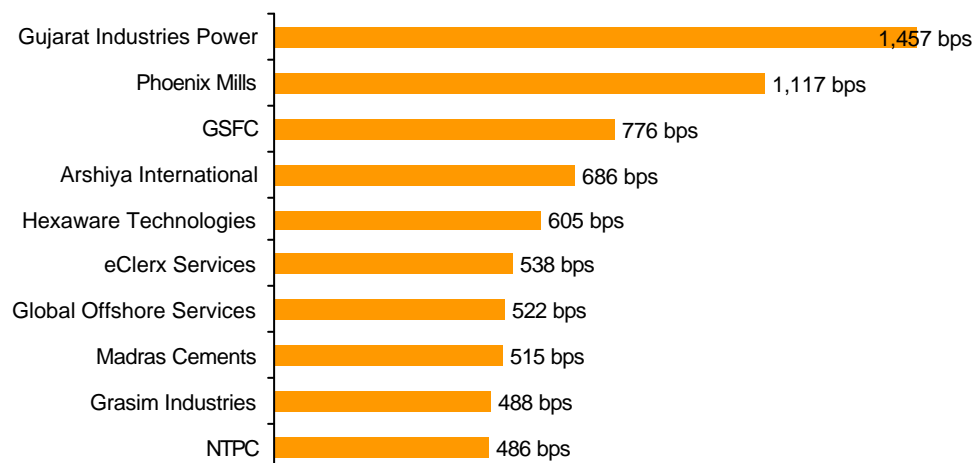
Net Sales Growth



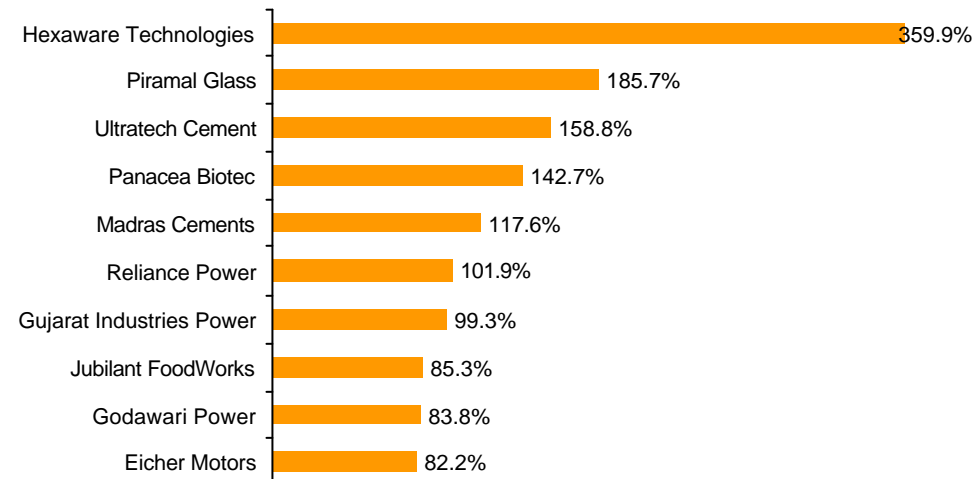
Ebitda Growth



Ebitda Margin Growth

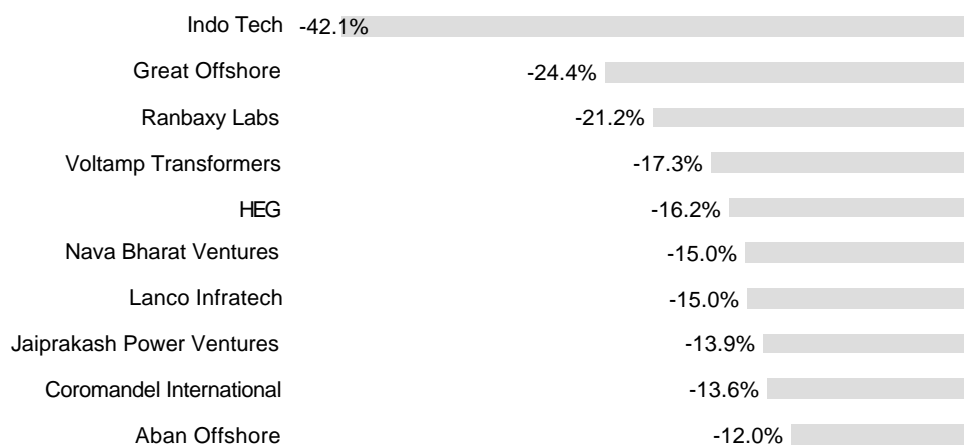


PAT Growth

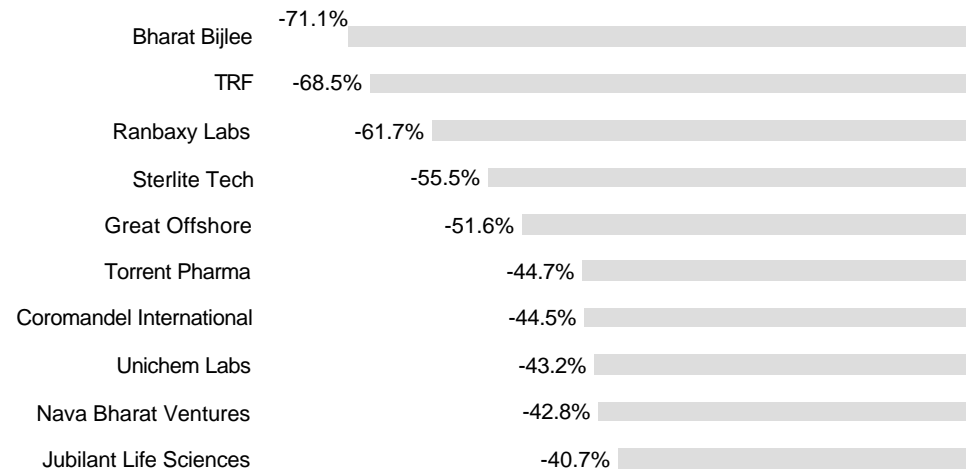


Bottom 10 Companies

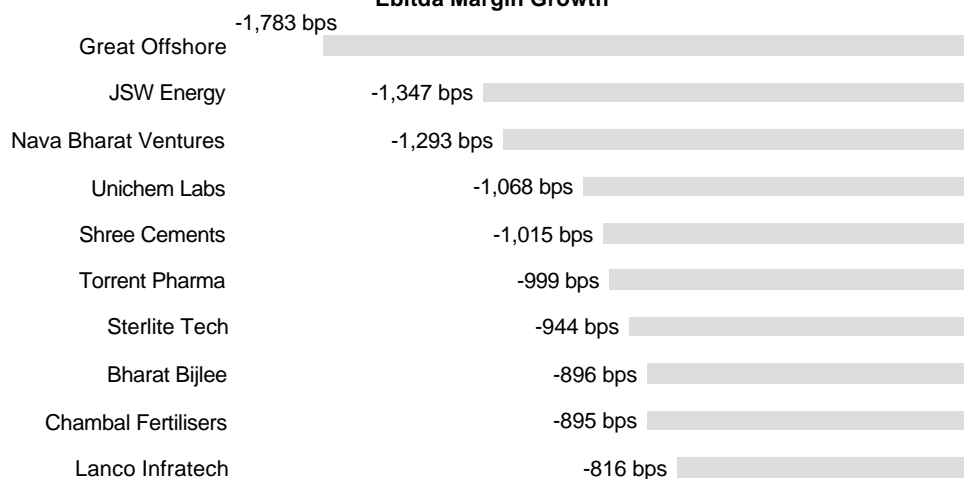
Net Sales Growth



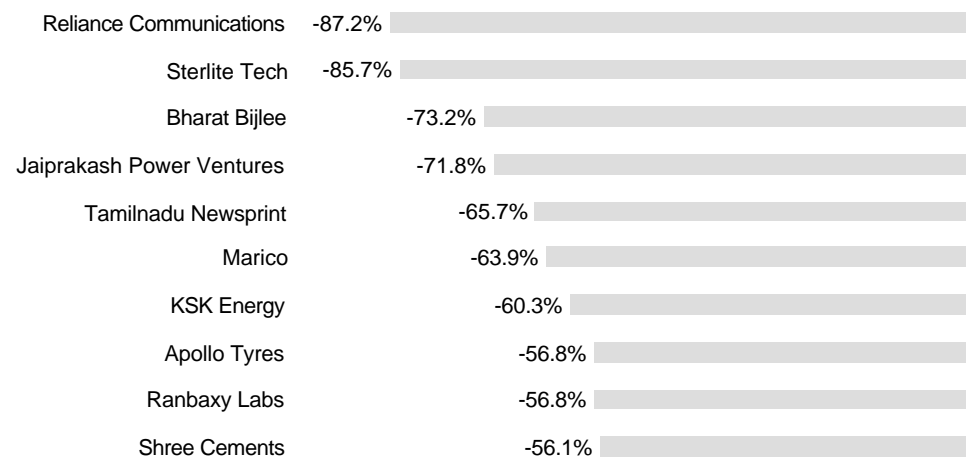
Ebitda Growth



Ebitda Margin Growth

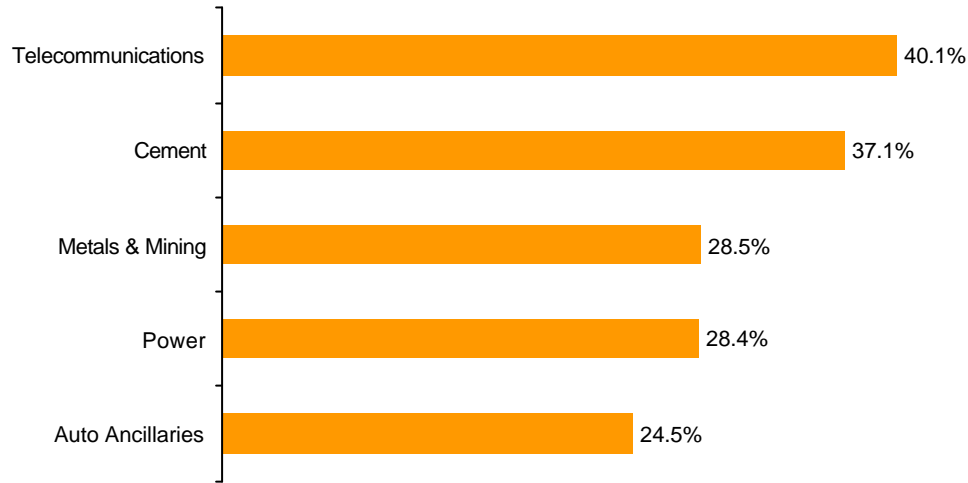


PAT Growth

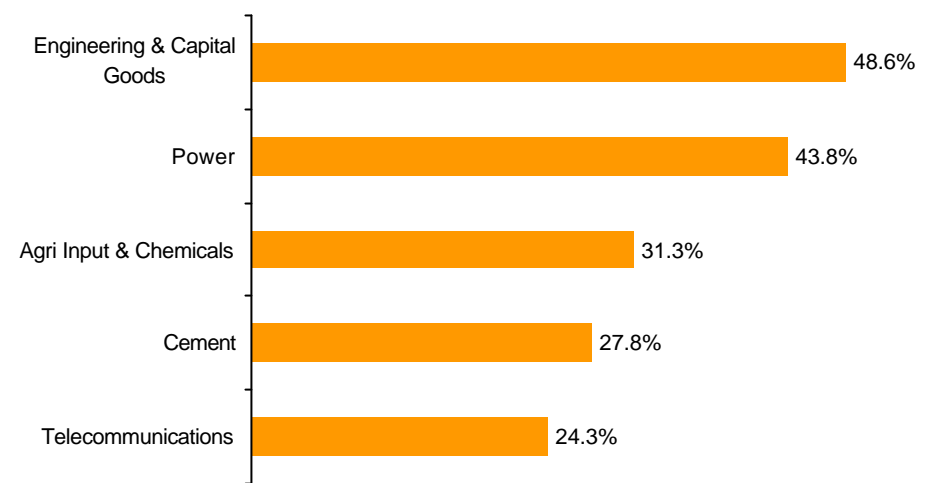


Top 5 Sectors

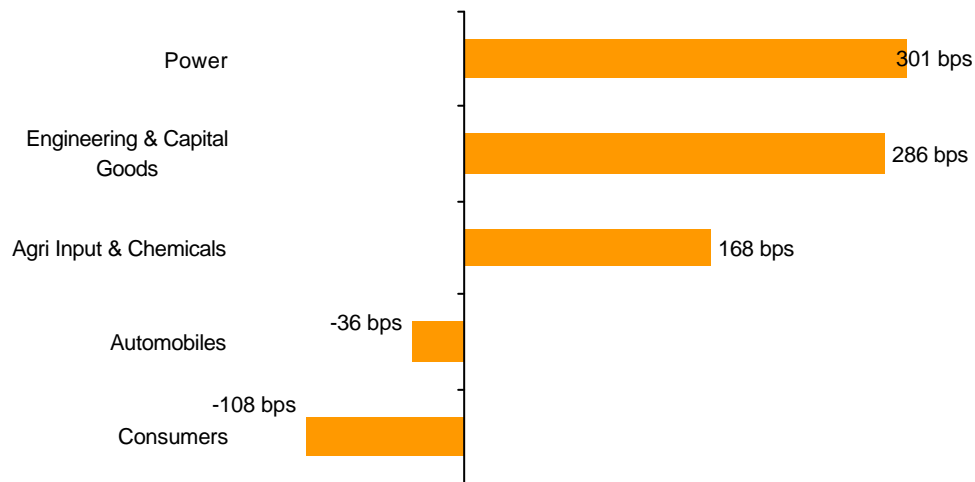
Net Sales Growth



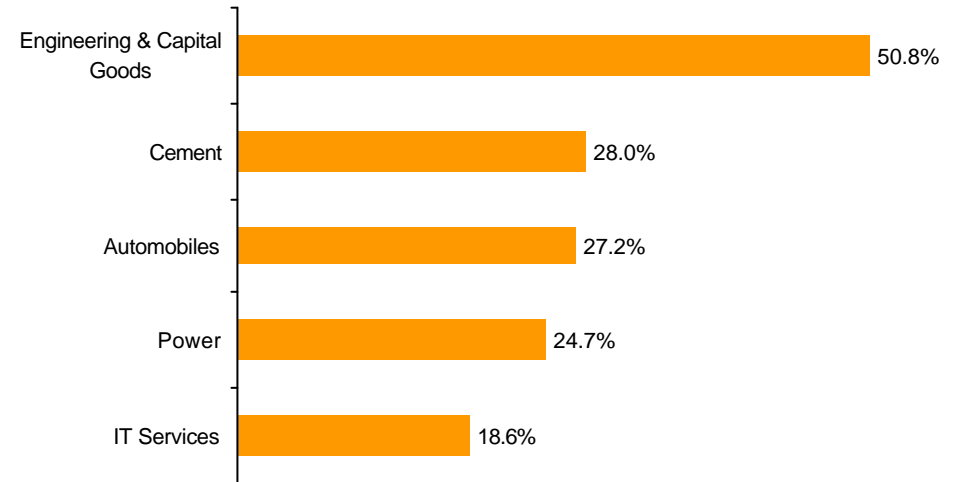
Ebitda Growth



Ebitda Margin Growth

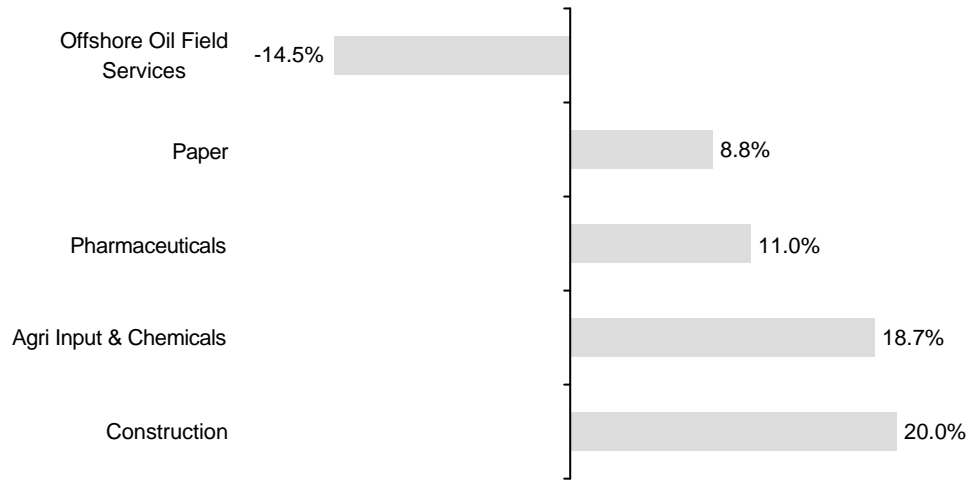


PAT Growth

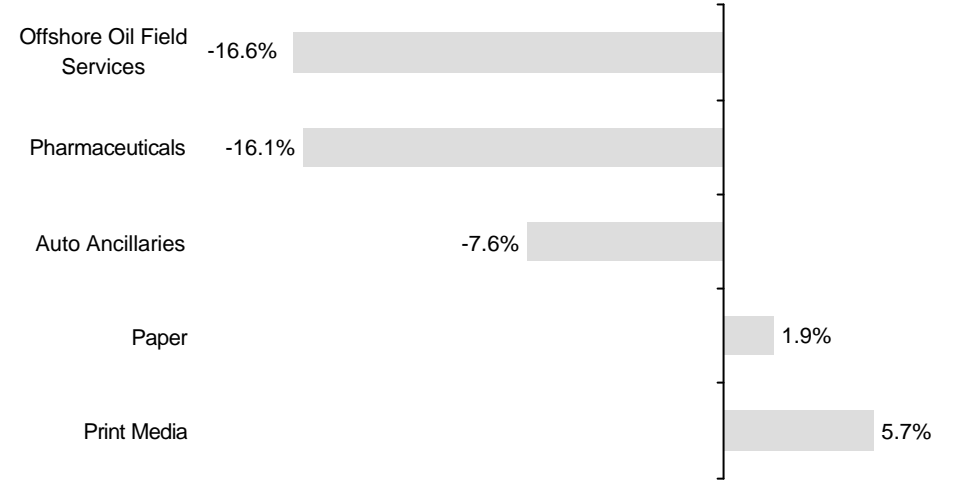


Bottom 5 Sectors

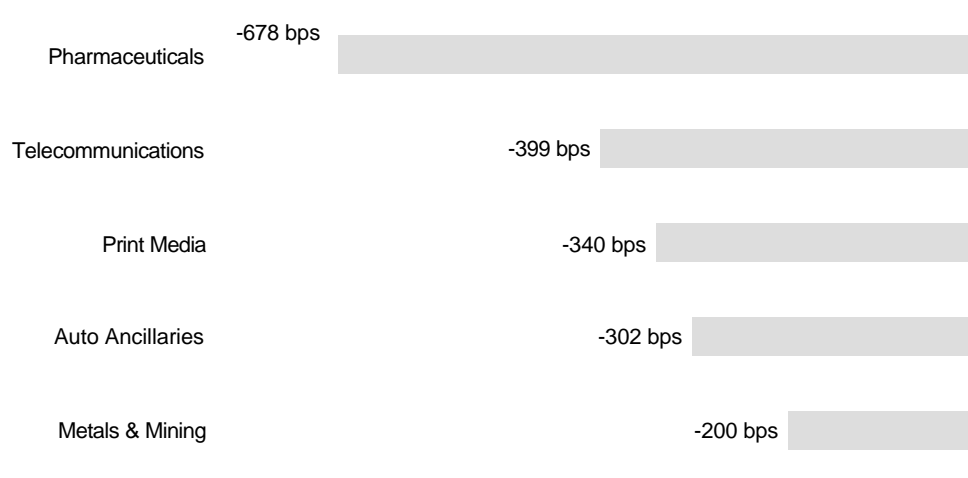
Net Sales Growth



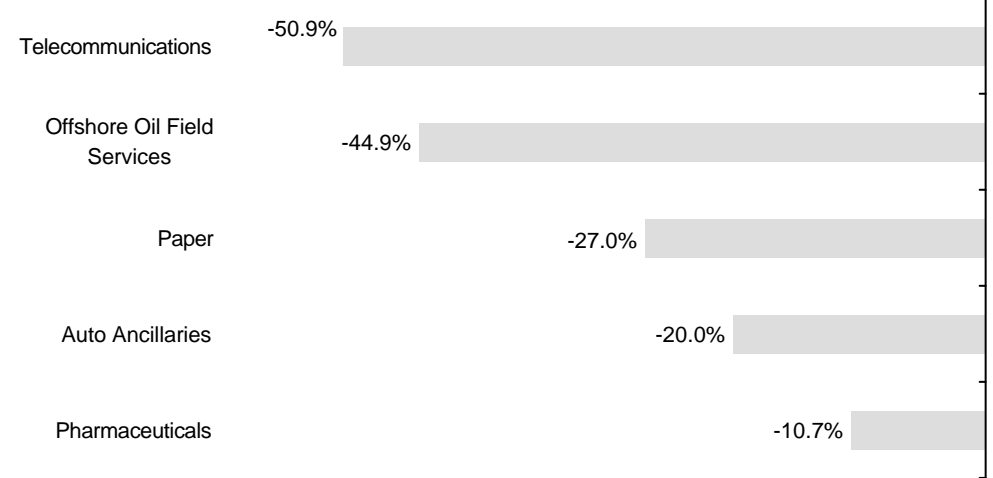
Ebitda Growth



Ebitda Margin Growth

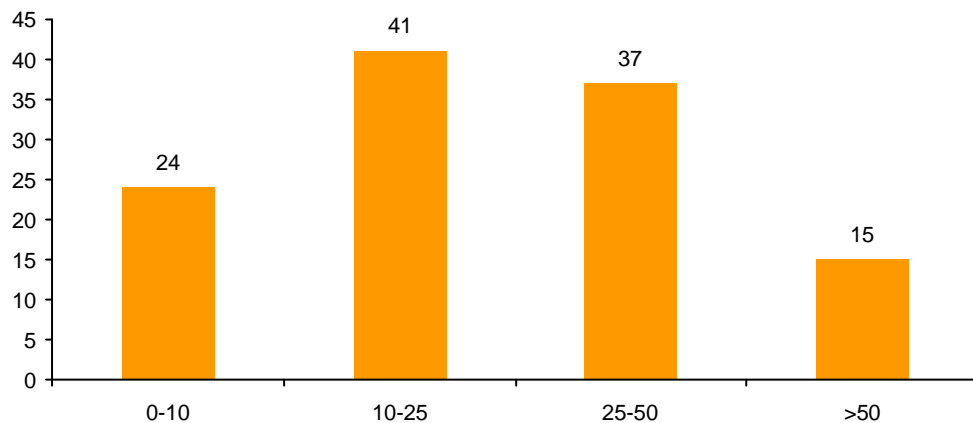


PAT Growth

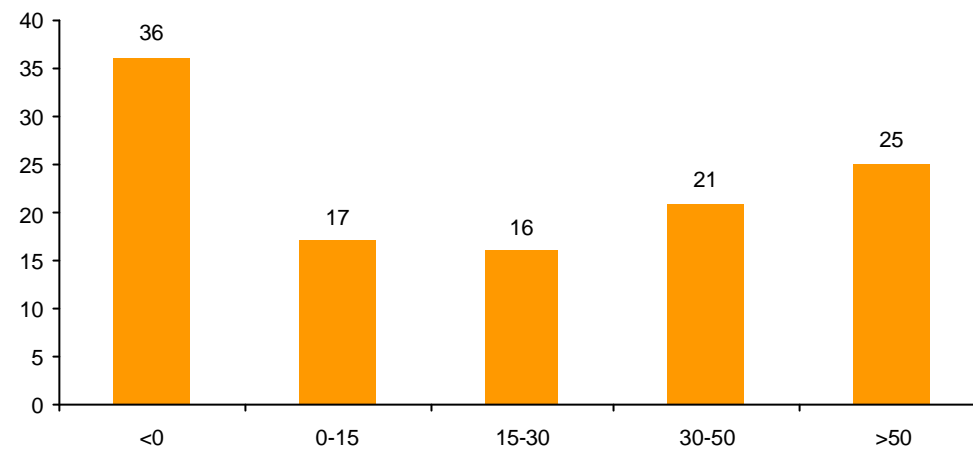


Frequency Distribution (No. of Companies)

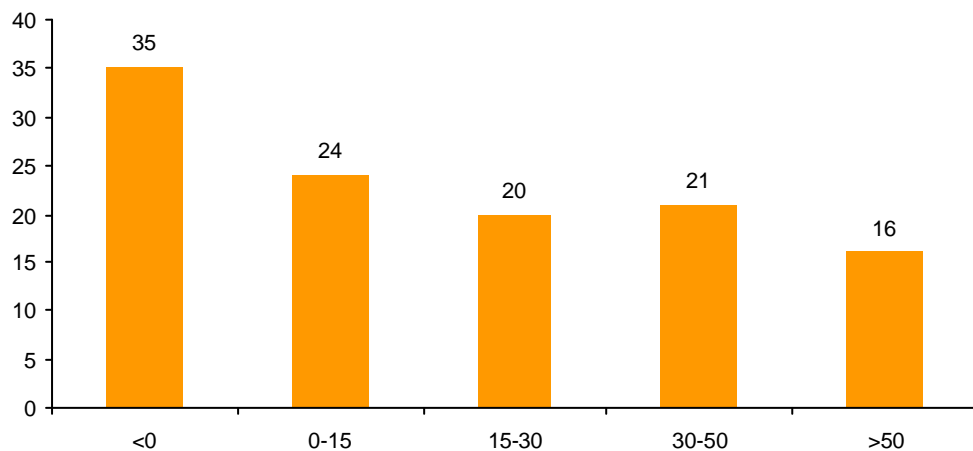
Net Sales Growth



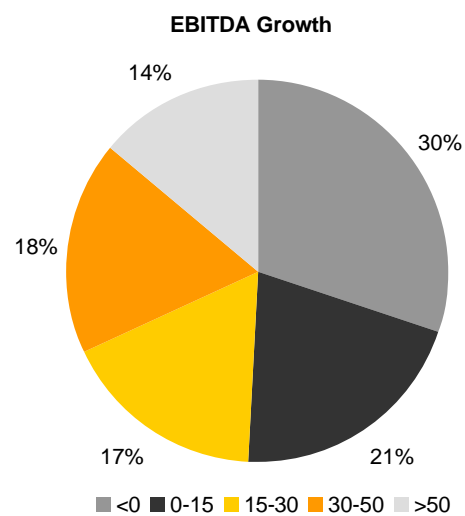
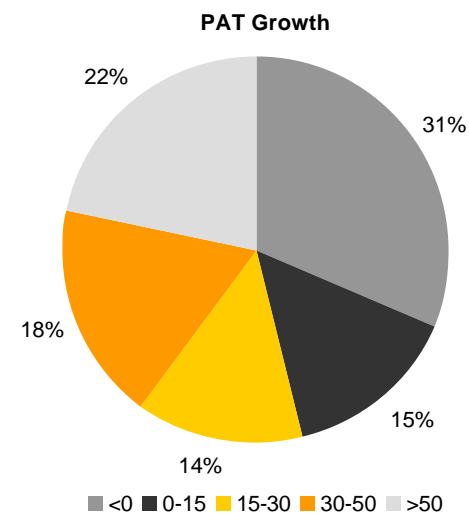
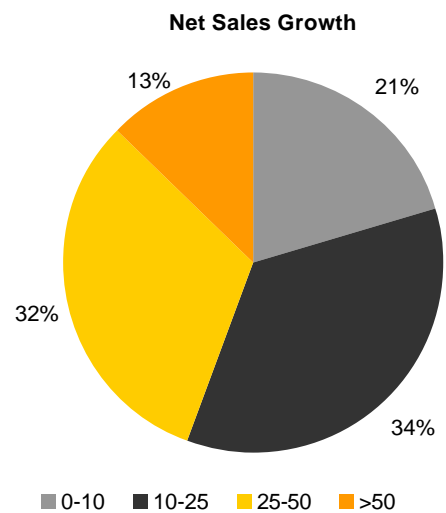
PAT Growth



EBITDA Growth

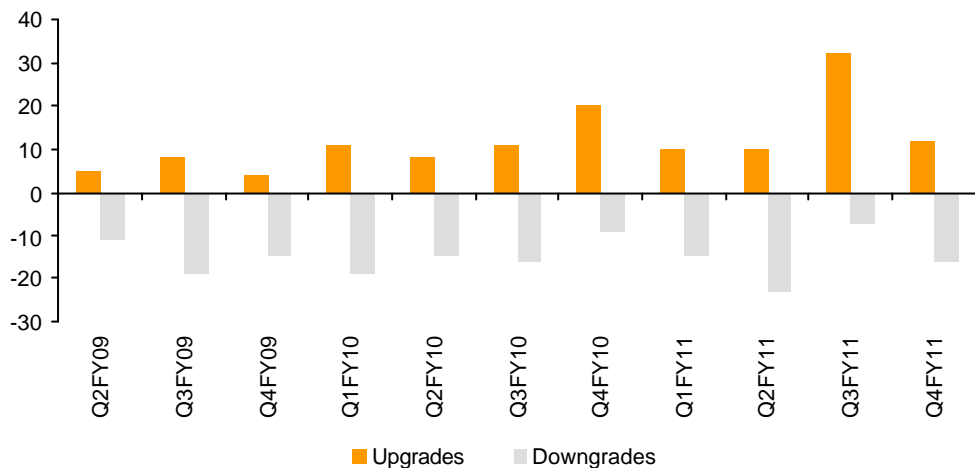


Frequency Distribution (Percentage)

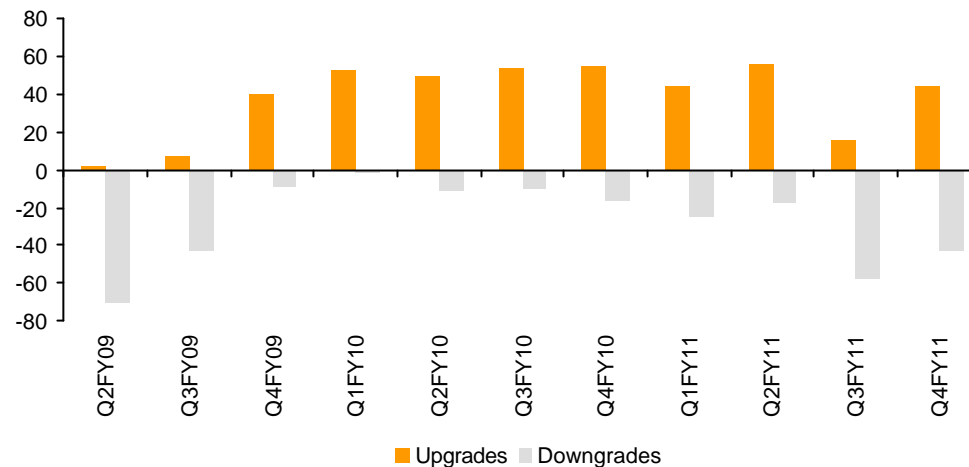


Quarterly Comparison: More earnings downgrades than upgrades

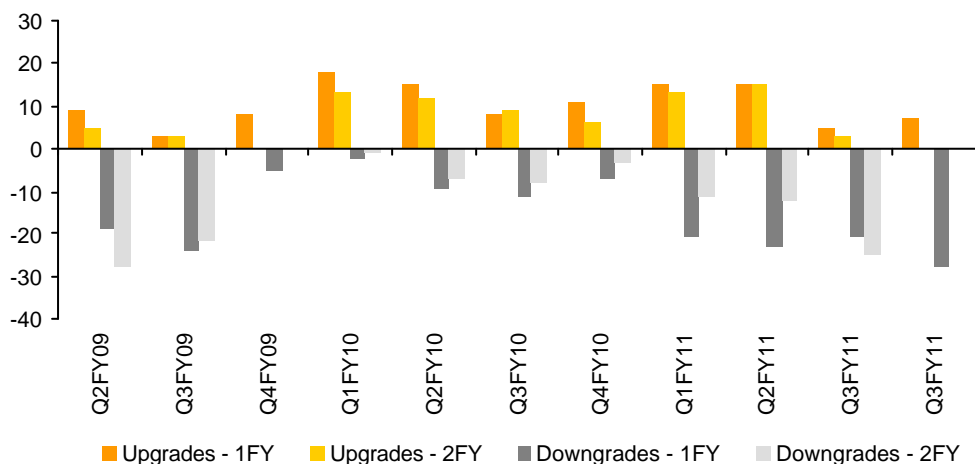
Recommendations - No of Upgrades (+)/Downgrades (-)



Target Prices - No of Upgrades (+)/Downgrades (-)



Earnings Estimates - No of Upgrades (+)/Downgrades (-)



Note: 1FY=FY09 & 2FY = FY10 for Q2FY09 - Q3FY09, 1FY=FY10 & 2FY = FY11 for Q4FY09 - Q3FY10, 1FY=FY11 & 2FY = FY12 for Q4FY10 – Q3FY11, 1FY=FY12 & 2FY = FY13 for Q4FY11

Sectoral Analysis of Q4FY11 Results

- Q4FY11 results turned out to be a mixed bag for our universe. Chemicals segment continued its strong momentum and posted healthy growth both at the topline as well as bottomline level. Complex fertilizers volumes were hit by disruption in raw material sourcing. However, urea volumes remained strong during the quarter.
- Revenues for our universe increased by 19% yoy while EBIT increased by 41% yoy primarily led by improvement in fertilizer margins. However on a QoQ basis, fertilizer segment disappointed. Consequently, revenues for our universe declined by 11% qoq while EBIT declined by 10%
- Improvement in fertilizer margins on a yoy basis was led by GNFC and GSFC. Excluding GNFC & GSFC, fertilizer revenues for our universe declined by 4% yoy while EBIT declined by 34% yoy.
- Chemicals segment revenues increased by 26%/14% yoy/qoq while chemicals EBIT increased by 49%/17% yoy/qoq. Chemicals prices were significantly higher this year which led to margin improvement across the industry. However, chemicals prices have recently showed some signs of weakness
- Govt. of India has recently increased the subsidy under NBS scheme to absorb high global prices so that the domestic prices of urea, Di-ammonium phosphate (DAP) and muriate of potash (MOP) are under control.
- We have downgraded our earnings estimates for Coromandel, Rallis, GNFC, Tata Chemicals for FY12E to reflect margin pressure due to raw material price hikes. GSFC remains our top pick in the sector despite earnings decline in FY12E (FY11 caprolactam-benzene spread was at its peak).
- We remain positive on the sector and rolled over our price target on FY13E estimates. We expect margins in chemical segment to stabilise at current level while fertiliser business to see volume growth as monsoon season picks up.

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Chambal Fertilisers									
CMP(Rs)	80	Net Sales (Rs mn)	8,112	13,588	7,206	12.6%	-40.3%	↓	Q4 results were below our estimates - Revenues grew by 13% yoy to Rs 8.1 bn, EBITDA declined by 31% yoy to Rs 1.15 bn. Fertilizer segment disappointed with EBIT margins of 9% vs 17% last year. However, shipping margins improved to 20% as compared to 11.6% last year. EBITDA margins decreased to 14% of sales in Q4 as compared to 23% last year. However, we expect margins to improve in FY12E because of lower trading. We have kept our FY12E estimates unchanged at Rs 8.6 and we expect Chambal to benefit from strong urea demand supported by normal monsoons this year
Mkt Cap (Rs bn)	33	EBITDA (Rs mn)	1,153	2,128	1,669	-30.9%	-45.8%		
Reco	Accumulate	EBITDA Margin (%)	14.2	15.7	23.2	-895 bps	-145 bps		
Target Price (Rs)	86	PAT (Rs mn)	415	903	579	-28.3%	-54.1%		
% Upside	7%	EPS (Rs)	1.0	2.2	1.4	-28.3%	-54.1%		
Coromandel Fertilisers									
CMP(Rs)	348	Net Sales (Rs mn)	11,796	20,503	13,648	-13.6%	-42.5%	↓	Q4 results disappointed with APAT of Rs 404 mn, -51% yoy, mainly on account of lower sales volumes. Revenues declined by 13.6% to Rs 11.8 bn (adjusted for reversal of bond loss) due to 21% decline in volumes. EBITDA margins at 5.7% (-315 bps yoy) were adversely affected due to lower operating leverage. We have downgraded FY12E estimates by 8% to Rs 26.4, and we have also introduced FY13E EPS estimates at Rs 32.3.
Mkt Cap (Rs bn)	98	EBITDA (Rs mn)	667	2,238	1,201	-44.5%	-70.2%		
Reco	Buy	EBITDA Margin (%)	5.7	10.9	8.8	-315 bps	-527 bps		
Target Price (Rs)	435	PAT (Rs mn)	404	1,437	821	-50.8%	-71.9%		
% Upside	25%	EPS (Rs)	1.4	5.1	2.9	-50.8%	-71.9%		
Deepak Fertilisers									
CMP(Rs)	174	Net Sales (Rs mn)	4,285	3,750	3,238	32.3%	14.2%	↔	Q4 results were in line with estimates- Revenues grew by 32% yoy to Rs 4.3 bn & Adjusted EBITDA grew by 13% yoy to Rs 903 mn. APAT of Rs 495 mn was up 11% yoy. Chemical segment reported healthy growth led by strong increase in manufactured chemicals sales volumes. However, chemicals margins dipped ~280bps yoy. Fertiliser price realizations increased 37% yoy which drove revenue growth. Consequently, fertiliser margins improved on a yoy basis. We expect the new TAN plant to drive growth in FY12E.
Mkt Cap (Rs bn)	15	EBITDA (Rs mn)	903	819	803	12.5%	10.2%		
Reco	Buy	EBITDA Margin (%)	21.1	21.8	24.8	-372 bps	-77 bps		
Target Price (Rs)	250	PAT (Rs mn)	495	446	445	11.1%	10.9%		
% Upside	44%	EPS (Rs)	5.6	5.1	5.0	11.1%	10.9%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
GNFC									
CMP(Rs)	100	Net Sales (Rs mn)	8,423	8,339	5,066	66.3%	1.0%	↓	Q4 APAT (adj. for insurance claim of Rs 1 bn) of Rs 699 mn against loss of Rs 383 mn previous year were below estimates mainly due to lower than expected margins. Chemical segment witnessed attractive results with EBIT margins of ~28% (+300 bps yoy). However, fertiliser segment margins remain at meager level of ~2%. Increase in Nitric Acid capacity (by ~70%) will support revenue growth in FY12E while commissioning of Ethyl Acetic and TDI plant will add to revenues in FY13E. We have maintained FY12E estimates at Rs 22.4 and introduced FY13E estimates at Rs 26.5.
Mkt Cap (Rs bn)	16	EBITDA (Rs mn)	1,253	1,539	-561	NM	-18.6%		
Reco	Buy	EBITDA Margin (%)	14.9	18.5	-11.1	2,596 bps	-358 bps		
Target Price (Rs)	157	PAT (Rs mn)	699	884	-382	NM	-20.9%		
% Upside	57%	EPS (Rs)	4.5	5.7	-2.5	NM	-20.9%		
GSFC									
CMP(Rs)	351	Net Sales (Rs mn)	11,149	12,272	7,825	42.5%	-9.2%	↔	Q4FY11 results were in line with estimates- Revenues of Rs11.1bn,+43% yoy, APAT (adj. for Rs 145 mn EOIincome) of Rs 1.95bn, +52% yoy. Chemicals segment margins at 34.7% continues to remain strong (+320bps yoy) while fertiliser segment witnessed margins of 21.7% against losses in previous year. Upgrade FY12E estimates by 11% to Rs 73.6 and introduce FY13E EPS of Rs 78.8.
Mkt Cap (Rs bn)	28	EBITDA (Rs mn)	3,093	3,157	1,564	97.7%	-2.0%		
Reco	Buy	EBITDA Margin (%)	27.7	25.7	20.0	776 bps	202 bps		
Target Price (Rs)	530	PAT (Rs mn)	1,954	2,021	1,288	51.7%	-3.3%		
% Upside	51%	EPS (Rs)	24.5	25.3	16.2	51.7%	-3.3%		
Rallis India									
CMP(Rs)	1,504	Net Sales (Rs mn)	2,321	2,714	2,031	14.3%	-14.5%	↓	Q4FY11 revenues of Rs 2.3 bn, +14% yoy, was lower than our estimates of Rs 2.5 bn, adjusted EBITDA of Rs 380 mn, 2%yoy, was lower than our estimates of Rs 500 mn. Shift in product mix, unseasonal rainfall hurt margins. APAT of Rs 220 mn (-7% yoy) was below our estimates of Rs 333 mn. Acquisition of Metahelix, commissioning of Dahej plant and IShaktirange of pulses to remain future growth drivers. Adjust FY12E/13E EPS estimates downward by 8%/4% to Rs 88.8/116.
Mkt Cap (Rs bn)	29	EBITDA (Rs mn)	380	512	375	1.5%	-25.7%		
Reco	Buy	EBITDA Margin (%)	16.4	18.9	18.5	-207 bps	-249 bps		
Target Price (Rs)	1,735	PAT (Rs mn)	220	337	235	-6.8%	-34.8%		
% Upside	15%	EPS (Rs)	11.3	17.3	12.1	-6.8%	-34.8%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Tata Chemicals							↓	Q4FY11 APAT of Rs 1.8 bn, +5.7% yoy, was marginally below estimates after adjusting for Rs 273 mn EO expense. Lower fertiliser revenues adversely affected stand alone results while higher tax lowered GCIP profits. Subsidiary BMGL and IMACID results were ahead of estimates.. Management outlook for the fertiliser business remains cautious while chemical business may see some margin expansion. We expect margin pressure to continue and downgrade our FY12E earnings by 3%.
CMP(Rs)	368	Net Sales (Rs mn)	26,577	28,909	22,676	17.2%	-8.1%	
Mkt Cap (Rs bn)	94	EBITDA (Rs mn)	4,863	4,414	4,093	18.8%	10.2%	
Reco	Accumulate	EBITDA Margin (%)	18.3	15.3	18.0	25 bps	303 bps	
Target Price (Rs)	400	PAT (Rs mn)	1,821	1,341	1,723	5.7%	35.8%	
% Upside	9%	EPS (Rs)	7.5	5.5	7.1	5.7%	35.8%	
United Phosphorus							↔	Q4FY11 results were in line with estimates - Revenues grew by 22% to Rs 18.6 bn, APAT declined by 3% yoy to Rs 2.4 bn, adjusted for Rs 120 mn on forex loss. RoW revenues grew by 59% yoy to Rs 7.2 bn while Indian revenues grew by 49% yoy to Rs 3 bn. Europe continued to disappoint while North America revived. India and RoW to remain strong. North America to continue its positive momentum while Europe expected to turnaround. Margins to improve backed by improved operating leverage. We have revised our FY12E EPS by 8% to Rs 18.9 (Rs 17.5) and introduced FY13E estimates with EPS of Rs 21.5
CMP(Rs)	159	Net Sales (Rs mn)	18,569	12,221	15,190	22.2%	51.9%	
Mkt Cap (Rs bn)	73	EBITDA (Rs mn)	3,673	2,215	3,034	21.0%	65.8%	
Reco	Buy	EBITDA Margin (%)	19.8	18.1	20.0	-20 bps	166 bps	
Target Price (Rs)	215	PAT (Rs mn)	2,429	1,109	2,496	-2.7%	119.1%	
% Upside	35%	EPS (Rs)	5.5	2.5	5.7	-2.7%	119.1%	

Auto Ancillaries

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Apollo Tyres*									
CMP(Rs)	73	Net Sales (Rs mn)	17,618	14,321	13,128	34.2%	23.0%	↓ ATL's 4QFY11 operating performance was below est.. due to higher Raw material costs. Net profits were ~7% below est. due to higher depreciation charge and interest costs. Key factors to watch are (1) rubber prices (2) pricing action both in domestic as well as international markets and (3) demand in domestic replacement market	
Mkt Cap (Rs bn)	37	EBITDA (Rs mn)	1,463	1,491	1,846	-20.7%	-1.9%		
Reco	Reduce	EBITDA Margin (%)	8.3	10.4	14.1	-576 bps	-211 bps		
Target Price (Rs)	70	PAT (Rs mn)	502	548	1,162	-56.8%	-8.4%		
% Upside	-3%	EPS (Rs)	1.0	1.1	2.3	-56.8%	-8.4%		
JK Tyres & Industries									
CMP(Rs)	98	Net Sales (Rs mn)	13,463	11,785	10,476	28.5%	14.2%	↑ JKT's 4QFY11 performance was above est. due to lower other expenses driven by higher share of truck and bus radials where marketing spend is lower and lower tax rate due to year end adjustments. Key factors to watch are (1) rubber prices (2) pricing action and (3) capacity ramp up	
Mkt Cap (Rs bn)	4	EBITDA (Rs mn)	673	619	792	-14.9%	8.8%		
Reco	Accumulate	EBITDA Margin (%)	5.0	5.3	7.6	-256 bps	-25 bps		
Target Price (Rs)	118	PAT (Rs mn)	125	91	268	-53.3%	36.5%		
% Upside	21%	EPS (Rs)	3.0	2.2	6.5	-53.3%	36.5%		
Motherson Sumi									
CMP(Rs)	231	Net Sales (Rs mn)	23,560	21,276	20,279	16.2%	10.7%	↓ MSSL's 4QFY11 operating performance was mixed bag with lower margins but in line earnings. Standalone performance was strong but subsidiaries reported weak margins. Higher than expected adverse currency movement impacted SMR results. Key things to watch (1) subsidiary performance in 2HFY12 and (2) currency movement	
Mkt Cap (Rs bn)	90	EBITDA (Rs mn)	2,602	2,216	2,493	4.4%	17.5%		
Reco	Accumulate	EBITDA Margin (%)	11.0	10.4	12.3	-125 bps	63 bps		
Target Price (Rs)	260	PAT (Rs mn)	1,209	951	865	39.7%	27.2%		
% Upside	13%	EPS (Rs)	3.1	2.4	2.2	39.7%	27.2%		

Automobiles

- The revenue growth of 24% YoY to Rs689bn for our automobile universe was ahead of our est. Rs663bn.
- EBIDTA at Rs86bn (YoY growth of 21%) was below our expectation of Rs 92bn. Ashok Leyland and Eicher Motors were the key positive surprises, while Tata Motors was the biggest disappointment. For Eicher Motors, surprise was across business segments.
- APAT at Rs53bn (YoY growth of 27%), was above our below our expectation of Rs 59bn due to weak operating performance.
- 4QFY11 witnessed EPS downgrade across auto universe except for Maruti Suzuki (+4%) and Eicher Motors (0%) – Ashok Leyland (-9%), Bajaj AUTO (-9%), Hero Honda (-3%), M&M (-10%) and Tata Motors (-6%). EPS downgrades are primarily to factor in higher cost pressures.
- We maintain our overweight outlook on the sector largely due to stock price corrections. We have upgraded Hero Honda to Hold. We have retained our ACCUMULATE rating on Ashok Leyland, Eicher Motors, Maruti, TVS Motor and BUY rating on Bajaj Auto, Tata Motors and M&M

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Ashok Leyland									
CMP(Rs)	51	Net Sales (Rs mn)	38,285	22,272	29,390	30.3%	71.9%	↑ ALL's 4QFY11 performance was strongly abv. est. driven by better operating perf. (higher sales and margins). Margins benefitted from lower raw material costs and lower other expenses. Key factors to watch out for (1) M&HCV demand momentum (2) ramp up in Panthagar and U-trucks volumes and (3) volumes from new LCV JV with Nissan	
Mkt Cap (Rs bn)	68	EBITDA (Rs mn)	5,099	1,920	3,784	34.7%	165.5%		
Reco	Accumulate	EBITDA Margin (%)	13.3	8.6	12.9	44 bps	470 bps		
Target Price (Rs)	63	PAT (Rs mn)	2,982	694	2,231	33.7%	329.9%		
% Upside	24%	EPS (Rs)	2.2	0.5	1.7	33.7%	329.9%		
Bajaj Auto									
CMP(Rs)	1,342	Net Sales (Rs mn)	42,000	41,771	33,995	23.5%	0.5%	↑ BJAUT's 4QFY11 performance was marginally ahead of our est. Earnings benefitted from better operating perf. (EBITDA margin of 20.8% vs 20% est.) and lower tax rate. Key factors to watch for (1) impact of DEPB withdrawal on margins (2) monthly vol. run rate and (3) launch of Boxer in 2QFY12	
Mkt Cap (Rs bn)	388	EBITDA (Rs mn)	8,730	8,473	7,771	12.3%	3.0%		
Reco	Buy	EBITDA Margin (%)	20.8	20.3	22.9	-207 bps	50 bps		
Target Price (Rs)	1,700	PAT (Rs mn)	6,870	6,651	5,781	18.8%	3.3%		
% Upside	27%	EPS (Rs)	23.7	23.0	20.0	18.8%	3.3%		
Hero Honda									
CMP(Rs)	1,736	Net Sales (Rs mn)	53,909	51,617	41,223	30.8%	4.4%	↓ HH's 4QFY11 performance was marginally below est driven by lower other income and higher tax rate due to adjustments for royalty. Key factors to watch are (1) volume performance in FY12 and (2) pricing action	
Mkt Cap (Rs bn)	347	EBITDA (Rs mn)	6,528	5,767	7,117	-8.3%	13.2%		
Reco	Hold	EBITDA Margin (%)	12.1	11.2	17.3	-516 bps	94 bps		
Target Price (Rs)	1,775	PAT (Rs mn)	5,016	5,089	5,988	-16.2%	-1.4%		
% Upside	2%	EPS (Rs)	25.1	25.5	30.0	-16.2%	-1.4%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
M&M									
CMP(Rs)	664	Net Sales (Rs mn)	67,782	61,211	53,046	27.8%	10.7%	↓	M&M's 4QFY11 standalone performance was marginally below est. due to higher staff cost, lower VAT setoff and higher prod. In MVML. MVML reported strong performance with EBIT margin accounting for 10% of standalone EBIT. Major factors to watch are (1) Ramp up in MVML (2) Maharashtra VAT rule and consequent impact (3) tractor volume growth and (4) RM cost pressures
Mkt Cap (Rs bn)	408	EBITDA (Rs mn)	8,619	9,238	8,456	1.9%	-6.7%		
Reco	Buy	EBITDA Margin (%)	12.7	15.1	15.9	-322 bps	-238 bps		
Target Price (Rs)	810	PAT (Rs mn)	6,065	6,172	5,703	6.4%	-1.7%		
% Upside	22%	EPS (Rs)	9.3	9.4	9.8	-5.5%	-1.7%		
Maruti Suzuki									
CMP(Rs)	1,228	Net Sales (Rs mn)	100,922	94,945	84,246	19.8%	6.3%	↔	Maruti's 4QFY11 performance was inline with expectations. Lower EBITDA margins due to higher other expenses was offset by lower tax rate. Key things to watch out for (1) volume growth in FY12 (2) raw material cost pressure and (3) Currency hedging
Mkt Cap (Rs bn)	355	EBITDA (Rs mn)	10,097	9,358	11,111	-9.1%	7.9%		
Reco	Accumulate	EBITDA Margin (%)	10.0	9.9	13.2	-318 bps	15 bps		
Target Price (Rs)	1,760	PAT (Rs mn)	6,599	5,992	6,566	0.5%	10.1%		
% Upside	43%	EPS (Rs)	22.8	20.7	22.7	0.5%	10.1%		
Tata Motors									
CMP(Rs)	1,013	Net Sales (Rs mn)	356,105	316,852	289,778	22.9%	12.4%	↓	TML's 4QFY11 performance was below est. EBITDA margins nosedived to 8.7%/15.8% for standalone and JLR business. Standalone business was impacted by higher RM costs due to weak product mix while JLR was also impacted by weak product and geography mix. Major factors to watch going forward are (1) performance of JLR and (2) MHCV demand in FY12.
Mkt Cap (Rs bn)	545	EBITDA (Rs mn)	44,719	44,886	31,454	42.2%	-0.4%		
Reco	Buy	EBITDA Margin (%)	12.6	14.2	10.9	170 bps	-161 bps		
Target Price (Rs)	1,450	PAT (Rs mn)	24,600	24,533	14,814	66.1%	0.3%		
% Upside	43%	EPS (Rs)	37.3	37.2	27.2	37.0%	0.3%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
TVS Motor								↓	TVS' 4QFY11 performance was below est. Lower top line was due to NCCD of 100mn, lower billing of 10,000 units and weak ASP. Lower EBITDA margins were due to higher other expenses while lower other income and higher tax rates impacted earnings. Major factors to watch going forward are (1) Volume growth, (2) investments in subs and (3) RM cost pressures
CMP(Rs)	54	Net Sales (Rs mn)	16,425	16,452	12,160	35.1%	-0.2%		
Mkt Cap (Rs bn)	26	EBITDA (Rs mn)	1,004	991	862	16.3%	1.3%		
Reco	Accumulate	EBITDA Margin (%)	6.1	6.0	7.1	-98 bps	9 bps		
Target Price (Rs)	72	PAT (Rs mn)	479	546	459	4.3%	-12.3%		
% Upside	33%	EPS (Rs)	1.0	1.1	1.0	4.3%	-12.3%		
Eicher Motor								↑	Eicher Motor's 4QFY11 performance was strongly above est. Surprise was across business segments driven by lower RM to sales and lower other expenses. Major factors to watch going forward are (1) Volume performance in HD trucks, and (2) RM cost pressures
CMP(Rs)	1,305	Net Sales (Rs mn)	13,897	12,435	10,409	33.5%	11.8%		
Mkt Cap (Rs bn)	35	EBITDA (Rs mn)	1,624	1,205	912	78.2%	34.8%		
Reco	Accumulate	EBITDA Margin (%)	11.7	9.7	8.8	293 bps	200 bps		
Target Price (Rs)	1,505	PAT (Rs mn)	733	552	402	82.2%	32.7%		
% Upside	15%	EPS (Rs)	27.2	20.5	15.1	80.5%	32.6%		

Banking and Financial Services

- Banks reported subdued NII growth for the quarter with 1.3%qoq decline. However private banks outperformed PSU banks with 3.7%qoq growth as against 2.8%qoq decline reported by PSU banks.
- As banks increased deposit rates by a higher 200-250bps as against ~150bps increase in lending rates, most of the banks faced NIM's compression during the quarter. Our PSB universe saw a NIM compression of 30bps qoq, while Private banks witnessed only 5bps qoq compression in their NIM's.
- The cost/ Income ratio for PSB increased significantly during the quarter to 50% from 43% in preceding quarter, as the bank provided for second pension liability on retired employees completely during the quarter. As a result the operating profit for PSB's declined by 4.8%qoq.
- Advances and deposit growth (for our coverage universe) during the quarter stood healthy at 26.2%yoy and 22.9% as against systemic growth of ~22% and ~16% respectively.
- Non interest income saw moderate growth during the quarter led by slower fee income growth and lower treasury gains. The fee income for public sector banks grew by just 9.4%yoy, though private banks reported relatively higher growth of 32.4%yoy.
- Asset quality showed divergent trends with PSB reporting 5.9%qoq (3.7% ex SBI) increase in GNPA, while private banks reporting 1.3%qoq decline. The slippages saw a spike during the quarter as most of the banks moved to system based NPA recognition.
- Our top picks are Allahabad Bank, BOB, PNB and ICICI Bank

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Allahabad Bank									
CMP(Rs)	199	NII (Rs mn)	11,513	10,516	7,417	55.2%	9.5%	↓	ALBK's Q4FY11 net profit of Rs2.6bn lower than exp driven by Rs2.5bn on pension exp and higher NPA provisions. NII at Rs11.5bn (up 55% yoy) beats estimates. NII growth driven by 7.8% qoq growth in advances and 5bps qoq improvement in NIMs. Cost of dep up just 6bps qoq with CASA remaining stable despite strong growth. Slippages shoot upto Rs8.1bn (0.9% of adv) as the bank adds Rs5bn of agriculture NPAs. Strong recoveries keep gross NPAs stable but net NPAs at 8.7% of net worth. Valuations attractive at 1.1x FY12E/0.9x FY13E ABV.
Mkt Cap (Rs bn)	95	Op. Profit (Rs mn)	7,801	7,882	6,570	18.7%	-1.0%		
Reco	Accumulate	NIM (%)	3.2	3.1	2.6	61 bps	6 bps		
Target Price (Rs)	230	PAT (Rs mn)	2,576	4,156	2,235	15.2%	-38.0%		
% Upside	16%	EPS (Rs)	5.4	9.3	5.0	8.1%	-41.8%		
Andhra Bank									
CMP(Rs)	145	NII (Rs mn)	8,615	8,399	6,562	31.3%	2.6%	↑	Andhra Bank's results inline with expectation with net profit at Rs3.1bn and NII of Rs8.6bn. However, the asset quality deteriorates as GNPA increased by Rs1.2bn during the quarter. However as the bank accelerated provision, NNPA declined by 11.1%qoq. Provision cover improved to 72.5% from 64.75 in Q3FY11. The bank provide in total Rs1.5bn towards second pension liability, including Rs532mn for retired employees. The bank also provided Rs330mn for additional gratuity liability during the year
Mkt Cap (Rs bn)	81	Op. Profit (Rs mn)	7,115	6,266	5,269	35.0%	13.5%		
Reco	Accumulate	NIM (%)	3.4	3.6	3.1	26 bps	-20 bps		
Target Price (Rs)	150	PAT (Rs mn)	3,128	3,309	2,399	30.4%	-5.5%		
% Upside	3%	EPS (Rs)	5.6	6.8	4.9	13.2%	-17.9%		
Axis Bank									
CMP(Rs)	1,237	NII (Rs mn)	17,010	17,331	14,601	16.5%	-1.9%	↔	Axis Bank (AXSB) Q4FY11 earnings at Rs10.2bn in line with expectations. However, NII at Rs17bn lower than estimate driven by sharper than expected compression in NIMs. Sharp 24% qoq growth in term deposits alongwith slippage of 120bps in CASA results resulted in 37bps qoq dip in NIMs. NIMs to improve in Q1FY12 as B/S will contract seasonally. Slippage rate at Rs2.5bn for Q4FY11, lower than Rs3.3bn in Q3FY11. However, recoveries yet to show improvement. With slippages coming under control we believe that AXSB could trade at its historic average valuations at 2.5x 1-year forward.
Mkt Cap (Rs bn)	509	Op. Profit (Rs mn)	18,208	16,585	13,838	31.6%	9.8%		
Reco	Hold	NIM (%)	3.0	3.4	3.5	-50 bps	-38 bps		
Target Price (Rs)	1,400	PAT (Rs mn)	10,201	8,914	7,649	33.4%	14.4%		
% Upside	13%	EPS (Rs)	24.8	21.7	18.9	31.6%	14.3%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Bank of Baroda								↔	BOB's reported net profit of Rs12.9bn inline with expectations. Adjusted NII at Rs23.6bn was marginally lower than expected. Additional pension liabilities of Rs5.5bn (for retired staff) were compensated by one-time interest income of Rs2.5bn and lower taxes. The slippages for the quarter increased sharply to Rs6.5bn as against slippage of Rs11.9bn for 9MFY11. Management has guided that there could be some upgrades in these accounts. Valn at 1.7x/1.4x FY12E/FY13E ABV not unreasonable.
CMP(Rs)	871	NII (Rs mn)	26,139	22,923	17,449	49.8%	14.0%		
Mkt Cap (Rs bn)	341	Op. Profit (Rs mn)	19,458	18,512	15,473	25.8%	5.1%		
Reco	Accumulate	NIM (%)	3.0	2.9	2.6	41 bps	19 bps		
Target Price (Rs)	1,050	PAT (Rs mn)	12,944	10,689	8,472	52.8%	21.1%		
% Upside	21%	EPS (Rs)	33.0	29.2	23.2	42.2%	12.7%		
Bank of India								↓	BOI's results for Q4FY11 were below estimate driven by Rs7.1bn of pension exp and higher than expected provisions for NPAs. NII has grown by 8.9% qoq driven by 12% qoq growth in advances and 14bps qoq expansion in NIMs. Adj for one off NII has decline by 4.9% qoq, albeit NIMs were stable at 2.7%. The slippages were sharply up at 1.8%(annualized) for the quarter compared with 1.3% for M9FY11. Valuations attractive at 1.3x FY12E/1.1x FY13E ABV. Expect RoAs at 1% despite building 20bps contraction in NIMs and 1.2% slippage.
CMP(Rs)	423	NII (Rs mn)	21,634	19,869	15,521	39.4%	8.9%		
Mkt Cap (Rs bn)	231	Op. Profit (Rs mn)	10,613	13,888	12,756	-16.8%	-23.6%		
Reco	Accumulate	NIM (%)	2.7	2.7	2.4	29 bps	-4 bps		
Target Price (Rs)	450	PAT (Rs mn)	3,496	6,533	4,281	-18.3%	-46.5%		
% Upside	6%	EPS (Rs)	6.4	12.4	8.1	-21.5%	-48.6%		
Canara Bank								↓	CBK's NII at Rs19.7bn and net profit at Rs9bn were below expectations driven by drop in NIMs. The NIMs dipped by 10bps qoq to 2.8%. Highest ever recoveries of Rs3.3bn, dividends of Rs1.7bn and some write backs helped the bank to offset Rs5.5bn of pension provisions for retired employees. The slippages were extreme negative surprise at Rs18.4bn (higher than M9 – Rs16.7bn). With lower provisions the PCR slipped by 3% to 73%.
CMP(Rs)	518	NII (Rs mn)	19,729	21,192	15,976	23.5%	-6.9%		
Mkt Cap (Rs bn)	230	Op. Profit (Rs mn)	16,950	15,140	14,304	18.5%	12.0%		
Reco	Reduce	NIM (%)	2.5	2.9	2.6	-8 bps	-43 bps		
Target Price (Rs)	560	PAT (Rs mn)	8,991	11,067	5,034	78.6%	-18.8%		
% Upside	8%	EPS (Rs)	20.3	27.0	12.2	65.8%	-24.8%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Corporation Bank									
CMP(Rs)	539	NII (Rs mn)	7,616	8,423	5,894	29.2%	-9.6%	↓	CRPBK's Q4FY11 NII/PAT at Rs7.6bn/Rs3.5bn below expectation led by more than expected contraction in NIM's. The bank provided Rs1.3bn for pension liability including Rs743mn for retired employees in Q4FY11. Second pension option liability revised upwards to Rs6.3bn from 5.5bn earlier. Slippage rate moderated during the quarter to 0.2% from 0.4% in the preceding quarter. Bank faces headwinds on NIMs due to its low CASA but valuations unreasonable at 1.1x/1.0x FY12E/FY13 ABV with 22% RoEs.
Mkt Cap (Rs bn)	80	Op. Profit (Rs mn)	7,465	7,369	5,451	36.9%	1.3%		
Reco	Hold	NIM (%)	2.3	2.8	2.2	8 bps	-48 bps		
Target Price (Rs)	630	PAT (Rs mn)	3,452	3,823	3,124	10.5%	-9.7%		
% Upside	17%	EPS (Rs)	23.3	26.7	21.8	7.0%	-12.6%		
HDFC Bank									
CMP(Rs)	2,372	NII (Rs mn)	28,395	27,767	23,514	20.8%	2.3%	↑	HDFC bank results inline with expectations. Positive highlights of the quarter: (1) CASA maintained at 51% (52% in Q4FY10); (2) fee income growth of 7.6% qoq and (3) Slippage rate at <1% for FY11. Slippage rate for FY11 at 0.9%, lowest since FY05. Asset quality remained robust with gross and net NPAs down by 5% and 10% qoq respectively with PCR of 82.5%. Stability in parameters like NIMs, NII and asset quality as expected. Rolling over valuations to FY13E with strong earnings visibility.
Mkt Cap (Rs bn)	1,106	Op. Profit (Rs mn)	20,969	20,727	16,944	23.8%	1.2%		
Reco	Hold	NIM (%)	4.3	4.4	4.4	-10 bps	-14 bps		
Target Price (Rs)	2,400	PAT (Rs mn)	11,147	10,878	8,367	33.2%	2.5%		
% Upside	1%	EPS (Rs)	24.0	23.4	18.3	31.3%	2.5%		
ICICI Bank									
CMP(Rs)	1,039	NII (Rs mn)	25,097	23,117	20,349	23.3%	8.6%	↑	ICICI Bank's reported net profit of Rs14.5bn inline with expectation, however NII at Rs25.1bn was slightly ahead of expectation led by better than expected NIMs. The net addition to ICICI Bank's NPAs was almost zero during the quarter. The provision cover also shown improvement of 409bps qoq to 76%. Expect core RoEs of 13.7% in FY13E with the revenue augmentation (with B/S growth) alongwith improvement in credit costs and stable cost/income ratio of 42%.
Mkt Cap (Rs bn)	1,197	Op. Profit (Rs mn)	23,053	23,426	23,991	-3.9%	-1.6%		
Reco	Accumulate	NIM (%)	2.5	2.4	2.3	25 bps	15 bps		
Target Price (Rs)	1,200	PAT (Rs mn)	14,524	14,370	10,057	44.4%	1.1%		
% Upside	15%	EPS (Rs)	12.6	12.5	9.0	39.8%	1.0%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Punjab National Bank								↔	PNB's Q4FY11 net profit of Rs12.0bn and NII of Rs30.3bn inline with expectations. However sharp rise in slippages to Rs12.5bn a negative surprise. The NII grew by 21.3%yoy (down 5.5%qoq) driven by 30%yoy (9.4%qoq) growth in advances, albeit NIM's contracted by 22bps qoq to 3.9%. Rs4.8bn of slippages have arisen from restructured asset portfolio. The PCR including tech w/off's has also declined by ~400bps to 73.2%. Stock performance to hinge on controlling slippages and push up PCR.
CMP(Rs)	1,086	NII (Rs mn)	30,290	32,041	24,751	22.4%	-5.5%		
Mkt Cap (Rs bn)	342	Op. Profit (Rs mn)	25,076	23,508	22,510	11.4%	6.7%		
Reco	Accumulate	NIM (%)	3.4	3.8	3.5	-9 bps	-46 bps		
Target Price (Rs)	1,300	PAT (Rs mn)	12,009	10,906	10,812	11.1%	10.1%		
% Upside	20%	EPS (Rs)	37.9	34.6	34.3	10.5%	9.6%		
South Indian Bank								↑	SIB's Q4FY11 results better than our expectations with net profit of Rs817mn and NII of Rs2.2bn. 8.2% qoq growth in NII was led by a strong 8.7%qoq growth in advances and stable NIMs at 3.1%. Improvement in yields more than compensated for 33bps increase in cost of funds. The asset quality surprised positively as the gross and net NPAs were down by 9.2% and 19.2% qoq. The provision cover also improved by 324bpr to 73.9%.
CMP(Rs)	26	NII (Rs mn)	2,216	2,048	1,503	47.5%	8.2%		
Mkt Cap (Rs bn)	29	Op. Profit (Rs mn)	1,532	1,429	1,110	38.0%	7.2%		
Reco	Accumulate	NIM (%)	2.8	2.9	2.5	37 bps	-2 bps		
Target Price (Rs)	27	PAT (Rs mn)	817	753	806	1.5%	8.6%		
% Upside	5%	EPS (Rs)	0.7	0.7	0.7	-0.4%	7.9%		
State Bank of India								↓	SBI's results extremely disappointing with NII of Rs80.6bn (down 10% qoq) and net profit of just Rs209mn. Sharp drop of 56bps qoq in NIMs to 3.04%. Lower NII with Rs8.8bn of pension expenses, Rs32bn of NPA provisions (100% qoq), high tax rate drag the net profit down. Good thing – has cleaned up all liabilities like pensions, teaser rate loan provision, bad thing – low tier I of 7.77% and sharp rise in slippages to Rs56.4bn. Early rights issue holds the key. Cutting loan growth estimate to 17% (from 20%) for FY12/13. Cutting earning estimates by 13%/14%.
CMP(Rs)	2,220	NII (Rs mn)	80,581	90,498	67,215	19.9%	-11.0%		
Mkt Cap (Rs bn)	1,410	Op. Profit (Rs mn)	60,797	67,644	51,939	17.1%	-10.1%		
Reco	Hold	NIM (%)	2.7	3.1	2.6	4 bps	-48 bps		
Target Price (Rs)	2,480	PAT (Rs mn)	209	28,280	18,666	-98.9%	-99.3%		
% Upside	12%	EPS (Rs)	0.3	44.5	29.4	-98.9%	-99.3%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Union Bank of India									
CMP(Rs)	323	NII (Rs mn)	17,165	16,158	13,961	22.9%	6.2%	↑	UBI reported NII of 17.2bn slightly above expectation, however net profit at Rs6.0bn below expectation led by higher provision on pension liability. The NII grew by 22.9%yoy to Rs17.2bn driven by 12.9%qoq (26.5%yoy) growth in advances, with NIM's stable at 3.4%. Lower slippages at 4.0bn for the quarter a positive surprise. However as the bank did lower provisioning during the quarter, provision cover came down by 500bps to 50.2%. Valuations fair at 1.5x FY12E and 1.2x FY13 ABV. We Maintain HOLD rating with TP of Rs335
Mkt Cap (Rs bn)	170	Op. Profit (Rs mn)	8,700	12,605	11,480	-24.2%	-31.0%		
Reco	Hold	NIM (%)	3.0	3.1	3.0	2 bps	-3 bps		
Target Price (Rs)	335	PAT (Rs mn)	5,981	5,789	5,943	0.6%	3.3%		
% Upside	4%	EPS (Rs)	9.4	11.5	11.8	-20.0%	-17.9%		
United Bank Of India									
CMP(Rs)	97	NII (Rs mn)	5,748	5,597	4,219	36.2%	2.7%	↑	UNTDB's Q4FY11 results inline with expectation with net profit at Rs1.4bn and NII at Rs5.7bn. The NII growth driven by 26.7% growth in advances, albeit NIM's contracted by 5bps. Pension liability revised downwards to Rs3.7bn (including Rs1bn for retired) vs Rs5.5bn stated earlier. The bank reported higher slippages of Rs3.3bn during the quarter as against slippages of Rs6.5bn for 9MFY11, resulting in higher slippage rate of 2.4% (annualized) for the quarter. At the CMP, the stock is quoting at 1.0x FY12E and 0.8x FY13E ABV. We maintain Accumulate rating with TP of Rs110
Mkt Cap (Rs bn)	33	Op. Profit (Rs mn)	4,250	3,867	2,873	47.9%	9.9%		
Reco	Accumulate	NIM (%)	2.7	2.7	2.2	42 bps	-9 bps		
Target Price (Rs)	110	PAT (Rs mn)	1,432	1,631	463	209.4%	-12.2%		
% Upside	14%	EPS (Rs)	4.2	5.2	1.5	184.3%	-19.3%		
Yes Bank									
CMP(Rs)	294	NII (Rs mn)	3,485	3,232	2,442	42.7%	7.8%	↑	Yes Bank's Q4FY11 results were inline with expectations with NII at Rs3.5bn (up 7.8% qoq) and PAT at Rs2.0bn (up 6.4% qoq). NIMs maintained qoq at 2.8% - 70bps helped by repricing of advances. Further repricing expected in Q1FY12. Alongwith little easing of wholesale rates, NIMs can be maintained. NPAs up marginally to Rs805mn. Aggressive provisioning still helps keep provision cover at 88.6%. Introducing FY13E estimates with Rs23bn of capital raising. Maintain ACCUMULATE rating with revised target price of Rs390
Mkt Cap (Rs bn)	102	Op. Profit (Rs mn)	3,488	3,113	2,575	35.4%	12.1%		
Reco	Accumulate	NIM (%)	2.5	2.5	3.0	-45 bps	2 bps		
Target Price (Rs)	350	PAT (Rs mn)	2,034	1,911	1,400	45.3%	6.4%		
% Upside	19%	EPS (Rs)	5.9	5.5	4.1	42.2%	6.3%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
LIC Housing Finance								↑	LICHF's PAT of Rs2.9bn (adjusted) and NII of Rs4.2bn ahead of street estimates driven by NII on Rs12bn of portfolio taken over from LIC (parent). NIMs surprisingly expanded by 31bps driven by revision in lending rates and retiring of some legacy high cost borrowings. We build ~20bps contraction for FY12E. NPAs remain contained as the gross and net NPAs declined by 25% and 82% respectively with provision cover improving to 94% vs 82% in Q4FY11.
CMP(Rs)	226	NII (Rs mn)	4,204	3,522	2,980	41.1%	19.4%		
Mkt Cap (Rs bn)	107	Op. Profit (Rs mn)	4,163	3,524	2,856	45.8%	18.1%		
Reco	Buy	NIM (%)	3.5	3.2	3.3	25 bps	36 bps		
Target Price (Rs)	250	PAT (Rs mn)	2,913	2,953	2,135	36.4%	-1.4%		
% Upside	11%	EPS (Rs)	6.1	6.2	4.5	36.4%	-1.4%		
Mah & Mah Financial Services								↔	MMFS' Q4FY11 earnings at Rs1.6bn in line with street exp but lower than our est. NII at Rs4.0bn, up just 15.2% yoy as NIMs dip by 269bps, higher than our estimates. The sharper contraction in NIMs came from lower margins on assets sold during the quarter. Reimbursement of expenses from banks to compensate for lower yield . MMFS continues to improve on asset quality, gross and net NPAs down 23% qoq and 43% qoq respectively. Provision expenses are almost at a third of Q4FY10 numbers. Expect 29% CAGR in earnings over FY11-13E.
CMP(Rs)	646	NII (Rs mn)	3,960	3,391	3,439	15.2%	16.8%		
Mkt Cap (Rs bn)	67	Op. Profit (Rs mn)	2,584	2,278	2,507	3.1%	13.5%		
Reco	Buy	NIM (%)	12.2	11.6	15.6	-338 bps	56 bps		
Target Price (Rs)	870	PAT (Rs mn)	1,584	1,349	1,402	13.0%	17.4%		
% Upside	35%	EPS (Rs)	15.5	14.0	14.6	5.6%	10.3%		
Manappuram General Finance								↔	MAGFIL reported robust numbers on expected lines for Q4FY11 with NII at Rs2.9bn and PAT at Rs1.0bn, driven by 15.9% qoq growth in AUMs. We remain wary of the strong growth in AUMs of MAGFIL.
CMP(Rs)	57	NII (Rs mn)	2,768	2,334	1,115	148.3%	18.6%		
Mkt Cap (Rs bn)	48	Op. Profit (Rs mn)	1,597	1,240	666	139.7%	28.8%		
Reco	Buy	NIM (%)	14.2	14.2	15.2	-97 bps	0 bps		
Target Price (Rs)	120	PAT (Rs mn)	963	745	408	136.1%	29.2%		
% Upside	109%	EPS (Rs)	2.3	1.8	2.4	-3.5%	29.2%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
CRISIL									
CMP(Rs)	6,933	Net Sales (Rs mn)	1,772	1,774	1,433	23.6%	-0.1%	↔ CRISIL's Q1CY11 operating revenue were flat qoq at Rs1.8bn driven by 3% qoq decline in rating revenues and 30% qoq drop in advisory revenues. The operating margins declined by 280bps yoy (755bps qoq) to 32% driven by sharp increase of 29% in expenditure and lower contribution from high margin bond rating business. Rating revenues likely to remain lackluster till there is a pick up in the corporate bond market. However, costs likely to remain elevated.	
Mkt Cap (Rs bn)	49	EBITDA (Rs mn)	568	702	500	13.7%	-19.1%		
Reco	Hold	EBITDA Margin (%)	32.0	39.6	34.8	-281 bps	-755 bps		
Target Price (Rs)	7,000	PAT (Rs mn)	447	512	353	26.7%	-12.7%		
% Upside	1%	EPS (Rs)	61.8	70.9	48.8	26.7%	-12.7%		
ICRA									
CMP(Rs)	1,050	Net Sales (Rs mn)	564	472	507	11.2%	19.4%	↔ ICRA's operating income at Rs564mn inline with expectation, however net profit at Rs121mn below exp. led by lower other income and higher ESOP amortisation. The rating business grew by a 27.9%qoq (16.0%yoy) helped by continued traction in bank loan ratings, albeit debt market related business remain sluggish. The non-rating businesses contribution remains flat in revenues and in fact decline in EBIT. Only consulting business which is lumpy in nature, contributes higher. We downgrade our earnings by 7% each for FY12E/FY13E with lower margins.	
Mkt Cap (Rs bn)	11	EBITDA (Rs mn)	236	165	208	13.3%	43.0%		
Reco	Accumulate	EBITDA Margin (%)	41.8	34.9	41.0	81 bps	692 bps		
Target Price (Rs)	1,280	PAT (Rs mn)	149	141	162	-7.8%	5.7%		
% Upside	22%	EPS (Rs)	14.9	14.1	16.2	-7.8%	5.7%		

Cement

- On an aggregate basis, Q4FY11 cement numbers were better than expected, driven by better than expected realizations, which improved 9.2% qoq as production discipline exercised across regions by cement producers helped price hikes. The results for large caps were more or less in line with estimates however mid cap companies were hit by increasing raw material and power and fuel costs.
- Large caps like ACC, Ambuja and Ultratech posted above estimated results driven by higher than expected cement realizations leading to upwards revision in FY12 earnings. Whereas southern based players witnessed cost pressures which dented their profitability along with anemic demand, one of the major concern which has led to downgrades for their FY12 estimates (ICL and MCL).
- Pure cement sales grew 10.5% yoy led by realizations of Rs3924/t (Our est Rs3882/t), up 8.3% yoy and 9.2% qoq. However pure cement EBDITA remained flat yoy, with EBIDTA margins contracting by 240 bps to 24.0%.
- Overall cost/ton at Rs2983/t increased 11.8% yoy and resultant EBITDA/t at Rs941 (our Estimate – Rs887/t) declined 1.5%yoy. South based players posted 63.3% yoy improvement in EBITDA /ton(Rs859) driven by significant jump in realizations which grew 25.7% yoy to Rs3756/t. Aggregate P&F cost have reduced 1.3% qoq (Rs891/t) led by improved efficiencies . However we remain concerned on cost as sharp jump in coal price (Domestic & Int'l) are yet to reflect. Interest cost increased by 21% yoy but was negated by 23% increase in other income resulting in flat net income.
- We remain concerned on the demand as the sustainability of current price levels along with the recently announced hikes in few regions (which have been deferred) depend purely on the pick up in construction activities. We maintain our neutral stance on the sector. Maintain REDUCE ratings on Ambuja Cement & Ultratech Cement. Prefer ACC (volume growth to help drive operating leverage and protect margins) and Grasim (VSF earnings to protect profitability & return ratios – attractive valuations)

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
ACC									
CMP(Rs)	1,005	Net Sales (Rs mn)	23,982	19,576	21,018	14.1%	22.5%	↑	APAT at Rs3.5bn was above est (Rs3.27bn) led by lower other expenditure. Revenue up 14% yoy - volumes +10.4%yoy, realizations up 3.4% yoy (Rs3893/t). Price hikes drive EBITDA/t to Rs900 (+ 80% qoq, -19.3% yoy). Upgrade CY11/12 earnings by 5.4%/ 6.3% led by better cement prices. However 30% coal price hike by CIL is yet to reflect in numbers. Downgrade rating from ACCUMULATE to HOLD- Target Rs1140
Mkt Cap (Rs bn)	189	EBITDA (Rs mn)	5,542	2,800	6,222	-10.9%	97.9%		
Reco	Hold	EBITDA Margin (%)	23.1	14.3	29.6	-649 bps	881 bps		
Target Price (Rs)	1,140	PAT (Rs mn)	3,507	1,806	4,051	-13.4%	94.1%		
% Upside	13%	EPS (Rs)	18.7	9.6	21.6	-13.4%	94.1%		
Ambuja									
CMP(Rs)	136	Net Sales (Rs mn)	22,071	17,885	19,902	10.9%	23.4%	↑	APAT at Rs4.07bn sharply above est (Rs3.3 bn), driven by lower RM & energy cost. Revenue +11%yoy -led by realizations at Rs3913/t, a jump 3.6% yoy. Sharp jump in realizations drive 95% qoq growth in EBITDA (Rs 6.1bn v/s est of Rs5.3 bn) – EBITDA/t at Rs1084, up 72% qoq. 4.5% qoq decline in P&F came in as a surprise. Upgrade CY11/12 earnings by 4.3%/ 1.5% led by higher cement prices. Sharp jump in coal price yet to reflect in ACL's numbers. Downgrade to HOLD - Target Rs140
Mkt Cap (Rs bn)	208	EBITDA (Rs mn)	6,116	3,140	6,227	-1.8%	94.8%		
Reco	Reduce	EBITDA Margin (%)	27.7	17.6	31.3	-358 bps	1,015 bps		
Target Price (Rs)	140	PAT (Rs mn)	4,075	2,139	4,520	-9.8%	90.5%		
% Upside	3%	EPS (Rs)	2.7	1.4	3.0	-9.8%	90.5%		
Ultratech									
CMP(Rs)	1,022	Net Sales (Rs mn)	44,901	37,152	19,094	135.2%	20.9%	↑	APAT at Rs5.9 bn (85% qoq) – above estimates due to higher cement realizations & lower tax rate. Revenues up 21% qoq as volumes improve 11.2%, blended realizations +8.7% qoq . Price hikes drives 44.2% qoq growth in EBITDA to Rs10.2 bn above est (Rs9.7 bn) - EBITDA/t at Rs954 +30% qoq. 3% Sequential decline in P&F cost, came in as surprise. Upgrade FY12 EPS by 6.1% to Rs70.5, introduce FY13 EPS at Rs82.7.
Mkt Cap (Rs bn)	280	EBITDA (Rs mn)	10,210	7,078	4,027	153.6%	44.2%		
Reco	Reduce	EBITDA Margin (%)	22.7	19.1	21.1	165 bps	369 bps		
Target Price (Rs)	1,050	PAT (Rs mn)	5,916	3,189	2,286	158.8%	85.5%		
% Upside	3%	EPS (Rs)	21.7	11.7	8.4	158.8%	85.5%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
India Cements							↓	APAT at Rs545 mn below est (Rs875 mn). Revenues at Rs9.9 bn +3.5%yoy– sharp price hikes led by pricing discipline help realizations (+22%), volumes -14% yoy. EBIDTA at Rs1.7 bn below est (Rs2.06 bn) due to lower than est revenue & higher RM & P&F costs. However improved realization drive 75% increase in EBITDA/t to Rs696. Cut FY12E EPS by 7.3% led by lower volumes assumptions for FY12. Lower TP by 5.1% to Rs93.
CMP(Rs)	84	Net Sales (Rs mn)	9,979	7,810	9,643	3.5%	27.8%	
Mkt Cap (Rs bn)	26	EBITDA (Rs mn)	1,787	1,263	1,420	25.9%	41.5%	
Reco	Hold	EBITDA Margin (%)	17.9	16.2	14.7	319 bps	174 bps	
Target Price (Rs)	93	PAT (Rs mn)	545	197	421	29.3%	176.9%	
% Upside	11%	EPS (Rs)	1.8	0.6	1.4	29.3%	176.9%	
Madras Cement							↔	APAT at Rs637 mn in line with est (Rs623 mn). Revenues at Rs6.9 bn +9%yoy– sharp price hikes led by pricing discipline help realizations (+30%), volumes -17% yoy. EBITDA at Rs1.7bn marginally lower than est. However improved realization drive 65% increase in EBITDA/t to Rs943. Cut FY12E EPS by 3.8% led by lower volumes assumptions for FY12. Lower TP by 2% to Rs100
CMP(Rs)	88	Net Sales (Rs mn)	6,864	5,792	6,311	8.8%	18.5%	
Mkt Cap (Rs bn)	21	EBITDA (Rs mn)	1,701	1,481	1,238	37.3%	14.8%	
Reco	Accumulate	EBITDA Margin (%)	24.8	25.6	19.6	515 bps	-79 bps	
Target Price (Rs)	100	PAT (Rs mn)	637	435	293	117.6%	46.6%	
% Upside	14%	EPS (Rs)	2.7	1.8	1.2	117.6%	46.6%	
Shree Cement							↓	EBITDA of Rs2.96bn- in line .However accelerated depreciation drags APAT to a meager Rs102mn. Revenues of Rs10.7bn came in exactly in line, led by 6.8% revenue growth in cement (Rs9.5bn) and 121% yoy growth in power (Rs1.2bn). Upgrade FY12 EBITDA by 3.8%, but cut FY12E EPS estimates by 85% to EPS of Rs13.8 on account of revised depreciation guidance. Introduce FY13 estimates with EPS of Rs175
CMP(Rs)	1,742	Net Sales (Rs mn)	10,701	7,796	9,440	13.4%	37.3%	
Mkt Cap (Rs bn)	61	EBITDA (Rs mn)	2,959	1,575	3,569	-17.1%	87.8%	
Reco	Accumulate	EBITDA Margin (%)	27.7	20.2	37.8	-1,015 bps	744 bps	
Target Price (Rs)	1,960	PAT (Rs mn)	102	240	232	-56.1%	-57.5%	
% Upside	13%	EPS (Rs)	2.9	6.9	6.7	-56.1%	-57.5%	

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
OPIL									
CMP(Rs)	60	Net Sales (Rs mn)	6,961	4,384	5,480	27.0%	58.8%	↑ Net profit at Rs775mn above est (Rs620mn) led by higher cement prices & other income. Revenues at Rs6.96bn (+27%), Cement (+22%), Electricals (+35%) & Paper (+24%). Cement revenues grew 22% as realizations improved 29% yoy. Upgrading FY12 earnings by 5.9% to Rs9.3 and introducing FY13 estimates with EPS of Rs11.3. Increasing cost key concern, as CIL coal price hike yet to reflect in P&F costs	
Mkt Cap (Rs bn)	11	EBITDA (Rs mn)	1,304	741	1,048	24.4%	76.0%		
Reco	Buy	EBITDA Margin (%)	18.7	16.9	19.1	-39 bps	183 bps		
Target Price (Rs)	74	PAT (Rs mn)	775	309	548	41.3%	150.7%		
% Upside	24%	EPS (Rs)	4.0	1.6	2.8	41.3%	150.7%		
Grasim									
CMP(Rs)	2,222	Net Sales (Rs mn)	14,258	12,137	11,037	29.2%	17.5%	↑ Grasim's EBIDTA at Rs4.62 bn +52.1% yoy, came in line with expectations. Net profit at Rs3.95 bn ahead of estimates, led by high other income earned. 30% jump in VSF realisations (Rs144/kg) helped 29% jump in revenues. VSF margins at 38.7% (+390bps yoy) came in better than estimates. Though we upgrade conso earnings by 7.7% for FY12, we turn cautious on VSF price trend. Introduce FY13 conso EPS at Rs260.	
Mkt Cap (Rs bn)	204	EBITDA (Rs mn)	4,620	3,635	3,037	52.1%	27.1%		
Reco	Accumulate	EBITDA Margin (%)	32.4	29.9	27.5	488 bps	246 bps		
Target Price (Rs)	2,672	PAT (Rs mn)	3,955	2,827	2,894	36.7%	39.9%		
% Upside	20%	EPS (Rs)	43.1	30.8	31.6	36.7%	39.9%		

Construction & Infrastructure

- Revenues for Emkay Infra coverage (Ex IL&FS) grew by 20.0% yoy (est. of 21.3%), driven by 53% yoy growth for IRB Infra. Jaiprakash Associates (JPA) & IVRCL reported a 21.4% yoy & 8.7% yoy revenue growth. Although Q4 is historically one of the most prominent quarters for construction sector, the overall execution faced headwinds. Core construction and infrastructure revenues grew by 4.9% yoy. IRB witnessed a 53% growth with 82.5% growth in their construction revenues due to peak execution at Surat Dahisar. However JPA continues to face execution issues on Yamuna expressway and Karacham Wangtoo HPP nearing completion, leading to 11% yoy decline in construction revenues. Also issues with regards to land acquisition and other clearances impacted IVRCL's execution leading to muted revenues growth of 8.7% yoy. IL&FS transportation saw sharp jump in construction revenues and surprised us significantly as some projects saw revenues recognition in Q4 compared to our expectation of it achieving the traction from Q1FY12E.
- Aggregate EBITDA (ex IL&FS) for the coverage grew by 10.5% yoy (v/s est. of 16.7%), lower than revenue growth as a result of margin contraction led by rising input cost pressure in the cement vertical for JPA. EBITDA margin witnessed contraction of 170 bps yoy to 19.9% (excluding IL&FS Transportation). Core infrastructure segment in our universe witnessed an EBIT margin contracted 283 bps to 14.6%. JPA led to the overall drag in the EBIT margins which contracted 785 bps yoy and reported a 12.3% margin. IRB Infrastructure continues to maintain a healthy EBIT margin of 33.4% along with IVRCL which also reported a stable margin of 9.5%.
- Sequential interest expense grew by 17.7%, reflecting higher borrowing cost experienced by the sector due to rising interest cost. The performance of IRB & IVRCL Infra were marred by one off which meant a flat growth in reported profitability, however APAT witnessed 17.8% yoy. Overall APAT performance was in line with our expectation.
- The sector continues to face headwinds due to increased input cost pressures and rising interest rate coupled with slowdown in order inflows. However post the sharp correction, Infra stocks appears to be trading at significant discount to their intrinsic value, we believe a lot of negatives are already in the price, making valuations attractive. We maintain our positive ratings on IRB Infra, IVRCL Infra, IL&FS Transportation and JPA and retain IRB Infrastructure as our top pick in the sector.

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Jaiprakash Associates							↓	APAT at Rs 2.5bn (+1% yoy) led by EBIT increase of +7.3x in real estate to Rs 2.9bn. Const. EBIT was -46% yoy to Rs 2.2bn, Cement EBIT +57% yoy to Rs 2.2bn Revenues at Rs 40bn (+21.4% yoy) led by real estate revenue up 4.8x yoy to Rs 6bn - positive surprise, Cement realizations +8.7% arrests revenue growth to 27.2% yoy at Rs 15.7bn Massive expansion in cement capacity, continue to pose pressure on realizations, coupled with input cost pressures resulted in EBITA/ton falling 36% to Rs 529. Upgrade FY12E earnings by 2.7 % to Rs4.7/share. Reduce to an ACCUMULATE & revise target price to Rs96
CMP(Rs)	84	Net Sales (Rs mn)	39,977	28,937	32,923	21.4%	38.2%	
Mkt Cap (Rs bn)	179	EBITDA (Rs mn)	8,249	7,915	8,007	3.0%	4.2%	
Reco	Accumulate	EBITDA Margin (%)	20.6	27.4	24.3	-369 bps	-672 bps	
Target Price (Rs)	96	PAT (Rs mn)	2,470	2,327	2,456	0.6%	6.2%	
% Upside	14%	EPS (Rs)	1.2	1.1	1.2	0.6%	6.2%	
IRB Infrastructure							↑	IRB guided for 15-20% growth in consolidated revenues. E&C margin for FY12E to remain robust at 22-24% (our erstwhile estimates were 21.2%) 4QFY11 APAT (+76%yoy) above exp. APAT at Rs 1.58 bn adjusting for Rs 550 mn one off mark to market loss. Toll collection on Tumkur to start in June 11, on Kolhapur project by July 11. Goa project stuck on land acquisition issues. Project unlikely to see execution in FY12E Building in a slower E&C execution, upgrading E&C margins has lead to 1% cut in FY13E earnings. Maintain TP - Rs255 with a BUY rating
CMP(Rs)	176	Net Sales (Rs mn)	7,670	6,688	5,017	52.9%	14.7%	
Mkt Cap (Rs bn)	58	EBITDA (Rs mn)	3,147	2,936	2,310	36.2%	7.2%	
Reco	Buy	EBITDA Margin (%)	41.0	43.9	46.0	-502 bps	-286 bps	
Target Price (Rs)	255	PAT (Rs mn)	1,577	1,331	894	76.4%	18.5%	
% Upside	45%	EPS (Rs)	4.7	4.0	2.7	76.4%	18.5%	
IVRCL							↑	IVRCL Q4FY11 APAT at Rs908 mn (+6.5% yoy) in line. RPAT at Rs642 mn, impacted by write offs & provisions. Execution remains sluggish, revenue growth of 8.7%, below estimates Adj. EBITDA at Rs2.16 bn (+11%yoy) came in line due to margin expansion of 21 bps to 10.6% Order backlog at Rs238 bn at 4.2X FY11 revenue-40% backlog faces execution challenge. We cut 12E EPS by -8.7% led by slower execution. Cut TP by 8% to Rs93 Sharp under performance (~37% over last 6 months) already factors in execution headwinds. Valuations at 10x (6X ex-subs) seem to factor in negatives.
CMP(Rs)	78	Net Sales (Rs mn)	20,516	14,104	18,870	8.7%	45.5%	
Mkt Cap (Rs bn)	21	EBITDA (Rs mn)	2,165	1,440	1,950	11.0%	50.3%	
Reco	Buy	EBITDA Margin (%)	10.6	10.2	10.3	22 bps	34 bps	
Target Price (Rs)	93	PAT (Rs mn)	908	506	852	6.5%	79.3%	
% Upside	20%	EPS (Rs)	3.4	1.9	3.2	6.5%	79.3%	

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
IL&FS Transportation									
CMP(Rs)	206	Net Sales (Rs mn)	7,571	2,511	n.a	n.a	201.5%	↑ ITNL reported Q4FY11 APAT at Rs0.7bn above exp., EBITDA at Rs 1.39bn v/s Rs 0.85bn mainly led by higher than expected fee booking. ITNL charged fees on 3 projects (JARP-I, Chawar, MP Border). Revenue increased 3x to Rs 7.6bn qoq led by 6.3x increase in construction to Rs 6 bn - revenue threshold surpassed in 3 projects - Order backlog at Rs92.9bn. Earnings cut led by 55% qoq increase in interest expense to Rs 1.8bn Target at Rs 261 reduced by 5% led by delays in obtaining clearance at Pune Sholapur, Higher fee booking in FY11 leading to tapered fee income in FY12E- Maintain Accumulate	
Mkt Cap (Rs bn)	40	EBITDA (Rs mn)	1,397	1,235	n.a	n.a	13.1%		
Reco	Accumulate	EBITDA Margin (%)	18.4	49.2	n.a	n.a	-3,071bps		
Target Price (Rs)	243	PAT (Rs mn)	729	628	n.a	n.a	16.2%		
% Upside	18%	EPS (Rs)	3.8	3.2	n.a	n.a	16.2%		

Consumers

- Our Consumer universe continued its growth momentum in Q4FY11 and clocked revenue growth of 20% yoy with absolute revenues of Rs 137 bn, which was in line with our expectations. Revenue growth was aided by robust volume growth, which continued its healthy growth momentum, and selective price hikes. Godrej Consumer recorded 97% growth in revenues aided by consolidation, whereas Jubilant FoodWorks continues its strong momentum with 56% revenue growth for this quarter.
- Volume growth momentum continues in this quarter driving healthy revenue growth. Volume growth was healthy in the sector with average volume growth in early double digits. While HUL continued its strong volume growth of 13% (despite a high base), GSK Consumer surprised negatively with volume growth of 6.5%, lower than its average historical rate.
- Selective pricing actions have been implemented during this quarter – 6% price increase by Asian Paints and similar increase in soaps portfolio by HUL and Godrej Consumer.
- With continuing pressure on account of higher material costs like edible oils, polymers, rutile, flavours etc , Consumer universe reported muted operational performance with Ebitda growth at 11.8% yoy and APAT growth at 11.4% yoy, unlike expected. Jubilant FoodWorks with 85% PAT growth and HUL with 26% PAT growth were the best performers.
- While the demand momentum remains strong, Consumers sector continues to witness pressure from rising costs and increasing competition. We upgrade our recommendation on HUL to Accumulate owing to the window of opportunity for earnings upgrade coupled with reasonable valuations. We continue to prefer stocks with absolute market leadership and higher pricing power like Nestle, GSK Consumer and Jubilant FoodWorks and add HUL as our preferred pick in the large cap space.

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Asian Paints								↓	Asian Paints Q4FY11 performance below expectation, led by higher than expected decline in Ebitda margins (180 bps to 14.7%) – APAT decline -3% yoy to Rs1.9 bn. Implemented 6% price hike, total price hike of 18.4% in last 9 months- whereas corresponding increase in raw material index is 33%. Re-iterate (1) Ebitda margins would trail cost inflation and (2) volume growth would reverse to median growth in worst case. Revised FY12E and FY13E earnings by -5% to Rs98.7/Share and Rs115.2/Share - Maintain 'ACCUMULATE' with target price of Rs2,923/Share
CMP(Rs)	3,063	Net Sales (Rs mn)	19,656	20,996	18,768	4.7%	-6.4%		
Mkt Cap (Rs bn)	294	EBITDA (Rs mn)	2,894	3,449	3,109	-6.9%	-16.1%		
Reco	Accumulate	EBITDA Margin (%)	14.7	16.4	16.6	-184 bps	-170 bps		
Target Price (Rs)	2,923	PAT (Rs mn)	1,860	2,203	1,917	-3.0%	-15.6%		
% Upside	-5%	EPS (Rs)	19.4	23.0	20.0	-3.0%	-15.6%		
Colgate								↑	Lower volume growth in toothbrush restricts revenue growth at 12.6% to Rs 5.8 bn, marginally below our expectation. APAT at Rs 1.1 bn is above our forecasts. Moderation in volume growth- Toothpaste market shares improved YoY, however declined sequentially - new launches likely to aid further market share improvement. PAT CAGR expected to be 13% over FY11-13E. Retain FY13E earnings of Rs37.6/Share- Valuations at 24X FY13E EPS appear fair - Maintain HOLD with target price of Rs826/Share
CMP(Rs)	888	Net Sales (Rs mn)	5,818	5,582	5,166	12.6%	4.2%		
Mkt Cap (Rs bn)	121	EBITDA (Rs mn)	1,249	746	1,247	0.2%	67.4%		
Reco	Hold	EBITDA Margin (%)	21.5	13.4	24.1	-267 bps	811 bps		
Target Price (Rs)	826	PAT (Rs mn)	1,141	662	1,144	-0.3%	72.2%		
% Upside	-7%	EPS (Rs)	8.4	4.9	8.4	-0.3%	72.2%		
Godrej Consumer								↑	GCPL reported strong results, higher than our expectations – sales growth at 96.5% yoy to Rs 10 bn and APAT at Rs 1.4 bn vs our estimate of Rs 1.3 bn. Strong domestic growth – soaps at 13%, hair colours at 18% and household insecticide at 17%, primarily driven by volumes. International business grew at 326% driven by consolidation of Megasari, Tura, Argencos and Issue Group. No change in earning estimates – FY12E EPS at Rs 18.9 - Maintain ACCUMULATE.
CMP(Rs)	439	Net Sales (Rs mn)	10,069	9,858	5,124	96.5%	2.1%		
Mkt Cap (Rs bn)	142	EBITDA (Rs mn)	1,851	1,732	1,107	67.2%	6.9%		
Reco	Accumulate	EBITDA Margin (%)	18.4	17.6	21.6	-322 bps	81 bps		
Target Price (Rs)	474	PAT (Rs mn)	1,417	1,188	1,731	-18.2%	19.3%		
% Upside	8%	EPS (Rs)	4.4	3.7	5.6	-22.1%	19.3%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
GSK Consumer							↓	Lower volume growth of 6.5% in the MFD category impacts revenue - net sales growth at 9.5% yoy and APAT growth at 15% yoy - lower than our estimates. EBITDA margins maintained at 20.5% driven by higher production absorbing fixed overhead costs. Confirmation on pick-up in volume growth would drive stock price performance in near term. No change in earnings – CY11E EPS at Rs 86.6 and CY12E EPS at Rs 103.6 - Maintain 'ACCUMULATE' with target price of Rs 2,590
CMP(Rs)	2,463	Net Sales (Rs mn)	7,100	5,078	6,484	9.5%	39.8%	
Mkt Cap (Rs bn)	104	EBITDA (Rs mn)	1,453	584	1,331	9.2%	148.7%	
Reco	Accumulate	EBITDA Margin (%)	20.5	11.5	20.5	-6 bps	896 bps	
Target Price (Rs)	2,590	PAT (Rs mn)	1,106	534	962	15.0%	107.3%	
% Upside	5%	EPS (Rs)	26.3	12.7	22.9	15.0%	107.3%	
HUL							↔	Hindustan Unilever (HUL) Q4FY11 performance meets EMKAY expectation of Rs4.9 bn, but higher than Consensus expectation of Rs4.5 bn. Quality of performance was good, considering 13% yoy volume growth being higher than expectation and Ebitda margin reduction (13%) being lower than expectation. All near term concerns remain largely addressed; also improvement in Soaps N Detergents margins remains un-played. Upgrade FY12E earnings by 3.5% to Rs10.9/Share and introduce FY13E earnings of Rs12.0/Share- amidst attractive valuations upgrade from 'HOLD' to 'ACCUMULATE'
CMP(Rs)	314	Net Sales (Rs mn)	49,666	51,277	43,802	13.4%	-3.1%	
Mkt Cap (Rs bn)	677	EBITDA (Rs mn)	6,465	7,250	5,955	8.6%	-10.8%	
Reco	Accumulate	EBITDA Margin (%)	13.0	14.1	13.6	-58 bps	-112 bps	
Target Price (Rs)	312	PAT (Rs mn)	4,855	5,732	3,857	25.9%	-15.3%	
% Upside	0%	EPS (Rs)	2.2	2.6	1.8	25.9%	-15.3%	
Jubilant FoodWorks							↔	Q4FY11 performance marginally below expectations – APAT at Rs193 mn v/s expectation of Rs205 mn - led by lower than expected Ebitda margins (17%). Does not reduce our conviction on leverage and scalability of Dominos model, build 110 bps expansion in Ebitda margins in FY11-13E period from 17.7% in FY11 to 18.8% in FY13E. Upgrade FY12E and FY13E earnings by 6.4% and 10.3% to Rs16.1/Share and Rs23.4/Share - Maintain 'ACCUMULATE' with price target of Rs725/Share
CMP(Rs)	782	Net Sales (Rs mn)	1,936	1,857	1,241	56.1%	4.3%	
Mkt Cap (Rs bn)	50	EBITDA (Rs mn)	330	323	193	71.2%	2.3%	
Reco	Accumulate	EBITDA Margin (%)	17.0	17.4	15.5	151 bps	-33 bps	
Target Price (Rs)	725	PAT (Rs mn)	193	190	104	85.3%	1.7%	
% Upside	-7%	EPS (Rs)	3.0	2.9	1.6	82.9%	1.7%	

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Marico									
CMP(Rs)	140	Net Sales (Rs mn)	7,473	8,177	6,023	24.1%	-8.6%	↓	One-offs take centre stage in Q4FY11 – visually disappointing performance with revenue growth of 24% yoy to Rs7.5 bn and APAT decline of 64% yoy to Rs210 mn. Adjusting One-Offs, APAT at Rs711 mn and Ebitda margins of 14.1% meets EMKAY expectation and beats Consensus expectation. Moderation of volume growth in Q4FY11 at 10% versus 15% in 9MFY11 – should be viewed in light of sharp increase product prices in last 6 months. Retain FY13E earnings of Rs6.7/Share, CMP ignores delta to earnings on softening of edible oil and copra oil prices – Retain ACCUMULATE with TP of Rs142/Share
Mkt Cap (Rs bn)	86	EBITDA (Rs mn)	788	997	849	-7.3%	-21.0%		
Reco	Accumulate	EBITDA Margin (%)	10.5	12.2	14.1	-356 bps	-165 bps		
Target Price (Rs)	142	PAT (Rs mn)	210	695	583	-63.9%	-69.8%		
% Upside	2%	EPS (Rs)	0.3	1.1	1.0	-63.9%	-69.8%		
Nestle									
CMP(Rs)	4,158	Net Sales (Rs mn)	18,100	16,710	14,798	22.3%	8.3%	↔	Net sales growth at 22.3% yoy to Rs 18.1 bn is in line with our expectations. APAT growth at 33.3% yoy to Rs 2.6 bn is marginally higher than our estimate of Rs 2.5 bn. Revenue growth is largely driven by 23.1% yoy growth in the domestic markets and 10.2% yoy increase in exports, as expected. Proves its mettle - Better sales mix and lower promotional volumes offsetting higher input cost drives 75 bps expansion in EBITDA margins, a positive surprise. No change in earnings – CY11E EPS at Rs 104.1/share and CY12E EPS at Rs 124 – Maintain 'ACCUMULATE' with TP of Rs 4,092
Mkt Cap (Rs bn)	401	EBITDA (Rs mn)	3,853	3,298	3,040	26.7%	16.9%		
Reco	Accumulate	EBITDA Margin (%)	21.3	19.7	20.5	74 bps	155 bps		
Target Price (Rs)	4,092	PAT (Rs mn)	2,626	2,217	1,971	33.3%	18.5%		
% Upside	-2%	EPS (Rs)	27.2	23.0	20.4	33.3%	18.5%		
Titan Industries									
CMP(Rs)	4,715	Net Sales (Rs mn)	17,772	19,548	13,114	35.5%	-9.1%	↔	Titan Q4FY11 sales growth at 35.5% yoy to Rs 17.8 bn is 7% higher than our estimates; while PAT grew at 63.5% yoy to Rs 838 mn, as expected. While revenue growth in jewellery and watches at 39.5% and 19% yoy, respectively, continue to impress, EBIT margin decline of 470 bps in watches comes as a negative surprise. While we lower our EBITDA estimates by 6%, our EPS remains unchanged (FY13E – Rs149.8) as we lower depreciation by 46% & raise other income by 228%
Mkt Cap (Rs bn)	209	EBITDA (Rs mn)	1,054	1,952	1,005	4.9%	-46.0%		
Reco	Accumulate	EBITDA Margin (%)	5.9	10.0	7.7	n.a	n.a		
Target Price (Rs)	4,490	PAT (Rs mn)	836	1,377	512	63.2%	-39.3%		
% Upside	-5%	EPS (Rs)	18.8	31.0	11.5	63.2%	-39.3%		

Engineering & Capital Goods (ECG)

Prima facie, our ECG universe' Q4FY11 performance was sharply ahead expectations with net profit growth at 50.8% yoy. However this was on the back of one-off gains and changes in accounting policies (with 290 bps yoy expansions in operating margins) → though severely undermining the quality and sustainability of the performance

- Aided by better project execution, EMKAY ECG universe witnessed healthy revenue growth at 22.8% yoy to Rs444.5 bn – in line with estimates. BHEL (+32%), Cummins India (+32%), Thermax (+45%) Punj Lloyd (+31%), LMW (+49%) and TRF (+65%) witnessed robust revenue growth
- The ECG universe witnessed record EBITDA growth at 48.6% yoy to Rs73.2 bn (highest in past 12 quarters) – led by 290 bps yoy expansion in EBITDA margins. Except for BHEL (+310 bps), L&T (+10 bps) & Elecon (+220 bps), all other companies witnessed decline in EBITDA margins in the range of -100 to -900 bps – owing to rising input costs
- Led by sharp EBITDA margin expansion, APAT growth was robust at 50.8% yoy to Rs48.5 bn - BHEL (+47%), Cummins (+23%), Thermax (+28%) and LMW (+44%) were out-performers. However, adjusting for the one-offs in the quarter, performance of the ECG universe remains in line with estimates
- Order inflows growth was subdued at 2.5% yoy to Rs627.4 bn – lower than estimates, but commendable given the high asking rate and continued delays in order finalizations. Sustained momentum in order inflows will be core to earning estimates as well as PER re-rating and will be closely tracked. Order book grew 4.3% qoq to Rs3420.1 bn

Post the Q4FY11 results, we have downgraded FY12E earnings for BHEL (-3%), Blue Star (-22%), Cummins India (-8%), McNally Bharat (-12%), TRF (-35%), Voltas (-12%), Bharat Bijlee (-35%), TRIL (-8%) and Voltamp (-9%). We downgraded our rating on BHEL (HOLD), TRF (HOLD) and Bharat Bijlee (ACCU) and upgraded TRIL (BUY). We hold a positive bias on the ECG sector; expect the sector to be Market Performer in worst-case scenario. Post the recent price correction, valuations have become attractive and do not expect any further PER de-rating. However, there is scope for some earnings downgrades in ensuing quarters and expect stock price reaction only to the extent of earnings downgrades.

- In Q411, our transformers universe (excluding Indotech) reported 9% yoy revenue decline led by decline in volumes (17,278 MVA down 11% yoy) and realizations (Rs0.38mn/MVA down 8% yoy). EBITDA declined by 36% yoy mainly on account of lower realizations coupled with higher raw material costs (79.5% of sales vs 76.5% in Q410). EBITDA margins for our coverage universe declined by 400bps yoy to 8.8%, ex- BBL EBITDA margins declined by 250bps yoy to 10.3%. Led by the fall in EBITDA margins PAT declined by 40% yoy, ex-BBL our universe registered a PAT decline of 30% yoy.
- For FY11 our coverage universe reported a volume decline of 7% to 43478MVA and realizations decline of 2% yoy to Rs0.45mn/MVA leading to 6% decline in overall revenues. EBITDA margins declined by 640bps yoy to 7% due to lower realizations and higher raw material costs (80% of sales vs 75% in FY10). Absolute EBITDA and PAT declined by 45%/ 41%yoy respectively.
- FY12E being the last year of the 11th five year plan we expect pick up in ordering activities led by power capacity additions and hence expect our coverage universe to register an volume growth of 15% yoy. We do not expect significant margin declines from FY11 levels; therefore expect earnings growth to be driven by volume growth. With the sector trading at 7x FY13E earnings, 4.2xFY13E EV/EBITDA and 0.8xFY13E book, we do not see significant downside from these levels. We would watch margin performance for next two quarters to take a clear call on the sector.
- Post Q4FY11 results, TRIL is our top pick (entering into a big league, capabilities to deliver all ranges of transformers), followed by BBL. We maintain our negative view on Emco.

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Larsen & Toubro		(Standalone)						↔	Q4FY11 performance meets expectations – APAT up 9% yoy to Rs14.6 bn. Stable EBITDA margins at 15.2% - positive surprise. Clocks order inflows at Rs304 bn, against all odds and positive surprise – but misses target; Order book at Rs1.3 tn (3X sales) – sets tone for continued momentum in FY12E. Upbeat management guidance for FY12E (1) Order inflow growth at 15-20% (pick-up in Hydrocarbons, Process) (2) Revenue growth at 25% (3) Pressure on EBITDA% (50-75 bps). Maintain FY12E earnings of Rs82.1. Attractive valuations. Retain BUY with price target of Rs2015 (SoTP)
CMP(Rs)	1,708	Net Sales (Rs mn)	153,842	114,131	135,851	13.2%	34.8%		
Mkt Cap (Rs bn)	1,042	EBITDA (Rs mn)	23,409	12,379	20,508	14.1%	89.1%		
Reco	Buy	EBITDA Margin (%)	15.2	10.8	15.1	12 bps	437 bps		
Target Price (Rs)	2,015	PAT (Rs mn)	14,594	8,052	13,374	9.1%	81.2%		
% Upside	18%	EPS (Rs)	24.0	13.2	22.2	7.9%	80.9%		
BHEL								↓	Springs negative surprise - one-off gains influence performance – Impact calculated as (1) revenue +14% (2) Ebidta +30% (3) PBT +28%. Adjusting for one-off gain from change in accounting policy, BHEL reported APAT of Rs53.7 bn – lower than EMKAY and Consensus estimates. Our prognosis on operating leverage and resultant expansion in Ebidta margins gets refuted – Scale back our assumptions on Ebidta margins. With slowing earnings growth (FY11-13E) and depleting room for operating leverage - scale down target valuations. Downgrade to HOLD with target price of Rs2,150/Share
CMP(Rs)	1,931	Net Sales (Rs mn)	179,214	88,493	135,591	32.2%	102.5%		
Mkt Cap (Rs bn)	945	EBITDA (Rs mn)	38,345	18,977	24,873	54.2%	102.1%		
Reco	Hold	EBITDA Margin (%)	21.4	21.4	18.3	305 bps	-5 bps		
Target Price (Rs)	2,150	PAT (Rs mn)	27,980	14,032	19,096	46.5%	99.4%		
% Upside	11%	EPS (Rs)	57.2	28.7	39.0	46.5%	99.4%		
Cummins India								↓	Results below expectations – 23.0% yoy growth in APAT to Rs1.43 bn led by lower revenue growth and consequent impact of operating leverage. During FY11- Export business grew 140% and Domestic business grew 23% - which in turn had 30% growth in Power Cogen and 23% growth in Industrials. Gradual erosion of Ebidta margins from 23.3% in Q4FY10 to 18.2% in Q4FY11 – tone down in Ebidta margin assumptions for FY12E. Cut FY12E earnings by 7.5% to Rs34.5/Share. Introduce FY13E earnings of Rs40.0/Share – Retain BUY.
CMP(Rs)	679	Net Sales (Rs mn)	10,484	9,925	7,935	32.1%	5.6%		
Mkt Cap (Rs bn)	134	EBITDA (Rs mn)	1,840	1,796	1,589	15.8%	2.4%		
Reco	Buy	EBITDA Margin (%)	17.5	18.1	20.0	-248 bps	-55 bps		
Target Price (Rs)	800	PAT (Rs mn)	1,431	1,389	1,163	23.0%	3.0%		
% Upside	18%	EPS (Rs)	7.2	7.0	5.9	23.0%	3.0%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Thermax		(Standalone)					↑	Strong performance – (1) Revenues up 45% yoy to Rs10.9 bn - led by Energy (+58%) (2) EBITDA margins down 100 bps yoy to 11.0% (3) APAT up 27% yoy to Rs1.3 bn – above estimate. Secures orders worth Rs12.5 bn – exceeds expectations, contrary to industry trend. Group order book at Rs64.5 bn. Thermax provides encouraging outlook on order inflows for FY12E – Expects order inflow momentum to sustain. Maintain FY12E earnings of Rs38.7 (assign low probability of negative surprise). Introduce FY13E earnings of Rs43.3. Retain BUY with revised target of Rs735 (19.0X FY12E)
CMP(Rs)	610	Net Sales (Rs mn)	17,713	12,412	12,193	45.3%	42.7%	
Mkt Cap (Rs bn)	73	EBITDA (Rs mn)	1,951	1,464	1,466	33.1%	33.3%	
Reco	Buy	EBITDA Margin (%)	11.0	11.8	12.0	-101 bps	-78 bps	
Target Price (Rs)	735	PAT (Rs mn)	1,265	1,002	992	27.5%	26.2%	
% Upside	21%	EPS (Rs)	10.6	8.4	8.3	27.5%	26.2%	
Voltas							↓	Disappoints yet again with 33% yoy decline in net profit to Rs0.8 bn – led by 170 bps yoy drop in EBITDA margin. Revenue growth in line at 13% yoy with all round contribution. Secures orders worth Rs11.4 bn – addresses revenue visibility concerns for FY12E. Order book up 5% qoq to Rs49 bn. Downgrade FY12E earnings by 12% to Rs11.2 per share – expect no further downgrades. Only caveat is profitable and timely execution of Qatar projects. Valuation of 14.3X FY12E factors all concerns. Retain BUY rating with revised target of Rs200/Share
CMP(Rs)	162	Net Sales (Rs mn)	16,757	10,422	14,842	12.9%	60.8%	
Mkt Cap (Rs bn)	54	EBITDA (Rs mn)	1,410	793	1,499	-6.0%	77.8%	
Reco	Buy	EBITDA Margin (%)	8.4	7.6	10.1	-169 bps	81 bps	
Target Price (Rs)	200	PAT (Rs mn)	820	551	1,231	-33.4%	48.8%	
% Upside	23%	EPS (Rs)	2.5	1.7	3.7	-33.4%	48.8%	
Blue Star							↓	Disappointing performance – APAT decline 28% yoy to Rs569 mn – led by combination of subdued revenues and lower Ebitda margins. EMP & PAC segment performance remains impacted by weak execution on projects in Infra & commercial sector, delayed recovery in IT sector. From virtually debt-free balance sheet, BLSR has debt of Rs4.2 bn as on Mar'11 - NWC cycle doubled to 61 days– big concern. Growth & Ebitda margin expectations lowest in last 10 years – Do not foresee any downgrade or de-rating- Retain 'Buy' with revised target of Rs360.
CMP(Rs)	316	Net Sales (Rs mn)	9,156	6,134	8,747	4.7%	49.3%	
Mkt Cap (Rs bn)	28	EBITDA (Rs mn)	1,026	473	1,120	-8.3%	117.1%	
Reco	Buy	EBITDA Margin (%)	11.2	7.7	12.8	-159 bps	350 bps	
Target Price (Rs)	360	PAT (Rs mn)	569	224	785	-27.6%	154.2%	
% Upside	14%	EPS (Rs)	6.3	2.5	8.7	-27.6%	154.2%	

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Punj Lloyd									
CMP(Rs)	71	Net Sales (Rs mn)	23,259	21,188	17,765	30.9%	9.8%	↓	Swings to good performance in Q4FY11 – APAT of Rs177 mn and Ebidta margins of 8.9% - especially in light of subdued performance in recent quarters. Cancels inactive Libya orders of Rs60 bn from YE order backlog. Continued order inflows at Rs92 bn in FY11E and YE backlog of Rs228 bn. Issues common to Ensus and ONGC remain unresolved - Further auditors draw qualification of similar type on 3 additional projects. Unresolved issues and concerns persist, Retain HOLD rating with target price of Rs91/Share
Mkt Cap (Rs bn)	24	EBITDA (Rs mn)	2,080	958	-5,147	n.a	117.2%		
Reco	Hold	EBITDA Margin (%)	8.9	4.5	-29.0	3,791bps	442 bps		
Target Price (Rs)	91	PAT (Rs mn)	176	-622	-6,232	n.a	n.a		
% Upside	28%	EPS (Rs)	0.5	-1.9	-18.8	n.a	n.a		
Lakshmi Machine Works									
CMP(Rs)	2,100	Net Sales (Rs mn)	5,390	4,909	3,625	48.7%	9.8%	↑	LMW reported better than expected revenue growth for last quarter. However, it negatively surprised on the EBITDA level. EBITDA margin down 268bps yoy to 12.8% due to significant increase in employee cost (94.6% yoy) & raw material expense (52.5% yoy). Q4FY11 PAT of Rs442mn slightly higher than our estimates led by better than expected rev. growth and lower tax outgo. Improvement in order book remained key positive for the company. Order book rose to Rs46.9bn from Rs41bn in Q3FY11. We maintain ACCUMALATE on the stock with revised target price of Rs2535 (earlier Rs2660).
Mkt Cap (Rs bn)	24	EBITDA (Rs mn)	692	756	563	23.0%	-8.5%		
Reco	Accumulate	EBITDA Margin (%)	12.8	15.4	15.5	-268 bps	-256 bps		
Target Price (Rs)	2,535	PAT (Rs mn)	442	458	307	44.1%	-3.5%		
% Upside	21%	EPS (Rs)	39.6	41.0	27.5	44.1%	-3.5%		
Greaves Cotton									
CMP(Rs)	87	Net Sales (Rs mn)	4,529	4,192	3,580	26.5%	8.0%	↔	Net profit growth at 20% yoy to Rs0.4 bn meets estimates led by revenue growth at 27% yoy to Rs4.5 bn. But EBITDA margins at 14.7% (down 160 bps yoy) lower than estimates. Continued traction in both division (1) Engines – Revenues up 25% yoy with EBIT margins of 16.9% (2) Infrastructure – Revenues up 48% yoy with EBIT of Rs6 mn. GCL guides for aggressive outlook – expects to double turnover by FY14E. Reiterate BUY. Roll-over our valuations to FY13E with target price of Rs124 (@13.2X FY13E earnings of Rs9.4)
Mkt Cap (Rs bn)	21	EBITDA (Rs mn)	667	713	584	14.1%	-6.5%		
Reco	Buy	EBITDA Margin (%)	14.7	17.0	16.3	-159 bps	-229 bps		
Target Price (Rs)	124	PAT (Rs mn)	402	444	336	19.6%	-9.4%		
% Upside	43%	EPS (Rs)	1.6	1.8	1.4	19.6%	-9.4%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Voltamp Transformers							↑	Q411 PAT of Rs190mn, in line despite lower revenues, due to better margins on execution of high margin orders. Volumes disappoint, realization improves on higher raw material costs. Higher margins were driven by execution of high margin orders during the quarter – but one off as current order book do not have such scope. Volumes stood at 2489MVA, down 29% yoy but realizations improved by 16% to Rs0.6mn/MVA. We take note of working capital cycle deterioration – 113days vs 77days in FY10. Cut FY12E EPS by 9% (lower volume); trading at 4.4x FY13E EV/EBITDA in line with industry; Maintain Hold - with positive bias
CMP(Rs)	551	Net Sales (Rs mn)	1,490	1,336	1,801	-17.3%	11.5%	
Mkt Cap (Rs bn)	6	EBITDA (Rs mn)	268	145	349	-23.3%	85.1%	
Reco	Hold	EBITDA Margin (%)	18.0	10.8	19.4	-141 bps	715 bps	
Target Price (Rs)	656	PAT (Rs mn)	190	128	265	-28.3%	48.4%	
% Upside	19%	EPS (Rs)	18.7	12.6	26.1	-28.3%	48.4%	
Elecon Engineering							↑	Revenue grew 7% yoy to Rs3.5bn led by continued traction in Transmission Equipment (TE) division and APAT grew 25.1% yoy to Rs236 mn – ahead of expectation. Order inflows doubles to Rs4.4bn – with order inflows of Rs2.9 bn and Rs1.6 bn in Material Handling (MHE) and TE respectively- YE order backlog stood at Rs13.8 bn. Benzler Radicon posts revenues of Rs800 mn and APAT of Rs20 mn in 4MFY11 – eyeing revenues of Rs2.5 bn in FY12E. Earnings momentum to continue - Maintain FY12E earnings of Rs8.9. Retain BUY
CMP(Rs)	69	Net Sales (Rs mn)	3,541	3,024	3,324	6.5%	17.1%	
Mkt Cap (Rs bn)	6	EBITDA (Rs mn)	575	500	466	23.3%	15.0%	
Reco	Buy	EBITDA Margin (%)	16.2	16.5	14.0	222 bps	-30 bps	
Target Price (Rs)	89	PAT (Rs mn)	236	163	188	25.1%	44.8%	
% Upside	29%	EPS (Rs)	2.5	1.8	2.0	25.1%	44.8%	
McNally Bharat Engineering		(Standalone)					↔	Subdued operational performance with 23% yoy revenue growth to Rs6.9 bn and 130 bps yoy drop in EBITDA margins. But APAT in line at Rs223 mn due to lower finance costs. McNally Sayaji disappoints yet again with 56% yoy decline in net profits. But CMT (Germany) delivers with loss of Rs10 mn before taxes – in line. Order book stable at Rs43.4 bn on back of 5% yoy decline in order inflows to Rs7.9 bn. Forward order book cover reduces to 1.8X revenues (Vs 2.4X in FY10). Downgrade FY12E earnings by 11% to Rs25.9. Retain BUY with revised target of Rs260
CMP(Rs)	174	Net Sales (Rs mn)	6,938	3,788	5,624	23.4%	83.2%	
Mkt Cap (Rs bn)	5	EBITDA (Rs mn)	412	247	408	0.8%	66.6%	
Reco	Buy	EBITDA Margin (%)	5.9	6.5	7.3	-133 bps	-59 bps	
Target Price (Rs)	260	PAT (Rs mn)	223	113	215	4.0%	97.0%	
% Upside	49%	EPS (Rs)	7.2	3.6	6.9	4.0%	97.0%	

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
TRF		(Consolidated)						↓	TRF disappoints – Standalone net loss at Rs15 mn attributed to inefficient project execution, negating robust revenue growth of 69% yoy to Rs3.2 bn. Auto components business performance improves (net profit of Rs21 mn after 4 quarters of losses) - attributed to (1) 55% yoy revenue growth & (2) High other income. Shares mixed outlook for FY12E (1) Strong pick-up in order finalization in power (2) Pressure on operating margins (3) Auto to drive growth – Sales Rs6 bn at 6% margin. Downgrade FY12E consolidated earnings by 35% to Rs37.6. Downgrade to HOLD
CMP(Rs)	390	Net Sales (Rs mn)	4,332	2,484	2,629	64.8%	74.4%		
Mkt Cap (Rs bn)	4	EBITDA (Rs mn)	50	264	160	-68.5%	-80.9%		
Reco	Hold	EBITDA Margin (%)	1.2	10.6	6.1	-491 bps	-946 bps		
Target Price (Rs)	428	PAT (Rs mn)	-14	171	80	n.a	n.a		
% Upside	10%	EPS (Rs)	-1.2	15.6	7.3	n.a	n.a		
Bharat Bijlee								↓	Q4 APAT of Rs46mn (down 73% yoy) is a negative surprise - led by rev. (Rs2.1bn vs est Rs2.8bn) & EBITDA margins (3.7% vs est 12.7%). PAT helped by part sale of Siemens investment. Transformers yet again surprised negatively-FY11P EBITDA margins (8.5%) lower by 260bps - though first 3 qtrs were ok. Given the ambiguity in margins of the transformers business we lower our rating from 'Buy' to 'Accumulate' with a price target of Rs1110/share (earlier Rs 1,350/share) assigning an FY13E EV/EBITDA multiple of 4.3x .
CMP(Rs)	957	Net Sales (Rs mn)	2,067	2,072	2,106	-1.8%	-0.2%		
Mkt Cap (Rs bn)	5	EBITDA (Rs mn)	77	244	267	-71.1%	-68.4%		
Reco	Accumulate	EBITDA Margin (%)	3.7	11.8	12.7	-896 bps	-806 bps		
Target Price (Rs)	1,110	PAT (Rs mn)	46	142	173	-73.2%	-67.4%		
% Upside	16%	EPS (Rs)	8.2	25.1	30.5	-73.2%	-67.4%		
TRIL								↓	TRIL's Q4 performance was impacted by (1) lower overall dispatches due to delivery slippages from customer's side and (2) relatively higher dispatches of low margin 400kv. TRIL reported revenues of Rs2.2bn lower than our expectations of Rs2.4bn mainly due to lower volume growth (5788 MVA up 10% yoy) on account of dispatch slippages of 1,000MVA and lower realization of Rs 0.38mn/MVA (our est -Rs0.45mn/MVA). Some pain left due to lower entry prices, but due for re-rating in valuations - trading at 3.2x FY13E EV/EBITDA vs bigger cos which trade at 9-21x 1-yr fwd EV/EBITDA. Upgrade to 'Buy'
CMP(Rs)	276	Net Sales (Rs mn)	2,237	1,270	2,138	4.6%	76.2%		
Mkt Cap (Rs bn)	4	EBITDA (Rs mn)	218	119	315	-30.8%	83.6%		
Reco	Buy	EBITDA Margin (%)	9.7	9.3	14.7	-498 bps	40 bps		
Target Price (Rs)	352	PAT (Rs mn)	146	68	200	-26.8%	115.2%		
% Upside	28%	EPS (Rs)	11.3	5.3	15.4	-26.8%	115.2%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
EMCO							↓	Q4 PAT of Rs48mn, significantly lower than our estimate (Rs128mn) led by disappointment in transformer business both on volumes and margins. Project revenues (21% yoy growth) neutralize impact of fall in transformers revenues (down 34% yoy) but not margins. Overall revenues stand at Rs3.4bn down 11% yoy. Reduce FY12E earnings by 51% to Rs2/share introduce FY13E earnings of Rs5.3/share; Trading at 10.8x FY13E earnings and 7.3x FY12E EBITDA - expensive; Maintain Reduce
CMP(Rs)	52	Net Sales (Rs mn)	3,368	3,037	3,764	-10.5%	10.9%	
Mkt Cap (Rs bn)	3	EBITDA (Rs mn)	243	242	323	-24.7%	0.6%	
Reco	Reduce	EBITDA Margin (%)	7.2	8.0	8.6	-136 bps	-74 bps	
Target Price (Rs)	60	PAT (Rs mn)	48	55	79	-38.9%	-11.4%	
% Upside	15%	EPS (Rs)	1.3	1.0	1.2	8.2%	38.3%	
Indo Tech							↓	Q4FY11 results below estimate, revenues of Rs224mn, (est. Rs677mn) EBITDA loss of Rs70mn (est. loss of Rs11mn) and net loss of Rs76mn (est. loss of Rs9mn) - volumes key culprit. FY11 EBITDA margins dip led by fixed costs (36% of revenues vs 28% in FY10). Thus, scope of operating leverage (break even at 51% utilizations) but depends on volume growth. Given ambiguity, we now assume breakeven (EBITDA level) in H2FY12. We cut our earnings from Rs14/Share to loss of Rs1.5/Share in FY12E. We also introduce our FY13E estimate of Rs10.7/share. Capacity utilization (our est. of 49%/61% in FY12E/13E) remains a key monitorable.
CMP(Rs)	143	Net Sales (Rs mn)	224	332	386	-42.1%	-32.7%	
Mkt Cap (Rs bn)	2	EBITDA (Rs mn)	-70	-57	-101	n.a	n.a	
Reco	Hold	EBITDA Margin (%)	-31.5	-17.1	-26.3	-518 bps	-1,436 bps	
Target Price (Rs)	141	PAT (Rs mn)	-77	-67	-95	n.a	n.a	
% Upside	-1%	EPS (Rs)	-7.2	-6.3	-8.9	n.a	n.a	

- **March'11 quarter was nearly in line with the weak seasonality effect albeit for Infosys which not only spooked with its anemic volume growth during the quarter but also with its FY12 EPS outlook**
- **While volume growth was relatively weak, we believe that strong hiring indications for FY12 (both from Infosys and TCS) along with Cognizant's raise in CY11 revenue guidance indicate the demand strength**
- **Tier II techs continued with the strong revenue growth trend exhibited in the Sep'10 and Dec'10 qtrs. Within our Tier II coverage universe, QoQ revenue growth came in at 2.6- 11.4%, with Infinite Solutions, eClerx and Mahindra Satyam leading the pack.**
- **Margin performance within the Tier II pack remained stable to trended up with margins show at Hexaware, eClerx and Mahindra Satyam beating expectations**
- **We continue to prefer Infosys and TCS (both rated ACCUMULATE) within our Tier I universe and back eClerx (ACCUMULATE, TP Rs 840) and Hexaware (ACCUMULATE, TP Rs 80) within our Tier II universe. We upgraded both Mahindra Satyam (rated HOLD now V/s REDUCE earlier) and Tech M (ACCUMULATE now V/s HOLD earlier) post the March'11 qtr results on account of relatively inexpensive valuations**

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Infosys									
CMP(Rs)	2,878	Net Sales (Rs mn)	72,500	71,060	59,440	22.0%	2.0%	↓ Infy reported disappointing Q4 results with rev at US\$ 1,602 mn (+1.1% QoQ, +23.6% YoY) significantly below exp (est of 3.8% QoQ). Mgn declined by ~120 bps QoQ to 32.1% (V/s est. of nearly flat mgn) on lower revenue show. Profits at Rs 18.2 bn (+2.1% QoQ) were helped by higher other income. Cut our FY12/13E earnings by ~7.6%/9.2% respectively to Rs 138/165 (V/s ~Rs 150/181.4 earlier) driven by lower revenues & lower margins. Retain ACCUMULATE with revised TP of Rs. 3,250(V/s. Rs. 3,400 earlier).	
Mkt Cap (Rs bn)	1,652	EBITDA (Rs mn)	23,240	23,630	20,220	14.9%	-1.7%		
Reco	Accumulate	EBITDA Margin (%)	32.1	33.3	34.0	-196 bps	-120 bps		
Target Price (Rs)	3,250	PAT (Rs mn)	18,180	17,800	15,690	15.9%	2.1%		
% Upside	13%	EPS (Rs)	31.7	31.0	27.3	15.9%	2.1%		
TCS									
CMP(Rs)	1,176	Net Sales (Rs mn)	101,575	96,634	77,365	31.3%	5.1%	↑ TCS reported in line revenues at US\$ 2,244 mn (+4.7% QoQ). However, we appreciate TCS's margin show (reported flat margins sequentially at 30.3%) despite several headwinds like higher onsite revenues, strong hiring and decline in utilization. Profits at Rs 24 bn (+3.1% QoQ, +25% YoY) came in marginally higher than expectations driven by higher other income. Tweak FY12E/13E earnings up marginally to Rs 51.3 and Rs 61.7. Retain ACCUMULATE with an unchanged TP of Rs 1,275.	
Mkt Cap (Rs bn)	2,301	EBITDA (Rs mn)	30,738	29,174	23,165	32.8%	5.4%		
Reco	Accumulate	EBITDA Margin (%)	30.3	30.2	29.9	32 bps	7 bps		
Target Price (Rs)	1,275	PAT (Rs mn)	24,017	23,303	19,264	24.7%	3.1%		
% Upside	8%	EPS (Rs)	12.3	11.9	9.8	24.7%	3.1%		
Wipro									
CMP(Rs)	436	Net Sales (Rs mn)	83,024	78,293	70,161	18.3%	6.0%	↓ Wipro reported IT svcs rev at US\$ 1,400 mn (+4.2% QoQ), marginally ahead of est. IT svcs EBIT mgn remained flat QoQ at 22.1% (V/s exp of ~40 bps improvement). Profits at Rs 13.8 bn (+4.3% QoQ, +14% YoY) beat expectations marginally helped by higher other income. Cut FY12/13E earnings by ~5%/2% to Rs 23.2/26.2 (V/s Rs 24.5/26.8 earlier) as we pare organic revenue growth expectations to 17%/18% (V/s 20.6%/17% earlier) and incorporate the SAIC acquisition for 11 months. Retain REDUCE with an unchanged TP of Rs 440.	
Mkt Cap (Rs bn)	1,069	EBITDA (Rs mn)	14,787	14,357	13,696	8.0%	3.0%		
Reco	Reduce	EBITDA Margin (%)	17.8	18.3	19.5	-171 bps	-53 bps		
Target Price (Rs)	440	PAT (Rs mn)	13,753	13,189	12,090	13.8%	4.3%		
% Upside	1%	EPS (Rs)	5.6	5.4	4.9	13.8%	4.0%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
HCL Tech									
CMP(Rs)	501	Net Sales (Rs mn)	40,778	38,625	30,757	32.6%	5.6%	↔ HCLT reported rev at US\$914 mn (+5.8% QoQ, ahead of Emkay est of ~4.7% growth) driven by Applications business (+5.4% QoQ) and IMS business (+8.5% QoQ). EBITDA margins improved by ~100 bps sequentially to 16.7% (V/s expectations of 60 bps improvement) as company hired more modestly during the quarter and improved offshore utilization. Profits at Rs 4.4 bn (+18% QoQ, +36% YoY) were marginally ahead of Emkay est. (Rs 4227mn) driven by higher rev/mgn performance. We retain our FY12E/13E earnings of ~Rs 32/38 and continue with HOLD on HCL Tech with an unchanged target of Rs 540.	
Mkt Cap (Rs bn)	345	EBITDA (Rs mn)	6,807	6,051	5,844	16.5%	12.5%		
Reco	Hold	EBITDA Margin (%)	16.7	15.7	19.0	-231 bps	103 bps		
Target Price (Rs)	540	PAT (Rs mn)	4,390	3,723	3,235	35.7%	17.9%		
% Upside	8%	EPS (Rs)	6.3	5.3	4.7	33.9%	17.3%		
Tech Mahindra									
CMP(Rs)	699	Net Sales (Rs mn)	12,615	12,110	11,833	6.6%	4.2%	↔ Tech M reported rev. at US\$ 278.5 mn (+3.6% QoQ) marginally ahead of est. Op margins were flat sequentially at 20.5%. Profits (ex losses from share in Mahindra Satyam) came in at Rs 2.1 bn (higher than Emkay est of Rs 1.8 bn) driven by higher than expected hedging gains and lower taxes. Cut our FY12 standalone and consol. earnings by 7%/5% to Rs 51.3/70.6 on a/c of marginal US\$ revenue cuts and higher taxes & tweak FY13E standalone/consol. earnings up by 0.2%/1.5% to Rs 55.9/80.4 driven by higher profits from Satyam. We raise rating to ACCUMULATE (V/s HOLD earlier) considering inexpensive valuations and upcoming revival in spending in the telecom vertical.	
Mkt Cap (Rs bn)	89	EBITDA (Rs mn)	2,590	2,497	2,788	-7.1%	3.7%		
Reco	Accumulate	EBITDA Margin (%)	20.5	20.6	23.6	-303 bps	-9 bps		
Target Price (Rs)	730	PAT (Rs mn)	2,066	2,054	2,269	-9.0%	0.6%		
% Upside	4%	EPS (Rs)	15.8	15.7	17.3	-9.0%	0.6%		
Patni Computer									
CMP(Rs)	353	Net Sales (Rs mn)	8,477	8,200	7,745	9.4%	3.4%	↓ Patni reported marginally better than expected revenues at US\$ 190.3 mn (+4% QoQ, +10.4% YoY), V/s. est. at US\$ 189.6mn. (rev growth helped by milestone revenues (1% QoQ). Op Mgns were up by ~20 bps QoQ V/s. expectation of ~90 bps improvement. Profits at Rs 1.2bn (-33.3% QoQ driven by one time provision write back (~Rs. 330 mn) in Dec 10 qtr) was lower than est. Rs. 1.3 bn impacted by higher tax rate at 28%. (V/s. est. 19%). Cut CY11/CY12E earnings estimates by ~4.8%/4.6% to Rs 33.6/38.5 respectively as we build in lower EBITDA margins to 17.5% (V/s 18% earlier). We do not have rating on the stock.	
Mkt Cap (Rs bn)	47	EBITDA (Rs mn)	1,466	1,405	1,693	-13.4%	4.4%		
Reco	NR	EBITDA Margin (%)	17.3	17.1	21.9	-456 bps	17 bps		
Target Price (Rs)	NR	PAT (Rs mn)	1,180	1,769	1,497	-21.2%	-33.3%		
% Upside	-100%	EPS (Rs)	8.8	13.2	11.4	-22.9%	-33.3%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
eClerx Services							↑	eClerx reported March'11 qtr revenues of US\$ 21.1 mn (+7.7% QoQ) , marginally ahead of est. of ~US\$ 20.8mn. Operating margins improved by ~30 bps QoQ on reported basis (~230 bps on a like to like basis). While reported profits at Rs 295 mn (18% QoQ) missed estimates, they were impacted by goodwill write-off of ~Rs 103 mn.. Tweak our FY12/13E earnings up by 0.4%/ /7.3% to Rs51.4 / 61.9 respectively as we build in higher US\$ revenues & higher tax rate. Retain ACCUMULATE with a revised DCF based March'12 TP of Rs 840(V/s Rs 740 earlier).
CMP(Rs)	813	Net Sales (Rs mn)	955	872	713	34.0%	9.6%	
Mkt Cap (Rs bn)	23	EBITDA (Rs mn)	401	364	261	53.7%	10.2%	
Reco	Accumulate	EBITDA Margin (%)	42.0	41.8	36.6	538 bps	23 bps	
Target Price (Rs)	840	PAT (Rs mn)	398	360	242	64.3%	10.6%	
% Upside	3%	EPS (Rs)	13.4	12.2	8.2	64.3%	10.6%	
Hexaware Technologies							↑	Hexaware reported rev. in line with expectations at US\$ 70.4 mn (+5.7% QoQ, +45% YoY). However op performance surprised positively as EBITDA margins expanded by ~280 bps QoQ to 14.3%, highest in the 5 quarters, (est. ~ 190 bps improvements). Profits at Rs. 538mn (+36% QoQ) beat expectations helped by higher operating profits, higher forex gains & lower taxes. Raise CY11/12E earnings by ~14%/11% to Rs 6.5/7.4 (V/s Rs 5.7/6.6 earlier) driven by higher margin assumptions. Retain ACCUMULATE with a revised TP of Rs 80 (V/s Rs 66 earlier)
CMP(Rs)	72	Net Sales (Rs mn)	3,185	2,996	2,220	43.5%	6.3%	
Mkt Cap (Rs bn)	21	EBITDA (Rs mn)	455	345	183	148.9%	32.0%	
Reco	Accumulate	EBITDA Margin (%)	14.3	11.5	8.2	605 bps	278 bps	
Target Price (Rs)	80	PAT (Rs mn)	538	396	117	359.9%	35.9%	
% Upside	11%	EPS (Rs)	1.9	1.4	0.4	359.9%	35.9%	
Persistent							↔	Persistent reported higher than est revenues at US\$47 mn (+8.8% QoQ) (est. US\$45.5). EBITDA margins at 17.9% declined by ~400 bps QoQ (V/s. extp. ~250 bps decline) driven by wage hike and higher bad debt provisioning. PAT at Rs. 331 mn (-8.5% QoQ, -16.5% YoY) came in line with estimates driven by higher other income and lower taxes. We have recently initiated coverage on Persistent with ACCUMULATE rating and target price of Rs. 450, with FY12/13E earnings of Rs. 33.8/38.7.
CMP(Rs)	376	Net Sales (Rs mn)	2,128	1,949	1,717	23.9%	9.2%	
Mkt Cap (Rs bn)	15	EBITDA (Rs mn)	381	428	383	-0.6%	-11.0%	
Reco	Accumulate	EBITDA Margin (%)	17.9	21.9	22.3	-441 bps	-405 bps	
Target Price (Rs)	450	PAT (Rs mn)	331	362	397	-16.5%	-8.6%	
% Upside	20%	EPS (Rs)	8.3	9.1	9.9	-16.5%	-8.6%	

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
NIIT									
CMP(Rs)	55	Net Sales (Rs mn)	3,238	3,007	2,950	9.8%	7.7%	↔	NIIT reported rev.at Rs 3.2 bn(+9.8% YoY), in line with estimates. While ILS revenues were a tad lower than expectations (+7% YoY), CLS revenue growth was impressive at ~10% YoY. CO wide EBITDA margins were at 12.5%, down by ~360 bps YoY on account of lower than expected margin show in School learning business (margins in single digits at 7.5% V/s 23% in Q4FY10). Margin show in ILS and CLS was decent. Reported Profits at Rs 377 mn(+53% YoY) were boosted by exceptional gains of Rs 200 mn. We currently have an ACCUMULATE rating on NIIT with a TP of Rs 80.
Mkt Cap (Rs bn)	9	EBITDA (Rs mn)	404	370	475	-14.9%	9.2%		
Reco	Accumulate	EBITDA Margin (%)	12.5	12.3	16.1	-362 bps	17 bps		
Target Price (Rs)	80	PAT (Rs mn)	377	129	247	52.6%	192.2%		
% Upside	46%	EPS (Rs)	2.3	0.8	1.5	52.6%	192.2%		
Mahindra Satyam									
CMP(Rs)	86	Net Sales (Rs mn)	13,753	12,793	n.a	n.a	7.5%	↑	Mahindra Satyam reported rev. at US\$ 304 mn (+7.2% QoQ), ahead of est. aided by vol. growth of 3.5% QoQ, ~160 bps cross currency gains and efficiency related QoQ increase of ~210 bps. However we are positively surprised by co's operating margin show with EBITDA margins at 13% (up by ~660 bps QoQ significantly (est. ~220 bps improvement). Profits (ex exceptional losses of Rs 5,715 mn) at Rs 2,455 mn (+118% QoQ) were higher than est Rs 984 mn. Raise our FY12/13E earnings by ~14.4%/10.3% to Rs 5/6.4 (V/s Rs 4.4/5.8 earlier) Upgrade our rating to HOLD(V/s REDUCE earlier) with a revised TP of Rs 76(V/s Rs 65 earlier)
Mkt Cap (Rs bn)	102	EBITDA (Rs mn)	1,783	819	n.a	n.a	117.7%		
Reco	Hold	EBITDA Margin (%)	13.0	6.4	n.a	n.a	656 bps		
Target Price (Rs)	76	PAT (Rs mn)	2,445	1,122	n.a	n.a	117.9%		
% Upside	-12%	EPS (Rs)	2.1	1.0	n.a	n.a	117.9%		
Infinite Computer									
CMP(Rs)	135	Net Sales (Rs mn)	2,479	2,223	1,864	33.0%	11.5%	↑	Infinite reported strong growth in revenues at US\$ 55 mn (+11.4% QoQ V/s expected +6.7%). Op mgns improved by ~40 bps QoQ to 17.1%. Profits at Rs 300 mn, came in line with expectations. We tweak our earnings assumptions for marginally higher US\$ revenues and higher amortization expenses on the Motorola platform. driving a 3//2% cut in FY12/13E earnings to Rs 29.4/36.3 respectively Maintain BUY, TP Rs 250.
Mkt Cap (Rs bn)	6	EBITDA (Rs mn)	424	370	287	47.7%	14.6%		
Reco	Buy	EBITDA Margin (%)	17.1	16.7	15.4	170 bps	45 bps		
Target Price (Rs)	250	PAT (Rs mn)	300	271	220	36.4%	11.0%		
% Upside	85%	EPS (Rs)	6.8	6.1	5.0	36.4%	11.0%		

Metals and Mining

- Q4FY11 has been a strong quarter for our Metals and Mining companies. While strong seasonal demand and cost push helped steel companies to raise product prices by Rs 5000- 6000/ tonne, recovery hopes in developed markets, fall in US Dollar and rise in investment demand helped base metals prices to zoom significantly during Q4FY11. This helped superior performance by most of the companies under our coverage
- Along with robust realizations, increased sales volume supported our Metals and Mining coverage universe to witness a topline growth of 28% YoY and 20% on QoQ basis. Sesa Goa has been the best performer as far as the revenue growth is concerned with growth of 50% and 61% on YoY and QoQ respectively, followed by GPIL, Sterlite Industries, JSW Steel, Tata Steel and Bhushan Steel. HEG remained a laggard with a decline in revenue by 16% YoY and 9% QoQ
- On the EBITDA front also performance during Q4 has been better however, more prominently on QoQ (up 45%) basis due to sharper rise in realizations sequentially. Comparatively slower YoY growth (up 17%) can be attributed to the 6% fall in Tata Steel's EBITDA during the same period. On QoQ basis Sesa Goa again saw best EBITDA growth followed by JSW Steel, Sterlite Industries, GPIL, Tata Steel and Bhushan Steel. HEG's EBITDA fell 17% QoQ
- PAT for our Metals and Mining universe saw similar trend as in EBITDA. While, on YoY basis the overall PAT grew by only 9%, on QoQ basis it rose by 76% mainly backed by sharp QoQ growth of 172% in JSW Steel, followed by 115% improvement in Tata Steel and 77% increase in Sterlite Industries. While Bhushan Steel's PAT remained flat QoQ, HEG witnessed a decline of 10% in its PAT during the same period
- Lag impact of comparatively lower coking coal prices along with higher prices helped steel companies to improve EBITDA/ tonne, while sharp rise in LME helped stronger revenue for base metals companies. We have upgraded JSW Steel to Buy, maintained Buy on GPIL, Accumulate on Tata Steel and Sterlite, retained hold on Sesa Goa; Resumed coverage on Bhushan Steel (Hold) and HEG (Buy)

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Tata Steel									
CMP(Rs)	563	Net Sales (Rs mn)	338,227	290,895	275,038	23.0%	16.3%	↑	Higher sales volumes in India (1.717 mt) and Europe (4.13 mt) helped the company to achieve strong consolidated topline Tata Steel India's (TSI) performance remained in line. The standalone revenue grew by 14% YoY and 13% QoQ. European operations surprised positively with adjusted EBITDA/ tonne of US\$53. TSI's adjusted EBITDA/ tonne remained at US\$418, same as our estimates. Restructuring benefit of Rs 22.8 bn helped robust growth in reported bottomline in Q4FY11. Introduced FY13 EPS at Rs 101; revised target price at Rs 670/ share; Maintain Accumulate
Mkt Cap (Rs bn)	540	EBITDA (Rs mn)	44,661	34,246	47,502	-6.0%	30.4%		
Reco	Accumulate	EBITDA Margin (%)	13.2	11.8	17.3	-407 bps	143 bps		
Target Price (Rs)	670	PAT (Rs mn)	18,962	8,807	25,640	-26.0%	115.3%		
% Upside	19%	EPS (Rs)	21.4	9.9	28.9	-26.0%	115.3%		
JSW Steel									
CMP(Rs)	888	Net Sales (Rs mn)	72,833	60,026	54,807	32.9%	21.3%	↑	The Q4FY11 performance has been higher than ours and street estimates mainly on account of significantly higher volume (up 14% YoY and 9% QoQ) of 1.733 mt. Better product mix with lower sales of semis coupled with strong realizations (~Rs 41000/ tonne) helped the EBITDA/ tonne to improve to Rs 9545 (us\$211), highest since q2fy09. Ispat Industries posted a net profit of Rs 700 mn for Q4FY11, with EBITDA/ tonne of Rs 5700. This supported the consolidated performance of JSW Steel in Q4. FY13 EPS introduced at Rs 123. Upgrade to Buy with a revised target price of Rs 1169/ share
Mkt Cap (Rs bn)	198	EBITDA (Rs mn)	16,620	10,164	13,234	25.6%	63.5%		
Reco	Buy	EBITDA Margin (%)	22.8	16.9	24.1	-133 bps	589 bps		
Target Price (Rs)	1,169	PAT (Rs mn)	7936	2,917	5,148	29.9%	172.1%		
% Upside	32%	EPS (Rs)	35.6	13.1	25.5	39.6%	172.1%		
Sterlite Industries									
CMP(Rs)	165	Net Sales (Rs mn)	100561	83,325	72,278	39.1%	20.7%	↑	Supported by recovery hope in the developed markets, weakness in US dollar and investment demand pushed all the base metals prices to soar significantly during the quarter helping topline to zoom. Zinc international operations contributed better than expected EBITDA of Rs 4.4 bn during Q4FY11. Sterlite Energy sold 210 mn units of power during the quarter. Hindustan zinc continued to be the key driver however with higher silver sales. Introduced FY13 EPS at Rs 25.6. Maintain Accumulate with revised target price of Rs 219/ share
Mkt Cap (Rs bn)	554	EBITDA (Rs mn)	30585	19,787	21,855	39.9%	54.6%		
Reco	Accumulate	EBITDA Margin (%)	30.4	23.7	30.2	18 bps	667 bps		
Target Price (Rs)	219	PAT (Rs mn)	19566	11,052	13,581	45.0%	77.0%		
% Upside	33%	EPS (Rs)	5.8	3.3	4.0	45.0%	77.0%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Sesa Goa							↔	Strong realizations and significantly higher sales volume (7.5 wmt) helped the company post robust performance beating ours and street estimates. EBITDA margin while fell 358 bps YoY rose by 376 bps to 58.6% due to drop in costs on a sequential basis. Though, PAT also saw higher than expected jump, it could have been better without full tax rate during the quarter. The blended iron ore realizations rose 53% YoY and 21% QoQ to Rs 4698/ tonne. FY13 EPS introduced at Rs 65.6. Target price revised to Rs 353 using SOTP valuation including Cairn India. Retain Hold
CMP(Rs)	281	Net Sales (Rs mn)	36,236	22,501	24,189	49.8%	61.0%	
Mkt Cap (Rs bn)	244	EBITDA (Rs mn)	21,219	12,329	15,030	41.2%	72.1%	
Reco	Hold	EBITDA Margin (%)	58.6	54.8	62.1	-358 bps	376 bps	
Target Price (Rs)	353	PAT (Rs mn)	14,618	10,653	12,129	20.5%	37.2%	
% Upside	26%	EPS (Rs)	16.5	12.0	14.5	14.0%	37.2%	
Bhushan Steel							NA	The operating performance of the company has been satisfactory for Q4FY11 despite a drop in sales volume by 9% on QoQ to 425235 tonne. For Q4FY11, the average net realizations remained at Rs 46237/ tonne as against Rs 40956/ tonne during Q4FY10 and Rs 41560/ tonne during Q3FY11. The company has capitalized majority of Rs 80 bn for the phase II expansion in Orissa during FY11. Capex for FY12 and FY13 are likely to be ~Rs 40 bn and ~Rs 30 bn respectively. Current debt in the book stands at Rs 158 bn. Resuming coverage with target price of Rs 454/ share; Hold
CMP(Rs)	407	Net Sales (Rs mn)	19,662	19,427	16,087	22.2%	1.2%	
Mkt Cap (Rs bn)	86	EBITDA (Rs mn)	6,024	5,376	4,192	43.7%	12.1%	
Reco	Hold	EBITDA Margin (%)	30.6	27.7	26.1	458 bps	297 bps	
Target Price (Rs)	454	PAT (Rs mn)	2,880	2,804	2,029	41.9%	2.7%	
% Upside	12%	EPS (Rs)	13.6	13.2	47.8	-71.6%	2.7%	
GPIL							↑	GPIL's momentum continued with higher sales volume and improved realizations. Despite rise in coal prices, higher captive iron ore helped EBITDA margins (22%) in Q4FY11. During the quarter the company produced 133,750 tonne of pellet, which took the full year production of 354,561 tonne. The average realizations for the quarter stood at Rs 7924/ tonne, up by 9% on QoQ. Hira Ferro Alloys became a subsidiary of the company in Q4 and reflected in consolidated numbers. Introduced FY13 EPS at Rs 44. Maintain Buy with a target price of Rs 232
CMP(Rs)	170	Net Sales (Rs mn)	5,437	2,285	2,385	128.0%	137.9%	
Mkt Cap (Rs bn)	5	EBITDA (Rs mn)	1,134	525	467	142.8%	116.2%	
Reco	Buy	EBITDA Margin (%)	20.9	23.0	19.6	127 bps	-210 bps	
Target Price (Rs)	232	PAT (Rs mn)	447	212	243	83.8%	111.1%	
% Upside	36%	EPS (Rs)	16.6	7.9	9.0	62.1%	79.1%	

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
HEG							NA	Subdued prices for graphite electrodes and lower sales volumes dragged the overall performance of the company during Q4FY11. Higher employee costs and rise in other expenditure put further pressure on the EBITDA. Performance at the PAT level remained relatively better due to higher other income and lower depreciation costs. Despite concerns valuation looks attractive. Resuming our coverage with a target price of Rs 276/ share valuing the company on SOTP basis including attributable contribution from Bhilwara Energy; Buy
CMP(Rs)	249	Net Sales (Rs mn)	2816	3103	3,358	-16.1%	-9.3%	
Mkt Cap (Rs bn)	11	EBITDA (Rs mn)	581	697	723	-19.6%	-16.6%	
Reco	Buy	EBITDA Margin (%)	20.6	22.4	21.5	-90 bps	-180 bps	
Target Price (Rs)	276	PAT (Rs mn)	344	382	410	-16.1%	-10.0%	
% Upside	11%	EPS (Rs)	8.1	9.0	9.6	-15.6%	-10.0%	

Offshore Oil Field Services

- Companies in our offshore oilfield services space posted an aggregate revenue decline of 14% YoY. Aban reported revenue growth of 15.5% qoq above estimates on account of higher operating days for Aban II and Aban VII. However Global offshore posted 11% decline YoY on account of lower utilization of fleet while Great offshore Revenues were down 24.4% yoy dragged by lower spot rates of OSV, minimal revenues from marine construction and non utilization of marine construction assets.
- Aggregate EBIDTA declined 17% yoy led by 10% yoy EBIDTA decline for Aban and 52% yoy decline for Great offshore. Aggregate EBIDTA margins contracted by 149 bps to 59%. EBITDA margins expanded by 522bps for Global Offshore and by 149bps for Aban. However led by lower revenues & increase in repairs & maintenance and staff exp in Great Offshore, margins contracted by 1783bps.
- Depreciation charges for the quarter increased by 2% YoY whereas interest charges increased by 6% yoy. Consequently aggregate net profit for the quarter declined 45% yoy as ABAN posted a decline of 30% whereas Global offshore APAT declined 41% yoy.
- We have downgraded earnings for ABAN on account of delayed commencement of operation by Aban. We have also downgraded earnings for Global Offshore led by sale of vessel PSV 'M.V Mana'.

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Aban Offshore									
CMP(Rs)	556	Net Sales (Rs mn)	8,987	7,780	10,210	-12.0%	15.5%	↑ APAT at Rs1.97 bn (+161% qoq) – led by higher than est revenues & lower tax rate (higher profits from Aban Singapore). Strong operating performance driven by 15.5% qoq jump in revenues (Rs8.9 bn - above estimates led by higher operating days Aban II & VII), driving better than expected EBIDTA Rs5.9 bn. However delayed deployment of Aban Abraham lead to FY12E earnings cut of 4.6% & TP downgrade of 4.9%. Introduce FY13 EPS at Rs115.6	
Mkt Cap (Rs bn)	24	EBITDA (Rs mn)	5,937	5,166	6,592	-9.9%	14.9%		
Reco	Accumulate	EBITDA Margin (%)	66.1	66.4	64.6	149 bps	-34 bps		
Target Price (Rs)	645	PAT (Rs mn)	1,968	755	2,801	-29.7%	160.7%		
% Upside	16%	EPS (Rs)	45.2	17.4	64.4	-29.7%	160.7%		
Great Offshore									
CMP(Rs)	231	Net Sales (Rs mn)	2,071	1,947	2,739	-24.4%	6.4%	↓ APAT loss of Rs25mn - sharply below estimates led by lower revenues and higher costs and interest charges. Revenues at Rs2.07bn down 24.4% yoy dragged by lower spot rates of OSV , minimal revenues from marine construction and non utilization of marine construction assets EBITDA at Rs657 mn (-51.6% yoy) with margins down 1782 bps to 31.7% led by lower revenues & increase in repairs & maintenance and staff exp. GOL to sell rig 'Amarnath'. New rig V351 sees further delay in delivery - earnings to see sharp downward revision.	
Mkt Cap (Rs bn)	9	EBITDA (Rs mn)	657	732	1,357	-51.6%	-10.2%		
Reco	UR	EBITDA Margin (%)	31.7	37.6	49.5	-1,783 bps	-587 bps		
Target Price (Rs)	UR	PAT (Rs mn)	-25	18	731	n.a	n.a		
% Upside	n.a	EPS (Rs)	-0.7	0.5	19.7	n.a	n.a		
Global Offshore									
CMP(Rs)	124	Net Sales (Rs mn)	509	505	573	-11.1%	0.9%	↓ GOSL's Q4FY11 EBIDTA at Rs218 mn in line. APAT at Rs38.7mn (-40.7% yoy) below estimates on account of higher interest & depreciation charges. Revenues (-11% yoy) due to lower utilization of fleet. Expect FY12E revenues to grow 17.4% yoy driven by deployment of new vessel & higher utilization for the fleet. However, we cut FY12E estimates by 12.2% on account of sale of vessel PSV "M.V. Mana". Introduce FY13 EPS at Rs20	
Mkt Cap (Rs bn)	3	EBITDA (Rs mn)	218	235	215	1.3%	-7.2%		
Reco	Hold	EBITDA Margin (%)	42.7	46.5	37.5	522 bps	-371 bps		
Target Price (Rs)	128	PAT (Rs mn)	39	80	65	-40.7%	-51.9%		
% Upside	3%	EPS (Rs)	1.6	3.4	2.7	-40.7%	-51.9%		

Oil & Gas

- OMC's reported results which were above our estimates, preliminary due to higher subsidy sharing received as discount from upstream companies inline with the recent announced made by the government. Revenue has increased by 24.5% YoY and 21.3% QoQ and Net profit has declined by % 14.8 YoY but up by 193.9% QoQ.
- Higher product demand, especially in light distillate has seen product spread increasing in Q4FY11. GRM during the quarter were at US\$7.8 per bbl (Average GRM) as against US\$5.3 per bbl. We expects GRM's to improve further in coming quarter in tandem with the improvement in global economy, which will improve the petro product spreads.
- OMC's had received upstream discount of Rs.147.5bn in respect of crude oil/LPG/SKO purchased from them has been accounted during the quarter.
- During the quarter OMC's have received budgetary support of Rs.200bn from Government of India (GOI) for the under recovery of cooking fuel and auto fuel during the quarter.
- Recently government has announced subsidy sharing formula for FY11 and forced upstream companies to bear higher burden of 38.7% or Rs.301bn from 33.3% earlier. For the full year the government has provided 52.5% or Rs.410bn as cash compensation and balance has been borne by the OMC's. There is the still uncertainty hovering on subsidy sharing mechanism for FY12E under recovery, which remains a key overhang on the stock.
- OMC's are trading at 0.8-1.2x 1-year forward P/BV, which is below the 5-year average of 1.5x, valuation looks attractive at current level. We have maintained our Buy rating on HPCL and Accumulate rating on BPCL and IOCL.

- Natural gas sector reported results which were inline with our estimates except for Petronet LNG, which beat both our and street expectations. GAIL results disappointed mainly on account of higher share of subsidy burden. Revenue has increased by 43% YoY to Rs.141.9bn (+7% QoQ) mainly due to higher volumes and better realisation in imported RLNG (PLNG) and distribution segment (IGL & GGCL).
- Profitability of the sector has increased by 4.3% YoY to Rs.12.8bn (-11% QoQ). Decline in profitability on sequential basis was mainly on account of flat volumes in Transmission segment plus higher subsidy sharing of GAIL which was stood at Rs.9.5bn.
- Natural gas transmission volume was flat to 155.7mmcmd YoY (including GSPL & GAIL). We believe transmission volume would remain in the coming quarters as domestic natural gas supply continues to fall short to meet growing demand.
- We have revised upward our earnings estimates of IGL and Petronet LNG backed by higher volume assumption and higher realisation and cut our earning estimate for GAIL on account of higher subsidy burden assumption.
- We maintain our BUY rating on GSPL, Petronet LNG and GGCL and maintain ACCUMULATE rating on GAIL and IGL.
- Petronet LNG and GGCL, our preferred pick in natural gas space.

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Indian Oil									
CMP(Rs)	323	Net Sales (Rs mn)	987,227	808,973	785,770	25.6%	22.0%	↑ Revenue for the quarter was at Rs.987bn, growth of 25.6% YoY, mainly on account of higher volumes plus higher petroleum product prices. During the quarter company has received cash compensation from the government of Rs.109bn. EBIDTA during the quarter was at Rs.57.8bn, as against Rs.86.4bn, declined of 33%, YoY. During the quarter company reported inventory gain of Rs.20.5bn as against Rs.17.3bn a year ago. During the quarter the company reported net profit of Rs.39.1bn, against Rs.55bn, decline of 29.7% YoY mainly on account of higher depreciation and Interest cost. Gross refining margin was at \$7.85/bbl as compared to \$6.33/bbl (Increased by 23% QoQ).	
Mkt Cap (Rs bn)	783	EBITDA (Rs mn)	57,827	32,917	86,457	-33.1%	75.7%		
Reco	Accumulate	EBITDA Margin (%)	5.9	4.1	11.0	-515 bps	179 bps		
Target Price (Rs)	381	PAT (Rs mn)	39,052	16,348	55,605	-29.8%	138.9%		
% Upside	18%	EPS (Rs)	16.1	6.7	22.9	-29.8%	138.9%		
BPCL									
CMP(Rs)	615	Net Sales (Rs mn)	452,720	366,859	375,703	20.5%	23.4%	↑ Revenue for the quarter was at Rs.452bn, growth of 20.5% YoY, mainly on account of higher volumes plus higher petroleum product prices. During the quarter company has received cash compensation from the government of Rs.34.2bn. EBIDTA during the quarter was at Rs.16.6bn, as against Rs.11.4bn, growth of 45.2%, YoY. During the quarter company reported inventory gain of Rs.4.5bn as against Rs.6.9bn a year ago. During the quarter the company reported net profit of Rs.9.3bn, against Rs.7bn, growth of 33% YoY. During the quarter gross refining margin was at \$6.91/bbl as compared to \$4.61/bbl (Increased by 50% QoQ).	
Mkt Cap (Rs bn)	222	EBITDA (Rs mn)	16,645	7,489	11,466	45.2%	122.3%		
Reco	Accumulate	EBITDA Margin (%)	3.7	2.0	3.1	62 bps	164 bps		
Target Price (Rs)	684	PAT (Rs mn)	9,352	1,875	7,032	33.0%	398.9%		
% Upside	11%	EPS (Rs)	25.9	5.2	19.5	33.0%	398.9%		
HPCL									
CMP(Rs)	372	Net Sales (Rs mn)	398,922	340,560	315,584	26.4%	17.1%	↑ Revenue for the quarter was at Rs. 398bn, growth of 26.4% YoY, mainly on account of higher volumes plus better realisation. During the quarter company has received cash compensation from the government of Rs.43.9bn. EBIDTA during the quarter was at Rs.22.bn, as against Rs.15.5bn, growth of 42%, YoY. During the quarter company reported inventory gain of Rs.17.8bn as against Rs.11.1bn a year ago. During the quarter the company reported net profit of Rs.11.2bn, against Rs.7.5bn, growth of 48.2% YoY. Gross refining margin was at \$8.5/bbl as compared to \$5.1/bbl (Increased by 66.8% QoQ).	
Mkt Cap (Rs bn)	126	EBITDA (Rs mn)	22,005	7,802	15,510	41.9%	182.0%		
Reco	Buy	EBITDA Margin (%)	5.5	2.3	4.9	60 bps	323 bps		
Target Price (Rs)	463	PAT (Rs mn)	11,363	2,110	7,538	50.7%	438.5%		
% Upside	25%	EPS (Rs)	33.6	6.2	22.1	51.6%	438.5%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
GAIL								↔	Revenue for the quarter was at Rs.89bn, growth of 35.6% YoY, mainly due to better performance from natural gas Trading, natural gas transmission and petrochemical business. EBITDA during the quarter was at Rs.12.8bn, decline of 5.6%, YoY. During the quarter the company reported net profit of Rs.7.8bn, decline of 14% YoY. Subsidy payout stood at Rs.9bn mainly due to higher crude oil prices during the quarter. Subsidy payout for Q4FY11 increased by 166% YoY to Rs.9bn (+ 116% QoQ), however, on full year basis, FY11E subsidy is at Rs.21.1bn as against Rs13.2bn in FY10. Natural gas transmission volumes were flat on YoY and QoQ basis to 120.2mmscmd.
CMP(Rs)	450	Net Sales (Rs mn)	89,089	83,836	65,690	35.6%	6.3%		
Mkt Cap (Rs bn)	571	EBITDA (Rs mn)	12,877	13,331	13,636	-5.6%	-3.4%		
Reco	Accumulate	EBITDA Margin (%)	14.5	15.9	20.8	-630 bps	-145 bps		
Target Price (Rs)	510	PAT (Rs mn)	7,830	9,676	9,108	-14.0%	-19.1%		
% Upside	13%	EPS (Rs)	6.2	7.6	7.2	-14.0%	-19.1%		
Gujarat State Petronet								↑	Revenue for the quarter was at Rs. 2.5bn, declined by 3.3% YoY, mainly on account of lower transmission volume and transmission tariff. EBITDA during the quarter was at Rs.2.3bn, declined by 5.4% YoY, due to higher other expenditure which has grown by 29.9% to Rs.209.8mn. During the quarter depreciation cost has significantly declined by 127.4% to Rs.-173mn, mainly on account of change in depreciation rate to 3.17% and same has been reflected as revision in the depreciation amount, which resulting in a higher profitability for the quarter at Rs.1.5bn, growth of 39.7% YoY. Transmission tariff for Q4 FY11 has decline by 4.2% YoY and 9.2% QoQ, mainly on account of lower volumes during the quarter.
CMP(Rs)	97	Net Sales (Rs mn)	2,580	2,795	2,668	-3.3%	-7.7%		
Mkt Cap (Rs bn)	55	EBITDA (Rs mn)	2,326	2,623	2,460	-5.4%	-11.3%		
Reco	Buy	EBITDA Margin (%)	90.1	93.8	92.2	-205 bps	-370 bps		
Target Price (Rs)	120	PAT (Rs mn)	1,506	1,591	1,079	39.7%	-5.3%		
% Upside	24%	EPS (Rs)	2.7	2.8	1.9	39.6%	-5.3%		
Petronet LNG								↑	Revenue for the quarter was at Rs.39.8bn, growth of 67% YoY, mainly due to higher off take of both firm and spot volumes and increase in the regasification charges. EBITDA during the quarter was at Rs.3.5bn, growth of 73.7%, YoY. EBITDA margin has expanded by 34bps YoY to 8.8% (-71bps QoQ), on account of the higher spot volumes off take where company earns the marketing margin. During the quarter the company reported net profit of Rs.2.1bn, growth of 112% on YoY basis. During the quarter overall volumes (Firm + Spot + Regasification) have increased by 37% to 125.75tbtu (+5.6% QoQ), mainly on account of short fall of domestic gas source (KG D6 + PMT).
CMP(Rs)	141	Net Sales (Rs mn)	39,860	36,276	23,855	67.1%	9.9%		
Mkt Cap (Rs bn)	106	EBITDA (Rs mn)	3,513	3,456	2,022	73.7%	1.6%		
Reco	Buy	EBITDA Margin (%)	8.8	9.5	8.5	34 bps	-71 bps		
Target Price (Rs)	164	PAT (Rs mn)	2,063	1,708	973	112.0%	20.7%		
% Upside	16%	EPS (Rs)	2.8	2.3	1.3	112.0%	20.7%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Indraprastha Gas								↔	Revenue for the quarter was at Rs.5108mn, growth of 76% YoY, mainly on account of higher volume growth with better realization in both CNG and PNG segment. EBITDA during the quarter was at Rs.1371.9mn, growth of 45.3%, mainly due to higher realisation in both CNG and PNG segment. Interest cost increased 2x on sequential basis to Rs.70.3mn, mainly on raising loans in the previous quarter for funding its capex plans in NCR region. During the quarter company reported net profit of Rs.691.8bn, growth of 34.4% on YoY basis. Volume increased by 32% from 205.5mmscm in Q4FY10 to 271.7mmscm in Q4 FY11.
CMP(Rs)	352	Net Sales (Rs mn)	5,108	4,571	2,898	76.3%	11.7%		
Mkt Cap (Rs bn)	49	EBITDA (Rs mn)	1,372	1,293	952	45.3%	5.5%		
Reco	Accumulate	EBITDA Margin (%)	26.7	28.3	32.8	-614 bps	-159 bps		
Target Price (Rs)	382	PAT (Rs mn)	692	672	522	34.4%	1.7%		
% Upside	9%	EPS (Rs)	4.9	4.8	3.7	34.4%	1.7%		
Gujarat Gas								↑	Revenue for the quarter was at Rs.5.3bn, growth of 29% YoY, mainly on account of higher volume growth in across the segment and better realisation in Industrial and CNG segment. During the quarter gas sales volumes has increased by 4.2% YoY to 303mmscm. EBITDA during the quarter was at Rs.1.1bn, growth of 6.2% on a YoY basis. Consequently the company reported net profit of Rs.0.7bn, an increase of 17.3% on a YoY basis. Average sales realisation stood at Rs.17.2/scm, growth of 21.8% YoY and 5.2% on QoQ, led by hike in selling prices of Industrial Retail, resulted in revenue growth of 29.1% to Rs.5.3bn.
CMP(Rs)	377	Net Sales (Rs mn)	5,291	5,123	4,100	29.1%	3.3%		
Mkt Cap (Rs bn)	48	EBITDA (Rs mn)	1,089	1,284	1,026	6.2%	-15.2%		
Reco	Buy	EBITDA Margin (%)	20.6	25.1	25.0	-444 bps	-447 bps		
Target Price (Rs)	481	PAT (Rs mn)	727	820	620	17.3%	-11.3%		
% Upside	28%	EPS (Rs)	5.7	6.4	4.8	17.3%	-11.3%		

- Q4FY11 results disappointed due to pressure on margins. Aggregate revenues increased by 9% yoy while aggregate EBITDA increased by mere 2%. Aggregate sales volumes of 364,000mt were flat on a yoy basis while volumes increased by 6% on a qoq basis
- Rising input prices like pulp, wood, coal and chemicals adversely affected EBITDA margins by 130 bps yoy / 100 bps qoq to 19.7%. All the companies reported drop in EBITDA margins with TNPL reporting the steepest fall of 460 bps yoy. JK Paper's EBITDA margins declined by 60bps yoy while BILT's EBITDA margins declined by 40bps yoy
- Industry EBITDA/mt increased by 2% yoy to Rs 9942/mt
- Rayon Grade Pulp (RGP) business of BILT continues to perform better on the back of rising RGP realisations which increased by 46% yoy to Rs 62,300 / mt. Subsequently RGP margins increased to 38% resulting in EBIT / mt of Rs 23,500 / mt
- We expect paper realizations to remain strong during FY12E driven by strong domestic demand. However, margin pressure is likely to continue in near future despite increase in paper prices since pulp and coal prices remain at elevated level
- During the quarter, TNPL commissioned its paper machine which increased its capacity from 2,40,000 tonnes to 4,00,000 tonnes. Consequently, interest cost increased by 240% yoy/150% qoq to Rs 213mn
- Due to continued margin pressure, we have downgraded our FY12E estimates for BILT/TNPL by 12%/24%. Despite near term pressure on the results, we maintain our BUY recommendation on the stocks on the back of compelling valuations – average 1 yr forward EV/EBITDA/ P/E stood at 4.6x /6.3x for our universe

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
BILT									
CMP(Rs)	33	Net Sales (Rs mn)	11,692	11,310	10,388	12.5%	3.4%	↓	Results disappointed with PAT of Rs 492 mn, +11%yoy, mainly on account of pressure on EBITDA margins. Increase in realisations (by 3% in Mar'11 and further 3% from May'11) will help to arrest rise in input (pulp and coal) cost going forward. Company's dependency on market pulp to continue despite increase in pulp capacity and higher pulp prices to keep margins under pressure. Downgrade FY11E / FY12E estimates by 12% each.
Mkt Cap (Rs bn)	22	EBITDA (Rs mn)	2,255	2,182	2,041	10.5%	3.3%		
Reco	Accumulate	EBITDA Margin (%)	19.3	19.3	19.6	-36 bps	-1 bps		
Target Price (Rs)	42	PAT (Rs mn)	492	480	443	11.0%	2.5%		
% Upside	28%	EPS (Rs)	0.8	0.7	0.7	11.0%	2.5%		
JK Paper									
CMP(Rs)	48	Net Sales (Rs mn)	3,150	3,138	2,947	6.9%	0.4%	↔	Q4FY11 results were in line with estimates with revenue growth of 7% yoy (-7% volume and +14% realisations) to Rs 3.1 bn and APAT growth of -7% yoy to Rs 251 mn. EBITDA margins contraction of 60 bps yoy to 19.8% is attributed to high wood, coal & chemicals cost, however margins are expected to improve in FY12E. Company's capex plan remains on schedule and capacity expansions would help volume growth. Prices to remain strong owing to buoyant demand. We introduce FY13E EPS of Rs 15.2, +3% yoy,
Mkt Cap (Rs bn)	4	EBITDA (Rs mn)	624	654	602	3.6%	-4.5%		
Reco	Buy	EBITDA Margin (%)	19.8	20.8	20.4	-62 bps	-102 bps		
Target Price (Rs)	90	PAT (Rs mn)	251	251	271	-7.3%	0.0%		
% Upside	87%	EPS (Rs)	3.2	3.2	3.5	-7.3%	0.0%		
TNPL									
CMP(Rs)	124	Net Sales (Rs mn)	3,532	2,749	3,556	-0.7%	28.4%	↓	Q4FY11 results disappointed due to lower margins. Revenues of Rs 3.5 bn, flat yoy, EBITDA of Rs 743mn, -18% yoy, APAT of Rs 196 mn, -66% yoy. EBITDA margins at 21.0% (-450 bps yoy / -510 bps qoq) were below estimates due to higher raw material, fuel and other expenses. Margin pressure is likely to continue in near future despite increase in paper prices by ~4% in the quarter since pulp and coal prices remain at elevated level. Downgrade FY12E estimates by 24% to Rs 18.9 and introduce FY13E estimates at Rs 25.6
Mkt Cap (Rs bn)	9	EBITDA (Rs mn)	743	720	911	-18.4%	3.2%		
Reco	Buy	EBITDA Margin (%)	21.0	26.2	25.6	-457 bps	-514 bps		
Target Price (Rs)	180	PAT (Rs mn)	196	286	572	-65.7%	-31.4%		
% Upside	45%	EPS (Rs)	2.8	4.1	8.2	-65.7%	-31.4%		

Pharmaceutical

- **Emkay Pharma universe grew by 11% YoY (est. of 6%), driven by 53%, 43%, 32% and 25% growth in Divi's, Cadila Healthcare, Sun Pharma and Aurobindo Pharma. Most of the companies in domestic pharma market reported higher than expected growth.**
- **OPM for the Emkay Pharma Universe contracted by 678bps (EBIDTA de-growth of 16%) to 21%. Divi's Lab (40.3% vs. est. of 38.8%), Sun Pharma (30.3% vs. est. of 27.3%), Ipca Labs (19.2% vs. est. of 18.7%) surprised positively while Cipla (18.10% vs. est. of 20.3%), Jubilant Life (15.3% vs. est. of 16.7%), Torrent Pharma (10.4% vs. est. of 17.5%) and Unichem Labs (13.3% vs. est. of 20.9%) surprised negatively. During the quarter, most of the companies reported flat gross margins on account of added field force in domestic market. Higher employee cost and SGA cost was mainly on account of ramp-up in sales force.**
- **In the CRAMS space, Divi's Lab, Aurobindo and Dishman Pharma performed above expectations. However, Jubilant Life Sciences continued to disappoint this quarter as well with revenue decline of 10% YoY, EBITDA decline of 41% YoY and PAT decline of 43% YoY. The initial signs of recovery were visible in CRAMS business after the recovery in US and Europe market. Divi's was the first one to get benefitted due to pick-up in outsourcing activities. In case of Dishman and Jubilant, pain will still persist and the recovery will be gradual. US FDA issues continue to haunt Aurobindo Pharma**
- **While we remain positive on the sector, there is a less room for valuations to expand. Most of the blue chip stocks in Pharma are trading at their maximum multiples. We believe going forward one should adopt stock specific approach.**
- **In the large cap - Lupin and Cadila continue to be our preferred bet.**
- **In mid cap - Divi's and Ipca Labs are our top picks**

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Aurobindo								↔	Q4FY11 results were in-line with expectations. Revenues up 25% YoY to Rs11.5bn, EBITDA up 25% YoY to Rs2.1bn and APAT up 26% YoY to Rs1.2bn. Base EBITDA margins remained flat YoY and declined 194bps QoQ on account of one-time inventory write-off in US and consultancy fees. On account of sustained momentum in key business verticals, we maintain Buy rating on the stock with a target price of Rs265 (13xFY12E). Introduce FY13E EPS at 24.9
CMP(Rs)	175	Net Sales (Rs mn)	11,544	11,922	9,248	24.8%	-3.2%		
Mkt Cap (Rs bn)	51	EBITDA (Rs mn)	2,143	3,195	1,716	24.9%	-32.9%		
Reco	Buy	EBITDA Margin (%)	18.6	26.8	18.6	1 bps	-823 bps		
Target Price (Rs)	265	PAT (Rs mn)	1,172	1,847	933	25.6%	-36.6%		
% Upside	51%	EPS (Rs)	4.0	6.3	3.2	25.8%	-36.6%		
Cadila								↑	Robust revenue growth (up 43% YoY) and strong operating performance (up 20% YoY) resulted in 37% YoY growth in APAT. Strong revenue growth was driven by 49% growth in formulations exports, 23% growth in domestic formulation business and 22% in Consumer biz & 18% in API. Based on fair visibility of growth in FY12 & FY13, we revise the target price upwards to Rs920 (earlier Rs847)
CMP(Rs)	910	Net Sales (Rs mn)	12,129	11,668	8,466	43.3%	4.0%		
Mkt Cap (Rs bn)	186	EBITDA (Rs mn)	2,278	2,562	1,894	20.3%	-11.1%		
Reco	Accumulate	EBITDA Margin (%)	18.8	22.0	22.4	-358 bps	-317 bps		
Target Price (Rs)	920	PAT (Rs mn)	1,790	1,620	1,311	36.6%	10.5%		
% Upside	1%	EPS (Rs)	8.7	7.9	6.4	36.6%	10.5%		
Cipla								↓	Cipla's Q4FY11 results were disappointing with a) Revenues up 21% to Rs.16.7bn (est. 15.4bn) b) EBITDA up 17% at Rs3.0bn (est. 3.1bn) & c) APAT up 1% at Rs2.1bn (est. 2.3bn). OPM contracted to 15.4%, led by 30% increase in overheads, largely due to the commissioning of the Indore SEZ plant. With non sustainable and low margin growth and deteriorating margins we cut our EPS estimate for FY12 by 9% with reduce rating and target price of Rs 255
CMP(Rs)	339	Net Sales (Rs mn)	16,692	15,537	13,747	21.4%	7.4%		
Mkt Cap (Rs bn)	272	EBITDA (Rs mn)	3,021	3,182	2,580	17.1%	-5.1%		
Reco	Reduce	EBITDA Margin (%)	18.1	20.5	18.8	-67 bps	-238 bps		
Target Price (Rs)	255	PAT (Rs mn)	2,140	2,327	2,119	1.0%	-8.0%		
% Upside	-25%	EPS (Rs)	2.7	2.9	2.6	1.0%	-8.0%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Dishman									
CMP(Rs)	98	Net Sales (Rs mn)	3,444	2,379	2,480	38.9%	44.8%	↑ Q4FY11 was above our expectations with a) Revenues at Rs3.44 bn (up 39% YoY), EBIDTA at Rs555 mn (up 12% YoY) and APAT at Rs214 mn (up 18% YoY). Going forward, commencement of European contract (US\$12mn per annum) and increased sale from Benzathine will propel growth and improve EBITDA margins. Maintain accumulate rating with target price of Rs125 (13x FY13 earnings of Rs9.6).	
Mkt Cap (Rs bn)	8	EBITDA (Rs mn)	555	315	496	12.0%	76.2%		
Reco	Hold	EBITDA Margin (%)	16.1	13.2	20.0	-387 bps	287 bps		
Target Price (Rs)	125	PAT (Rs mn)	214	17	181	18.2%	1121.8%		
% Upside	28%	EPS (Rs)	2.6	0.2	2.2	18.2%	1121.8%		
Divi's Lab									
CMP(Rs)	801	Net Sales (Rs mn)	4,812	3,132	3,141	53.2%	53.6%	↑ Divi's Q4FY11 performance was above expectations with a) Revenue at Rs4.8bn (up 53% YoY); b) EBIDTA at Rs1.9bn (up 28% YoY) & c) APAT at Rs1.75bn (up 35% YoY). The company is doing capex of Rs1.75bn in FY12 in order to address shortfall in capacities in FY13. Out of this, Rs1.3bn will be spent on new units in SEZ. With increased visibility on growth, we revise our EPS estimates upwards by 12%/11% for FY12/13E. Raise the target price to Rs927 (earlier Rs833). Re-iterate Buy	
Mkt Cap (Rs bn)	106	EBITDA (Rs mn)	1,939	1,205	1,513	28.1%	61.0%		
Reco	Buy	EBITDA Margin (%)	40.3	38.5	48.2	-788 bps	183 bps		
Target Price (Rs)	927	PAT (Rs mn)	1,752	984	1,294	35.4%	78.0%		
% Upside	16%	EPS (Rs)	13.2	7.4	9.7	35.4%	78.0%		
GSK Pharma									
CMP(Rs)	2,434	Net Sales (Rs mn)	6,098	5,007	5,465	11.6%	21.8%	↑ GSK Pharma Q1CY11 results were above expectations with a) Revenues at Rs6.1bn (up 12% YoY) b) EBIDTA at Rs2.2bn (up 6% YoY) and c) APAT at Rs1.9bn (up 16% YoY). Revenue growth was driven by strong growth in the vaccines business and key specialties such as dermatology, oncology and critical care. Maintain Hold with a target price of Rs2,161	
Mkt Cap (Rs bn)	206	EBITDA (Rs mn)	2,179	1,574	2,056	6.0%	38.4%		
Reco	Hold	EBITDA Margin (%)	35.7	31.4	37.6	-189 bps	429 bps		
Target Price (Rs)	2,160	PAT (Rs mn)	1,863	1,223	1,611	15.7%	52.3%		
% Upside	-11%	EPS (Rs)	22.0	14.4	19.0	15.7%	52.3%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Ipca									
CMP(Rs)	347	Net Sales (Rs mn)	4,956	4,634	3,678	34.8%	7.0%	↔ IPCA's Q4FY11 results were in-line with a) Revenues at Rs5bn (up 35% YoY), b) EBITDA at Rs953mn (up 39% YoY) and c) APAT at Rs593mn (up 66% YoY). Revenue growth was driven by 73% growth in export formulations. Growth in domestic formulations was below expectations at 5%. Going forward, strong growth in export formulations once Indore SEZ gets USFDA approval and sustained momentum in domestic market will drive growth. Upgrade to Buy with a target of Rs409 (14xFY13 EPS)	
Mkt Cap (Rs bn)	44	EBITDA (Rs mn)	953	880	686	38.9%	8.3%		
Reco	Buy	EBITDA Margin (%)	19.2	19.0	18.7	58 bps	24 bps		
Target Price (Rs)	409	PAT (Rs mn)	593	553	358	65.6%	7.3%		
% Upside	18%	EPS (Rs)	4.7	4.4	2.9	66.3%	7.3%		
Jubilant Life									
CMP(Rs)	165	Net Sales (Rs mn)	8,944	8,690	9,934	-10.0%	2.9%	↓ Jubilant's Q4FY11 numbers were disappointing with a) Net sales decline by 10% YoY to Rs8.9bn, b) EBITDA decline by 41% to Rs1.3bn, and c) APAT down 42% to Rs771 mn). Service business declined in revenues (-32% YoY) and EBITDA margins (10.3 % vs. 17.0% YoY). Product business was up 12%, but EBITDA margins were lower (19.6% vs. 30.3% YoY). Turn-around in Services business and easing of pricing pressures in Product business are still few quarters away. We downgrade the stock one-notch to Hold with a target price of Rs144 (8.5xFY12E EV/EBITDA)	
Mkt Cap (Rs bn)	26	EBITDA (Rs mn)	1,323	1,322	2,230	-40.7%	0.1%		
Reco	Hold	EBITDA Margin (%)	14.8	15.2	22.4	-765 bps	-41 bps		
Target Price (Rs)	144	PAT (Rs mn)	771	456	1,358	-42.2%	69.0%		
% Upside	-13%	EPS (Rs)	4.9	2.9	8.5	-42.2%	69.0%		
Lupin									
CMP(Rs)	433	Net Sales (Rs mn)	15,536	15,102	13,282	17.0%	2.9%	↑ Lupin's Q4FY11 results were above expectations with a) Revenues at Rs15.5bn (up 17%YoY), b) EBITDA at Rs3.1bn (up 6% YoY), and c) APAT at Rs2.3bn (up 3% YoY). Revenues were largely driven by robust growth momentum in India, Japan and other emerging markets. Going forward, launch of 11 ANDA's including 3-4 OCs and 2 FTFs, 41 new launches in India and 7 new launches in Japan imparts good revenue visibility for FY12	
Mkt Cap (Rs bn)	193	EBITDA (Rs mn)	3,108	2,973	2,924	6.3%	4.5%		
Reco	Buy	EBITDA Margin (%)	20.0	19.7	22.0	-201 bps	32 bps		
Target Price (Rs)	501	PAT (Rs mn)	2,272	2,240	2,206	3.0%	1.4%		
% Upside	16%	EPS (Rs)	5.1	5.0	5.0	3.0%	1.4%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Panacea								↔	Panacea's Q4FY11 results were in-line with estimates with a) Revenues at Rs3.4bn (up 5% YoY), b) EBITDA at Rs671mn (up 33% YoY), and c) APAT at Rs443mn (up 142% YoY). Although EBITDA margins improved 412bps YoY, there was a decline of 866bps QoQ to 19%. This was on account of higher raw material and employee expenses. On account of low revenue visibility going forward and delay in key product launches, we downgrade the stock one-notch to Hold with a target price of Rs185
CMP(Rs)	173	Net Sales (Rs mn)	3,449	2,928	3,287	4.9%	17.8%		
Mkt Cap (Rs bn)	11	EBITDA (Rs mn)	671	823	504	33.1%	-18.5%		
Reco	Hold	EBITDA Margin (%)	19.4	28.1	15.3	412 bps	-866 bps		
Target Price (Rs)	185	PAT (Rs mn)	443	412	183	142.7%	7.7%		
% Upside	7%	EPS (Rs)	7.2	6.7	2.7	165.2%	7.7%		
Ranbaxy								↔	Ranbaxy's Q1CY11 results were in -line with expectations. Revenue de-grew 21% YoY to Rs22bn, EBITDA de-grew 62% to Rs4bn and APAT de-grew 57% to Rs3bn. Adjusted for FTF exclusivity, base business revenues and EBITDA grew 11% and 45% respectively. Maintain hold rating with revised target price of Rs412
CMP(Rs)	531	Net Sales (Rs mn)	21,809	21,084	27,671	-21.2%	3.4%		
Mkt Cap (Rs bn)	224	EBITDA (Rs mn)	4,031	2,302	10,517	-61.7%	75.1%		
Reco	Hold	EBITDA Margin (%)	18.5	10.9	38.0	-1,952 bps	757 bps		
Target Price (Rs)	412	PAT (Rs mn)	3,044	1,119	7,039	-56.8%	172.1%		
% Upside	-22%	EPS (Rs)	7.2	2.7	16.7	-56.8%	172.1%		
Sun Pharma								↑	Sun Pharma's Q4'11 was above expectations with Revenues at Rs14.6bn (up 32% YoY), EBITDA at Rs4.44bn (up 6% YoY) and PAT at Rs4.43bn (up 12% YoY). Revenue growth was led by 20% growth in domestic branded business and 21% YoY growth in Taro. Ex-Taro, revenues declined by 13%. Taro's contribution of 34% to the top-line at US\$108mn and PAT at US\$25mn was above expectations
CMP(Rs)	479	Net Sales (Rs mn)	14,633	16,011	11,092	31.9%	-8.6%		
Mkt Cap (Rs bn)	494	EBITDA (Rs mn)	4,436	4,405	4,185	6.0%	0.7%		
Reco	Hold	EBITDA Margin (%)	30.3	27.5	37.7	-741 bps	280 bps		
Target Price (Rs)	497	PAT (Rs mn)	4,427	3,502	3,945	12.2%	26.4%		
% Upside	4%	EPS (Rs)	4.3	3.4	3.8	12.2%	26.4%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Torrent Pharma									
CMP(Rs)	592	Net Sales (Rs mn)	5,154	5,775	4,753	8.4%	-10.8%	↓	Q4'11 was impacted by write-off in the US market and delayed shipment to Brazil. Revenues at Rs5.1bn, (up 8% YoY) and EBITDA at Rs536mn (down 45%). Adjusted for Rs280mn write-off in the US market, revenues grew by 14% YoY to Rs5.4bn in Q4. Revenues were driven by 10% growth in domestic formulations and 11% growth in exports. CMO business grew at a steady rate of 13% YoY. With expect the margin pressure to continue for the next 23 quarters
Mkt Cap (Rs bn)	50	EBITDA (Rs mn)	536	1,150	969	-44.7%	-53.4%		
Reco	Hold	EBITDA Margin (%)	10.4	19.9	20.4	-999 bps	-952 bps		
Target Price (Rs)	598	PAT (Rs mn)	330	769	591	-44.2%	-57.1%		
% Upside	1%	EPS (Rs)	3.9	9.1	7.0	-44.2%	-57.1%		
Unichem Labs									
CMP(Rs)	160	Net Sales (Rs mn)	1,781	1,971	1,739	2.4%	-9.6%	↓	Unichem's Q4FY11 results were below expectations with a) Revenues at Rs1.78bn (up 2% YoY) b) EBITDA at Rs236mn (down 43% YoY) and c) APAT at Rs150mn (down 55% YoY). Domestic formulation growth was sluggish due to rationalization of inventory at the distributor level, negatively impacting company-level sales. EBITDA margins at 13% (down 1068bps) was on account of higher raw material cost, increase in sales & marketing cost and higher employee cost due to increase in sales force. We expect inventory rationalization to hurt sales and pressurize margins in the near-term
Mkt Cap (Rs bn)	14	EBITDA (Rs mn)	236	394	416	-43.2%	-40.0%		
Reco	Accumulate	EBITDA Margin (%)	13.3	20.0	23.9	-1,068 bps	-672 bps		
Target Price (Rs)	215	PAT (Rs mn)	150	256	334	-54.9%	-41.2%		
% Upside	34%	EPS (Rs)	1.7	2.8	3.7	-54.9%	-41.2%		

Power

- Post results, we have upgraded Reliance Power (Buy) to our sector top pick along with NTPC and PGCIL. Overall we reiterate negative view on private power utilities (except Reliance power) and prefer regulated utilities.
- Our utilities universe reported 28% yoy revenue growth led by commissioning of capacities. EBITDA grew by 44% yoy led by operating leverage. However, PAT grew by 25% yoy led by PAT growth in NTPC (change in grossing up). PAT ex-NTPC declined by 19% yoy.
- EBITDA margins for our coverage universe increased by 301bps yoy to 28.1%, however PAT margins declined by 49bps primarily due to high depreciation and interest cost due to commissioning of capacities
- Average bilateral merchant prices (of the companies under our coverage) for the quarter stood at Rs4.2/unit down 15% yoy. Merchant prices (day-ahead market) on IEX have declined significantly from Rs3.4/unit in March (down 41% yoy) to Rs2.9/unit (down 39% yoy) in May. We expect the merchant prices to further decline in the coming months (monsoon effect).
- We maintain that even after factoring in best case demand estimates (9.6% growth) including latent demand, supply is likely to outpace demand by end FY13E. Unsustainable SEB losses (Rs740bn – FY10) to trigger panic situation starting FY12E and SEBs to resort to price caps, power cuts/demand management, payment delays etc.
- Our IPP universe is trading at 1x-1.9x FY13E book and factors in a (1) long term merchant rate of Rs3.4/unit, (2) coal supply at linkage rates, (3) high PLFs of 85%+ and (4) significant latent demand.

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Adani Power									
CMP(Rs)	111	Net Sales (Rs mn)	8,556	5,026	2,013	325.1%	70.2%	↓	APL's Q4 PAT of Rs1.74bn (up 77% yoy and 60% qoq) was below expectation due to higher deferred tax. Otherwise on Revenues/EBITDA/PBT level it is in line. Highlights (1) fuel cost Rs0.95/unit, decline of 9% qoq/18% yoy, (2) aux. of 9%, lower qoq but higher than long-term guidance of 7% & (3) merchant realization Rs4.5/unit in Q411. Valuations pricing cheaper fuel, aggressive execution/ operating parameters & early merchant. Not pricing MAT on SEZ & MCL coal price hike. Remain cautious and downgrade to Reduce.
Mkt Cap (Rs bn)	242	EBITDA (Rs mn)	5,126	2,730	1,174	336.7%	87.8%		
Reco	Reduce	EBITDA Margin (%)	59.9	54.3	58.3	160 bps	560 bps		
Target Price (Rs)	103	PAT (Rs mn)	1,744	1,091	983	77.4%	59.9%		
% Upside	-7%	EPS (Rs)	0.8	0.5	0.5	77.4%	59.9%		
JSW Energy									
CMP(Rs)	70	Net Sales (Rs mn)	14,169	10,611	7,907	79.2%	33.5%	↑	Results were above estimates due to higher merchant realizations (Rs4.75/unit vs our assumption of Rs4.5/unit) due to presence in southern region. For Q1FY12E, co. guided for Rs5/unit merchant realizations and lower from Q2FY12E. Expect southern region realizations to drop post elections. Reduce FY12E/FY13E earnings by 3%/7% on higher coal prices. Maintain Reduce
Mkt Cap (Rs bn)	115	EBITDA (Rs mn)	4,127	3,384	3,369	22.5%	22.0%		
Reco	Reduce	EBITDA Margin (%)	29.1	31.9	42.6	-1,347 bps	-276 bps		
Target Price (Rs)	78	PAT (Rs mn)	2,048	1,528	2,730	-25.0%	34.0%		
% Upside	11%	EPS (Rs)	1.2	0.9	1.7	-25.0%	34.0%		
Lanco Infra									
CMP(Rs)	31	Net Sales (Rs mn)	20,548	15,615	24,161	-15.0%	31.6%	↓	Lanco's PAT of Rs171mn was way below est. due to (1) higher inter-seg elimination again (60%), (2) Udupi still an associate (26%) and (3) lower construction margins 12.8%. We seek clarity on (1) negative other income of Rs352mn,(2) basis of recognition of Amarkantak II's Haryana supplies and (3) merchant tariffs of Rs4.2/unit vs mgmt figure of Rs4.7/unit. Maintain Buy on relative preference on valuations (1.1XFY13E book). Key concerns - dependence on domestic coal, Kondapalli III gas, downside in merchant prices
Mkt Cap (Rs bn)	75	EBITDA (Rs mn)	3,984	4,800	6,655	-40.1%	-17.0%		
Reco	Buy	EBITDA Margin (%)	19.4	30.7	27.5	-816 bps	-1,135 bps		
Target Price (Rs)	45	PAT (Rs mn)	-1,264	481	1,134	n.a	n.a		
% Upside	45%	EPS (Rs)	-0.5	0.2	0.5	n.a	n.a		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Reliance Power									
CMP(Rs)	117	Net Sales (Rs mn)	4,955	2,512	n.a	n.a	97.2%	↑	Q411 PAT of Rs1.9bn beat est. due to better PAF (89%) and PLF (87%) at Rosa (post UPPCL's approval) - PAT at Rs904mn in Q411 vs Rs398mn in Q311. Rosa to earn ROE of 25%. Building solidity - (1) huge cheap captive coal, (2) merchant capacity in captive coal plants only, (3) plants near load centers (PoC), (4) minimizing cost of capital & (5) low to reasonable tariffs - off take and payment risk minimized. Solidity and positive triggers ignored with valuations implying LT merchant rate of Rs2.3/unit, very safe. We foresee RPL as the most sustainable private utility; upgrade to Buy
Mkt Cap (Rs bn)	327	EBITDA (Rs mn)	1,556	617	-538	n.a	152.1%		
Reco	Buy	EBITDA Margin (%)	31.4	24.6	n.a	n.a	684 bps		
Target Price (Rs)	153	PAT (Rs mn)	1,866	787	924	101.9%	137.1%		
% Upside	31%	EPS (Rs)	0.7	0.3	0.3	101.9%	137.1%		
Jaiprakash Power									
CMP(Rs)	51	Net Sales (Rs mn)	1,480	1,292	1,719	-13.9%	14.6%	↓	Result below expectations – on lower VER sales. Q4FY11 PAT down 72% yoy due to lower VER sales and higher interest expenses which were partly neutralized by higher other income. ? Karcham (key FY12E growth driver) unit 1 has synchronized on 13th May - COD by May end. Reduce FY12E/13E earnings by -11%/-8% led by equity dilution (21% or 556 mn shares) including treasury stock of 371mn on account of amalgamation. Valuations imply LT merchant rate of Rs3.7 (our est. Rs2.7).Maintain Hold
Mkt Cap (Rs bn)	108	EBITDA (Rs mn)	1,231	1,042	1,391	-11.5%	18.1%		
Reco	Hold	EBITDA Margin (%)	83.1	80.7	80.9	222 bps	247 bps		
Target Price (Rs)	47	PAT (Rs mn)	172	228	609	-71.8%	-24.5%		
% Upside	-9%	EPS (Rs)	0.1	0.1	0.3	-71.8%	-24.5%		
KSK Energy									
CMP(Rs)	115	Net Sales (Rs mn)	3,490	2,744	1,804	93.5%	27.2%	↓	Q411 conso. PAT of Rs377mn was below est. - mainly due to higher fuel cost (Rs3.4/unit vs our assumption of Rs2.9/unit) and aux consumption (21% vs our assumption of 13%). Assuming supplies from CIL on linkage by Q212, we assume avg. fuel cost of Rs2.0/unit in FY12E for Wardha. Lower FY12E/FY13E EPS by 10%/6%; Maintain Hold - coal supply for Wardha/Mahanadi & Reliance infra contract remains key
Mkt Cap (Rs bn)	43	EBITDA (Rs mn)	1,168	1,265	1,255	-6.9%	-7.6%		
Reco	Hold	EBITDA Margin (%)	33.5	46.1	69.6	-3,611 bps	-1,262 bps		
Target Price (Rs)	110	PAT (Rs mn)	377	86	948	-60.3%	339.7%		
% Upside	-4%	EPS (Rs)	1.0	0.2	2.5	-60.3%	339.7%		

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Nava Bharat									
CMP(Rs)	218	Net Sales (Rs mn)	2,681	2,466	3,154	-15.0%	8.7%	↑	Q411 APAT of Rs651mn (down 41% yoy) is marginally ahead of estimates. Highlights - merchant tariff Rs4.2/unit, PLF 91%, cost of gen. up by Rs0.3/unit (MCL supplies & captive plants). Seeking to enter into a contract with TISCO for ferro Chrome – to produce 35000MT in FY12E (30MW power requirement). No clarity as yet, we assume profit at power trade off level. Maintain Accumulate on relatively cheap valuations (Implied LT merchant tariff of Rs3.1/unit), natural hedge, fuel security with use of washery rejects;
Mkt Cap (Rs bn)	17	EBITDA (Rs mn)	713	548	1,247	-42.8%	30.2%		
Reco	Accumulate	EBITDA Margin (%)	26.6	22.2	39.5	-1,293 bps	439 bps		
Target Price (Rs)	290	PAT (Rs mn)	648	473	1,100	-41.1%	37.1%		
% Upside	33%	EPS (Rs)	7.5	5.4	14.4	-48.2%	37.1%		
NTPC									
CMP(Rs)	180	Net Sales (Rs mn)	155,189	134,057	123,534	25.6%	15.8%	↑	Core ROE of 29% in FY11P was helped by prior yr + AAD sales of Rs15.3bn. Adj. core ROE stood at 25%, lower than 27% in FY10 - PAT impact of Rs6.6bn (has to be mainly due to UI). Mgmt in the call said that on grossing up in FY12E (MAT or full), they would communicate after Q112E. Our calculations suggest grossing by full tax in FY12E (net benefit of Rs8bn). Positive news to continue 1) FY12 grossing up, (2) higher COD in FY12-sunset yr of 80IA & (3) in medium term - acquiring distressed plants. Buy; rising interest rates remain overhang
Mkt Cap (Rs bn)	1,485	EBITDA (Rs mn)	41,026	37,476	26,657	53.9%	9.5%		
Reco	Buy	EBITDA Margin (%)	26.4	28.0	21.6	486 bps	-152 bps		
Target Price (Rs)	204	PAT (Rs mn)	29,824	22,851	20,176	47.8%	30.5%		
% Upside	13%	EPS (Rs)	3.6	2.8	2.4	47.8%	30.5%		
GIPCL									
CMP(Rs)	82	Net Sales (Rs mn)	3,093	3,078	2,502	23.6%	0.5%	↑	Q411 PAT of Rs816mn is helped by (1) Rs293mn of def. tax asset, (2) Rs92mn of tax refund. APAT of Rs426mn slightly ahead of est. due to GERC's order on Surat II's PPA. Lower PLF at Vadodara II (31% vs 81% in Q410) impacted overall PLF – the PLF excl. Surat II stood at 65% vs 91% in Q410. During the qtr Surat II plant operated at 61% PLF. Maintain our FY12E EPS & introduce FY13E EPS of Rs10.8/share. Currently trading at 0.8x FY13E P/B with an ROE in 11% FY13E. Upgrade to Buy with PT of Rs115/Share
Mkt Cap (Rs bn)	12	EBITDA (Rs mn)	1,169	819	581	101.2%	42.8%		
Reco	Buy	EBITDA Margin (%)	37.8	26.6	23.2	1,457 bps	1,119 bps		
Target Price (Rs)	115	PAT (Rs mn)	719	154	361	99.3%	368.3%		
% Upside	41%	EPS (Rs)	4.8	1.0	2.4	99.3%	368.3%		

Print Media Sector

- Print media companies reported better than expected ad revenue growth for Q4FY11, driven by improvement in both higher ad volumes and better yields
- Cons. print ad revenues of Emkay media universe grew 22.3% yoy to Rs7.9bn, led by strong regional ad growth of 23.0% yoy to Rs5.2bn. Nevertheless, the English (HT Media) ad revenue grew better than expected by 20.8% yoy
- ICC cricket world cup supported better than expected revenue from Radio segment. Radio revenue of HT and DB Corp registered robust growth of 80.3% and 41.7% yoy respectively, although on a small base. Cons. circulation revenue grew mere 4.6% to Rs1.6bn, led by increase in circulation of HT and Jagran
- Impact of strong revenue growth was not visible at the EBITDA level due to high opex. Raw material and employee cost drove the opex across the print media companies under our coverage. RM cost grew 37.7% to Rs3.6bn and Employee cost was 23.9% yoy to Rs1.6bn
- Spike in newsprint and employee cost led to pressure on margins. Cons. EBITDA margin declined 340bps to 22.3%. International newsprint prices remain stable at ~\$660/MT, while spike in domestic newsprint has led to increase in raw material cost. With the expansion in newer markets by DB Corp and increase in circulation by Jagran and HT Media in existing markets would lead to pressure on margin during FY12E
- APAT for the print media companies grew 14.2% yoy to Rs1.4bn, led by lower interest outgo and higher other income. Newsprint cost remains the cause of concern for the sector
- Retain BUY rating on Jagran & HT Media and HOLD rating on DB Corp
- Jagran Prakashan (TP Rs149) remains our preferred print media play

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
DB Corp									
CMP(Rs)	232	Net Sales (Rs mn)	3,174	3,482	2,572	23.4%	-8.9%	↓	DB corp reported strong ad revenue of Rs2.5bn, growing by 30.6% yoy. Print revenues grew 27.4% yoy to Rs2.4bn, led by both volume and yield improvement. EBITDA at Rs796mn improved 14.4% yoy. While EBITDA margin declined 197bps to 25.1%, on account of high opex pertaining to new launches. Q4FY11 PAT grew by 22.5% yoy to Rs450mn, led by lower interest out go and higher revenue realization. However, it was below our estimate of Rs550mn.
Mkt Cap (Rs bn)	43	EBITDA (Rs mn)	796	1,148	696	14.4%	-30.7%		
Reco	Hold	EBITDA Margin (%)	25.1	33.0	27.0	-197 bps	-789 bps		
Target Price (Rs)	271	PAT (Rs mn)	450	659	367	22.5%	-31.8%		
% Upside	17%	EPS (Rs)	2.5	3.6	2.0	22.5%	-31.8%		
HT Media									
CMP(Rs)	159	Net Sales (Rs mn)	4,704	4,651	3,851	22.1%	1.1%	↔	Revenue for HT Media was in line with our estimates, growing 22.1% yoy at Rs 4.7bn. Print ad-rev grew by 20.5% yoy with Hindi ad-revenue growing 19.5% yoy and English by 21% yoy (higher than est. of 16%). EBITDA margins at 18.6% (our est. of 18.9%) declined by 550bps yoy, led by 43.3% rise in raw material cost. However, Radio EBITDA improved to Rs67mn v/s -2mn in Q4FY10. PAT at Rs529mn (our estimate of Rs470mn) was up 10.3% yoy, primarily on account of higher other income.
Mkt Cap (Rs bn)	37	EBITDA (Rs mn)	876	883	929	-5.7%	-0.8%		
Reco	Buy	EBITDA Margin (%)	18.6	19.0	24.1	-550 bps	-36 bps		
Target Price (Rs)	183	PAT (Rs mn)	529	478	495	7.0%	10.8%		
% Upside	15%	EPS (Rs)	2.3	2.0	2.1	7.0%	10.8%		
Jagran									
CMP(Rs)	123	Net Sales (Rs mn)	2,826	2,860	2,363	19.6%	-1.2%	↓	JPL registered strong ad revenue growth of 19.7% yoy to Rs Rs1.9bn, on the back of improving yields. Circulation rev. up 6.3% to Rs558mn. Other business rev. grew 47.8% to Rs292mn. EBITDA improved by 12.9% yoy, however, EBITDA margin declined by 150bps. Led by higher raw material cost & other expenses which escalated 34.8% yoy 13.7% yoy. Mid-Day rev. grew 7.6% yoy to Rs1.1bn for FY11. EBITDA & PAT were lower at Rs145mn and Rs20mn, resp. Decline was attributed to change of accounting policies in line with JPL.
Mkt Cap (Rs bn)	39	EBITDA (Rs mn)	714	897	633	12.9%	-20.4%		
Reco	Buy	EBITDA Margin (%)	25.3	31.4	26.8	-150 bps	-611 bps		
Target Price (Rs)	149	PAT (Rs mn)	421	526	364	15.7%	-20.1%		
% Upside	21%	EPS (Rs)	1.4	1.7	1.2	15.7%	-20.1%		

Telecom Industry

- Festive cheers continued in Q4FY11 as well. Traffic on network remained on the upward trend with stable ARPM
- Con. revenue of the telecom service providers in our coverage stood at Rs237.4bn (including Rs25bn IRU sales reported by Rcom in Q4FY11 and excluding Idea Cellular) growing 15.1%. Adjusted after IRU sales, revenue stood at Rs211.9bn, growing 2.8% qoq
- ARPM decline was marginal in case of Bharti, while it was stable for Rcom due to decline in MoU. ARPU decline for Bharti and Rcom was at 2.2% and 3.5%, respectively. Traffic on network for Bharti and Rcom improved 6.4% and 3.2% qoq, respectively. Strong subscriber addition continued in Q4FY11 with 60.7 million subscribers
- Cons. EBITDA margins (Adjusted for IRU sales of Rcom and Idea) for universe coverage was down to 31.2% v/s 31.6% in Q3FY11. Margin for Rcom remained under pressure during the quarter
- Lower ARPU decline and rebound in traffic on network signals reduction in competitive intensity in the domestic market. As the competitive scenario is easing and improving revenue growth would offset the margin pressure owing to 3G expansion. High depreciation and interest cost is expected to keep profitability under pressure for FY12E.
- We maintain our reduce rating on RCOM, HOLD on Bharti. In the data segment we are positive on Tulip
- In the backdrop of regulatory uncertainties, we remain cautious on the telecom sector with Bharti as our preferred play

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Bharti								↓	Bharti Q4FY11 PAT at Rs14.0bn was below estimate of Rs16.0bn due to higher depreciation cost and tax outgo. KPI's on expected lines remained stable qoq, led by stabilization in price war. APRU at Rs194 down 2.0% qoq, MoU was flat at 449 while ARPM was down 2.3% to Rs0.43. Cons. EBITDA margin improved to 33.5% (lower than our est. of 34%) from 31.6%. EBITDA margin from African operation stood at 26.8% v/s 25.1% (ex re-branding cost) in Q3FY11.
CMP(Rs)	377	Net Sales (Rs mn)	162,654	157,560	100,557	61.8%	3.2%		
Mkt Cap (Rs bn)	1,433	EBITDA (Rs mn)	54,442	49,816	38,220	42.4%	9.3%		
Reco	Hold	EBITDA Margin (%)	33.5	31.6	38.0	-454 bps	185 bps		
Target Price (Rs)	406	PAT (Rs mn)	14,007	13,033	20,551	-31.8%	7.5%		
% Upside	8%	EPS (Rs)	3.7	3.4	5.4	-31.8%	7.5%		
RCom*								↓	Change in accounting policy to include IRU sales of 25.5bn led to spike in revenues for RCom. Adjusted revenue improved by just 1.3% qoq. Mobility revenue was up 3.3% qoq, better than expected. ARPU fell 3.5% QoQ to Rs107 purely on MOU decline as RPM remains stable. Wireless traffic improved 3.2% on the back of higher paid minutes on network. Adjusted Net profit declined to Rs1.6bn declining 67.4% qoq led by lower margins across the business segments. Capex guidance of Rs 15bn for FY12E would be a positive for peers.
CMP(Rs)	94	Net Sales (Rs mn)	49,290	48,650	49,915	-1.3%	1.3%		
Mkt Cap (Rs bn)	194	EBITDA (Rs mn)	11,750	15,289	15,007	-21.7%	-23.1%		
Reco	Reduce	EBITDA Margin (%)	23.8	31.4	30.1	-623 bps	-759 bps		
Target Price (Rs)	85	PAT (Rs mn)	1,564	4,803	12,193	-87.2%	-67.4%		
% Upside	-10%	EPS (Rs)	0.8	2.3	5.9	-87.2%	-67.4%		
Tulip								↓	Tulip Telecom revenue was at Rs 6.4bn (slightly below estimates) growing 20.2% yoy, led higher revenue realization in from the fiber business which aided the strong margins as well. Q4FY11 EBIDTA grew 20.8% to Rs1.9bn and APAT grew 25.7% yoy to Rs826mn (our est. of Rs 974mn). Lower PAT was on account of higher interest and tax outgo. Net-debt rises to Rs14.3bn at the end of FY11 v/s Rs12.4bn in Q3FY11. Debt/EBITDA stands at 2.7x and D/E at 1.47x at the end of FY11.
CMP(Rs)	164	Net Sales (Rs mn)	6,380	6,022	5,307	20.2%	5.9%		
Mkt Cap (Rs bn)	24	EBITDA (Rs mn)	1,866	1,716	1,545	20.8%	8.8%		
Reco	Buy	EBITDA Margin (%)	29.3	28.5	29.1	14 bps	76 bps		
Target Price (Rs)	218	PAT (Rs mn)	827	817	658	25.7%	1.1%		
% Upside	33%	EPS (Rs)	5.7	5.6	4.5	25.7%	1.1%		

*Adjusted for IRU sales

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Arshiya International								↔	ALL showed a healthy growth in topline, at 38.8% YoY and 10% QoQ basis to Rs 2.3bn. EBITDA too grew strongly by 97.5% YoY and 27.8% QoQ basis to Rs 540mn. High financial leverage due to capitalization of assets led to lower growth in net profits, at 17.2% YoY to Rs 216mn. Adjusting the extra-ordinary items, PAT grew by merely 5.4% which was in-line with our estimates. EBIT margins stood at 20%, expansion of 540 bps YoY as FTWZ business have done remarkable EBIT margins of 69% against conventional logistics business at 22%
CMP(Rs)	185	Net Sales (Rs mn)	2,344	2,125	1,689	38.8%	10.3%		
Mkt Cap (Rs bn)	11	EBITDA (Rs mn)	540	423	274	97.5%	27.8%		
Reco	UR	EBITDA Margin (%)	23.1	19.9	16.2	686 bps	315 bps		
Target Price (Rs)	UR	PAT (Rs mn)	216	185	184	17.2%	16.9%		
% Upside	n.a	EPS (Rs)	3.7	3.1	3.1	17.1%	16.9%		
Century Plyboards								↑	Operating Profit at Rs569mn- below estimates as P&L division disappoints -higher RM costs, forex losses & higher dealer discounts impact profitability. However, APAT above est led by higher MAT credit entitlement – Topline performance impressive with 27.7% growth. Downgrade FY12 EPS by 9.9% due to delay in commissioning of Kahalgaon unit affecting FY12 volume assumptions. Lower TP to Rs75 to factor in lower earnings trigger-BUY.
CMP(Rs)	66	Net Sales (Rs mn)	4,158	3,608	3,255	27.7%	15.2%		
Mkt Cap (Rs bn)	15	EBITDA (Rs mn)	569	482	634	-10.3%	18.0%		
Reco	Buy	EBITDA Margin (%)	13.7	13.4	19.5	-581 bps	32 bps		
Target Price (Rs)	75	PAT (Rs mn)	446	268	404	10.4%	66.4%		
% Upside	14%	EPS (Rs)	2.0	1.2	1.8	10.4%	66.4%		
Essel Propack								↓	Essel Propack (EPL) Q4 FY11 was below expectations on all counts - Revenues up 16.1% yoy at Rs 3.5bn, EBIDTA up 15.9% at Rs 563 mn and APAT up 57.2% at Rs 102 mn. Core Ebidta margins were lower at 16.0% and remained below our estimates owing to margin contraction in EAP and AMESA. Management guides (1) 14% revenue growth led by recovery in Europe and Americas (2) 200 bps expansion in Ebidta margin. Revise earnings by -8.3% for FY12E to Rs5.5/Share; Introduce FY13E earnings of Rs7.5/share. EPL valued at 4.6x FY13E EV/EBIDTA.
CMP(Rs)	43	Net Sales (Rs mn)	3,497	3,649	3,013	16.1%	-4.2%		
Mkt Cap (Rs bn)	7	EBITDA (Rs mn)	563	601	486	15.9%	-6.4%		
Reco	Buy	EBITDA Margin (%)	16.1	16.5	16.1	-2 bps	-37 bps		
Target Price (Rs)	72	PAT (Rs mn)	102	96	65	57.2%	5.6%		
% Upside	67%	EPS (Rs)	0.6	0.6	0.4	57.2%	5.6%		

Name		Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Havells India							↔	Q4FY11 standalone revenues grew 24% yoy to Rs 8.5bn, in line; EBIDTA margins fell 100 bps to 11.7% yoy on lower margins in Cables & Wires. APT below est. at Rs690 mn, up 5% yoy. Sylvania beats expectations, reported 3% revenue growth to €114mn for Q4FY11; EBIDTA margin for Sylvania spiked to 7.9% due to benefits from restructuring program. Posted APAT of €3.3 mn vs. negative PAT in Q4FY10. Going forward, dip in standalone EBIDTA margins to be offset by improved profitability in Sylvania. Revised EPS estimates upwards by 7.3% for FY12E to Rs 29.3 and by 1.5% for FY13E to Rs 34.7. Havells valued at 9.6x FY13E EV/EBIDTA.
CMP(Rs)	426	Net Sales (Rs mn)	8453	7279	6816	24.0%	16.1%	
Mkt Cap (Rs bn)	53	EBITDA (Rs mn)	990	914	869	13.9%	8.4	
Reco	Buy	EBITDA Margin (%)	11.7	12.6	12.8	-104bps	-84bps	
Target Price (Rs)	470	PAT (Rs mn)	690	611	657	5.0%	13.0%	
% Upside	10%	EPS (Rs)	5.5	4.9	5.3	5.0%	13.0%	
Kajaria Ceramics							↔	Q4FY11 results were in line with estimates. Revenues grew by 31% yoy to Rs 2.8 bn while PAT increased 44% yoy to Rs184 mn. Revenue growth was supported by strong demand from upper end vitrified tiles and higher trading.. We expect FY12E margins to improve supported by strong realizations & improved operating leverage. Co is aggressively expanding capacity- Sikandarabad plant conversion, Gailpur capacity expansion completed. Kajaria also acquired Soriso ceramics, Gujarat based manufacturer. We have maintained FY12E estimates at Rs 10.1.
CMP(Rs)	90	Net Sales (Rs mn)	2,819	2,539	2,149	31.1%	11.0%	
Mkt Cap (Rs bn)	7	EBITDA (Rs mn)	427	397	308	38.3%	7.4%	
Reco	Buy	EBITDA Margin (%)	15.1	15.6	14.3	78 bps	-51 bps	
Target Price (Rs)	117	PAT (Rs mn)	184	176	128	44.3%	4.8%	
% Upside	30%	EPS (Rs)	2.5	2.4	1.7	44.3%	4.8%	
Phoenix Mills							↔	PML reported revenue of Rs 468mn, up 35.7% YoY and in-line with our estimates of Rs 474mn. EBITDA stood at Rs 321mn below our estimates of Rs 343mn, but adjusting the same to the one-off maintenance expenses the EBITDA is closer to our estimates. Company had one-off "Other Income" of Rs 90mn generated from trading in TDRs. Post adjusting the one-offs the PAT comes to Rs 240mn against the reported PAT of Rs 272mn and our estimates of Rs 251mn
CMP(Rs)	192	Net Sales (Rs mn)	468	451	345	35.7%	3.8%	
Mkt Cap (Rs bn)	28	EBITDA (Rs mn)	321	327	198	62.1%	-1.9%	
Reco	Buy	EBITDA Margin (%)	68.6	72.6	57.4	1,117 bps	-400 bps	
Target Price (Rs)	231	PAT (Rs mn)	272	238	157	73.0%	14.3%	
% Upside	21%	EPS (Rs)	1.9	1.6	1.1	73.0%	14.3%	

Name			Q4FY11	Q3FY11	Q4FY10	Chg YoY	Chg QoQ	Actual v/s Expect	Comments
Piramal Glass								↑	Piramal Glass (PGL) Q4FY11 beat expectations driven by stronger traction & product mix – revenue growth at 15.2% yoy to Rs 3.3bn and APAT growth at 185.7% to Rs 327.1mn. EBITDA margins at 25.2%, up 180bps yoy - surpassed peak margins of 24.6% in Q3 FY11. C&P segment grew by 25% and within that premium segment grew by 35%. Capacity expansion undertaken - cash flows utilized for capex and balance sheet de-leveraging may trickle after FY13E. Introduce FY13E earnings of Rs23.3/Share – Roll EV/Ebitda to FY13E. PGL valued at 5.5x FY13E EV/EBIDTA.
CMP(Rs)	130	Net Sales (Rs mn)	3,339	3,170	2,900	15.2%	5.4%		
Mkt Cap (Rs bn)	10	EBITDA (Rs mn)	842	780	679	23.9%	7.9%		
Reco	Buy	EBITDA Margin (%)	25.2	24.6	23.4	178 bps	59 bps		
Target Price (Rs)	220	PAT (Rs mn)	327	231	115	185.7%	41.4%		
% Upside	69%	EPS (Rs)	4.1	2.9	1.4	185.7%	41.4%		
Sintex Industries								↑	Sintex's Q4FY11 PAT was better than est. mainly due to better margins in most of the standalone businesses (standalone margins stood at 27.1% vs 20.7% yoy). Free cash flow to equity was marginally positive (Rs175mn) in FY11P mainly due to reduction in overall working capital led by reduction in escrow, ICDs and tightening. Marginally upgrade our FY12E earnings to Rs20.6/Share and introduce FY13E earnings of Rs24.1/share; Stock trading at 8.5x FY12E EPS. Avg 5 yr PE 12x. Maintain 'Accumulate'
CMP(Rs)	183	Net Sales (Rs mn)	14,554	11,860	10,936	33.1%	22.7%		
Mkt Cap (Rs bn)	50	EBITDA (Rs mn)	3,098	1,967	1,932	60.3%	57.5%		
Reco	Accumulate	EBITDA Margin (%)	21.3	16.6	17.7	362 bps	470 bps		
Target Price (Rs)	215	PAT (Rs mn)	1,685	1,126	1,387	21.5%	49.7%		
% Upside	17%	EPS (Rs)	6.2	4.2	5.1	21.5%	49.7%		
Sterlite Tech								↓	Sterlite Tech reported disappointing set of numbers for last quarter. Q4FY11 PAT was at Rs103mn, down 85.7% yoy (significantly below our est. of Rs425mn). Decline was led by dented. EBITDA margin in both Power and Telecom biz. Low margin orders in power further squeezed margins to 2.8% v/s 12.0% yoy. Drop in realization dented Telecom margins to 20.6% v/s 31.6% in Q4FY10. We have cut FY12E EPS by 22% to Rs5.4 due to poor margin trend and rise in all below line items. We have downgraded stock from BUY to HOLD and target price to Rs54 from Rs68.
CMP(Rs)	52	Net Sales (Rs mn)	6,822	5,791	6,624	3.0%	17.8%		
Mkt Cap (Rs bn)	19	EBITDA (Rs mn)	490	431	1,101	-55.5%	13.7%		
Reco	Hold	EBITDA Margin (%)	7.2	7.4	16.6	-944 bps	-26 bps		
Target Price (Rs)	54	PAT (Rs mn)	103	171	722	-85.7%	-39.8%		
% Upside	4%	EPS (Rs)	0.3	0.4	1.8	-85.7%	-39.8%		

Quarterly Results

Company Nam	Net Sales (Rs mn)			Growth (%)		Ebitda (Rs mn)			Growth (%)		APAT (Rs mn)			Growth (%)		EPS (Rs)			Growth (%)	
	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ
Agri Input & Chemicals																				
Chambal Fertilisers	8112	13588	7206	13%	-40%	1153	2128	1669	-31%	-46%	415	903	579	-28%	-54%	1.0	2.2	1.4	-28%	-54%
Coromandel International	11796	20503	13648	-14%	-42%	667	2238	1201	-45%	-70%	404	1437	821	-51%	-72%	1.4	5.1	2.9	-51%	-72%
Deepak Fertilisers	4285	3750	3238	32%	14%	903	819	803	12%	10%	495	446	445	11%	11%	5.6	5.1	5.0	11%	11%
GNFC	8423	8339	5066	66%	1%	1253	1539	-561		-19%	699	884	-382		-21%	4.5	5.7	-2.5		-21%
GSFC	11149	12272	7825	42%	-9%	3093	3157	1564	98%	-2%	1954	2021	1288	52%	-3%	24.5	25.3	16.2	52%	-3%
Rallis India	2321	2714	2031	14%	-14%	380	512	375	1%	-26%	220	337	235	-7%	-35%	11.3	17.3	12.1	-7%	-35%
Tata Chemicals	26577	28909	22676	17%	-8%	4863	4414	4093	19%	10%	1821	1341	1723	6%	36%	7.5	5.5	7.1	6%	36%
United Phosphorus	18569	12221	15190	22%	52%	3673	2215	3034	21%	66%	2429	1109	2496	-3%	119%	5.5	2.5	5.7	-3%	119%
Auto Ancillaries																				
Apollo Tyres	17618	14321	13128	34%	23%	1463	1491	1846	-21%	-2%	502	548	1162	-57%	-8%	1.0	1.1	2.3	-57%	-8%
JK Tyre	13463	11785	10476	29%	14%	673	619	792	-15%	9%	125	91	268	-53%	37%	3.0	2.2	6.5	-53%	37%
Motherson Sumi	23560	21276	20279	16%	11%	2602	2216	2493	4%	17%	1209	951	865	40%	27%	3.1	2.4	2.2	40%	27%
Automobiles																				
Ashok Leyland	38285	22272	29390	30%	72%	5099	1920	3784	35%	166%	2982	694	2231	34%	330%	2.2	0.5	1.7	34%	330%
Bajaj Auto	42000	41771	33995	24%	1%	8730	8473	7771	12%	3%	6870	6651	5781	19%	3%	23.7	23.0	20.0	19%	3%
Eicher Motors	13897	12435	10409	34%	12%	1624	1205	912	78%	35%	733	552	402	82%	33%	27.2	20.5	15.1	80%	33%
Hero Honda	53909	51617	41223	31%	4%	6528	5767	7117	-8%	13%	5016	5089	5988	-16%	-1%	25.1	25.5	30.0	-16%	-1%
Mah & Mah	67782	61211	53046	28%	11%	8619	9238	8456	2%	-7%	6065	6172	5703	6%	-2%	9.3	9.4	9.8	-6%	-2%
Maruti Suzuki India	100922	94945	84246	20%	6%	10097	9358	11111	-9%	8%	6599	5992	6566	1%	10%	22.8	20.7	22.7	1%	10%
Tata Motors	356105	316852	289778	23%	12%	44719	44886	31454	42%	0%	24600	24533	14814	66%	0%	37.3	37.2	27.2	37%	0%
TVS Motor	16425	16452	12160	35%	0%	1004	991	862	16%	1%	479	546	459	4%	-12%	1.0	1.1	1.0	4%	-12%
Banks & Financial Services																				
Allahabad Bank	11513	10516	7417	55%	9%	7801	7882	6570	19%	-1%	2576	4156	2235	15%	-38%	5.4	9.3	5.0	8%	-42%
Andhra Bank	8615	8399	6562	31%	3%	7115	6266	5269	35%	14%	3128	3309	2399	30%	-5%	5.6	6.8	4.9	13%	-18%
Axis Bank	17010	17331	14601	17%	-2%	18208	16585	13838	32%	10%	10201	8914	7649	33%	14%	24.8	21.7	18.9	32%	14%
Bank of Baroda	26139	22923	17449	50%	14%	19458	18512	15473	26%	5%	12944	10689	8472	53%	21%	33.0	29.2	23.2	42%	13%
Bank of India	21634	19869	15521	39%	9%	10613	13888	12756	-17%	-24%	3496	6533	4281	-18%	-46%	6.4	12.4	8.1	-22%	-49%
Canara Bank	19729	21192	15976	23%	-7%	16950	15140	14304	19%	12%	8991	11067	5034	79%	-19%	20.3	27.0	12.2	66%	-25%
Corporation Bank	7616	8423	5894	29%	-10%	7465	7369	5451	37%	1%	3452	3823	3124	10%	-10%	23.3	26.7	21.8	7%	-13%
HDFC Bank	28395	27767	23514	21%	2%	20969	20727	16944	24%	1%	11147	10878	8367	33%	2%	24.0	23.4	18.3	31%	2%
ICICI Bank	25097	23117	20349	23%	9%	23053	23426	23991	-4%	-2%	14524	14370	10057	44%	1%	12.6	12.5	9.0	40%	1%
LIC Housing Finance	4204	3522	2980	41%	19%	4163	3524	2856	46%	18%	2913	2953	2135	36%	-1%	6.1	6.2	4.5	36%	-1%
Mah & Mah Financial Services	3960	3391	3439	15%	17%	2584	2278	2507	3%	13%	1584	1349	1402	13%	17%	15.5	14.0	14.6	6%	10%
Manappuram General Finance	2768	2334	1115	148%	19%	1597	1240	666	140%	29%	963	745	408	136%	29%	2.3	1.8	2.4	-4%	29%
Punjab National Bank	30290	32041	24751	22%	-5%	25076	23508	22510	11%	7%	12009	10906	10812	11%	10%	37.9	34.6	34.3	11%	10%
South Indian bank	2216	2048	1503	48%	8%	1532	1429	1110	38%	7%	817	753	806	1%	9%	0.7	0.7	0.7	0%	8%
State Bank of India	80581	90498	67215	20%	-11%	60797	67644	51939	17%	-10%	209	28280	18666	-99%	-99%	0.3	44.5	29.4	-99%	-99%
Union Bank of India	17165	16158	13961	23%	6%	8700	12605	11480	-24%	-31%	5981	5789	5943	1%	3%	9.4	11.5	11.8	-20%	-18%
United Bank Of India	5748	5597	4219	36%	3%	4250	3867	2873	48%	10%	1432	1631	463	209%	-12%	4.2	5.2	1.5	184%	-19%
Yes Bank	3485	3232	2442	43%	8%	3488	3113	2575	35%	12%	2034	1911	1400	45%	6%	5.9	5.5	4.1	42%	6%

Quarterly Results (contd...)

Company Nam	Net Sales (Rs mn)			Growth (%)		Ebitda (Rs mn)			Growth (%)		APAT (Rs mn)			Growth (%)		EPS (Rs)			Growth (%)		
	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	
Cement																					
ACC	23982	19576	21018	14%	23%	5542	2800	6222	-11%	98%	3507	1806	4051	-13%	94%	18.7	9.6	21.6	-13%	94%	
Ambuja Cements	22071	17885	19902	11%	23%	6116	3140	6227	-2%	95%	4075	2139	4520	-10%	91%	2.7	1.4	3.0	-10%	91%	
Grasim Industries	14258	12137	11037	29%	17%	4620	3635	3037	52%	27%	3955	2827	2894	37%	40%	43.1	30.8	31.6	37%	40%	
India Cements	9979	7810	9643	3%	28%	1787	1263	1420	26%	42%	545	197	421	29%	177%	1.8	0.6	1.4	29%	177%	
Madras Cements	6864	5792	6311	9%	19%	1701	1481	1238	37%	15%	637	435	293	118%	47%	2.7	1.8	1.2	118%	47%	
Orient Paper	6961	4384	5480	27%	59%	1304	741	1048	24%	76%	775	309	548	41%	151%	4.0	1.6	2.8	41%	151%	
Ultratech Cement	44901	37152	19094	135%	21%	10210	7078	4027	154%	44%	5916	3189	2286	159%	85%	21.7	11.7	8.4	159%	85%	
Shree Cements	10701	7796	9440	13%	37%	2959	1575	3569	-17%	88%	102	240	232	-56%	-57%	2.9	6.9	6.7	-56%	-57%	
Construction																					
IL&FS Transportation	7571	2511	0		201%	1397	1235	0		13%	729	628	0		16%	3.8	3.2			16%	
IRB Infrastructure	7670	6688	5017	53%	15%	3147	2936	2310	36%	7%	1577	1331	894	76%	19%	4.7	4.0	2.7	76%	19%	
IVRCL	20516	14104	18870	9%	45%	2165	1440	1950	11%	50%	908	506	852	6%	79%	3.4	1.9	3.2	6%	79%	
Jaiprakash Associates	39977	28937	32923	21%	38%	8249	7915	8007	3%	4%	2470	2327	2456	1%	6%	1.2	1.1	1.2	1%	6%	
Consumers																					
Asian Paints	19656	20996	18768	5%	-6%	2894	3449	3109	-7%	-16%	1860	2203	1917	-3%	-16%	19.4	23.0	20.0	-3%	-16%	
Colgate-Palmolive	5818	5582	5166	13%	4%	1249	746	1247	0%	67%	1141	662	1144	0%	72%	8.4	4.9	8.4	0%	72%	
Glaxosmithkline Consumer	7100	5078	6484	9%	40%	1453	584	1331	9%	149%	1106	534	962	15%	107%	26.3	12.7	22.9	15%	107%	
Godrej Consumer Products	10069	9858	5124	97%	2%	1851	1732	1107	67%	7%	1417	1188	1731	-18%	19%	4.4	3.7	5.6	-22%	19%	
Hindustan Unilever	49666	51277	43802	13%	-3%	6465	7250	5955	9%	-11%	4855	5732	3857	26%	-15%	2.2	2.6	1.8	26%	-15%	
Jubilant FoodWorks	1936	1857	1241	56%	4%	330	323	193	71%	2%	193	190	104	85%	2%	3.0	2.9	1.6	83%	2%	
Marico	7473	8177	6023	24%	-9%	788	997	849	-7%	-21%	210	695	583	-64%	-70%	0.3	1.1	1.0	-64%	-70%	
Nestle	18100	16710	14798	22%	8%	3853	3298	3040	27%	17%	2626	2217	1971	33%	18%	27.2	23.0	20.4	33%	18%	
Titan Industries	17772	19548	13114	36%	-9%	1054	1952	1005	5%	-46%	836	1377	512	63%	-39%	18.8	31.0	11.5	63%	-39%	
Engineering & Capital Goods																					
Bharat Bijlee	2067	2072	2106	-2%	0%	77	244	267	-71%	-68%	46	142	173	-73%	-67%	8.2	25.1	30.5	-73%	-67%	
BHEL	179214	88493	135591	32%	103%	38345	18977	24873	54%	102%	27980	14032	19096	47%	99%	57.2	28.7	39.0	47%	99%	
Blue Star	9156	6134	8747	5%	49%	1026	473	1120	-8%	117%	569	224	785	-28%	154%	6.3	2.5	8.7	-28%	154%	
Cummins India	10484	9925	7935	32%	6%	1840	1796	1589	16%	2%	1431	1389	1163	23%	3%	7.2	7.0	5.9	23%	3%	
Elecon Engineering	3541	3024	3324	7%	17%	575	500	466	23%	15%	236	163	188	25%	45%	2.5	1.8	2.0	25%	45%	
EMCO	3368	3037	3764	-11%	11%	243	242	323	-25%	1%	48	55	79	-39%	-11%	1.3	1.0	1.2	8%	38%	
Greaves Cotton	4529	4192	3580	26%	8%	667	713	584	14%	-7%	402	444	336	20%	-9%	1.6	1.8	1.4	20%	-9%	
Indo Tech	224	332	386	-42%	-33%	-70	-57	-101			-77	-67	-95			-7.2	-6.3	-8.9			
Lakshmi Machine Works	5390	4909	3625	49%	10%	692	756	563	23%	-8%	442	458	307	44%	-4%	39.6	41.0	27.5	44%	-4%	
Larsen & Toubro	153842	114131	135851	13%	35%	23409	12379	20508	14%	89%	14594	8052	13374	9%	81%	24.0	13.2	22.2	8%	81%	
Mcnally Bharat Engineering	6938	3788	5624	23%	83%	412	247	408	1%	67%	223	113	215	4%	97%	7.2	3.6	6.9	4%	97%	
Punj Lloyd	23259	21188	17765	31%	10%	2080	958	-5147		117%	176	-622	-6232			0.5	-1.9	-18.8			
Thermax	17713	12412	12193	45%	43%	1951	1464	1466	33%	33%	1265	1002	992	28%	26%	10.6	8.4	8.3	28%	26%	
TRF	4332	2484	2629	65%	74%	50	264	160	-68%	-81%	-14	171	80			-1.2	15.6	7.3			
TRIL	2237	1270	2138	5%	76%	218	119	315	-31%	84%	146	68	200	-27%	115%	11.3	5.3	15.4	-27%	115%	
Voltamp Transformers	1490	1336	1801	-17%	11%	268	145	349	-23%	85%	190	128	265	-28%	48%	18.7	12.6	26.1	-28%	48%	
Voltas	16757	10422	14842	13%	61%	1410	793	1499	-6%	78%	820	551	1231	-33%	49%	2.5	1.7	3.7	-33%	49%	

Quarterly Results (contd...)

Company Nam	Net Sales (Rs mn)			Growth (%)		Ebitda (Rs mn)			Growth (%)		APAT (Rs mn)			Growth (%)		EPS (Rs)			Growth (%)	
	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ
Financial Services - Others																				
CRISIL	1772	1774	1433	24%	0%	568	702	500	14%	-19%	447	512	353	27%	-13%	61.8	70.9	48.8	27%	-13%
ICRA	564	472	507	11%	19%	236	165	208	13%	43%	149	141	162	-8%	6%	14.9	14.1	16.2	-8%	6%
IT Services																				
eClx Services	955	872	713	34%	10%	401	364	261	54%	10%	398	360	242	64%	11%	13.4	12.2	8.2	64%	11%
HCL Tech	40778	38625	30757	33%	6%	6807	6051	5844	16%	12%	4390	3723	3235	36%	18%	6.3	5.3	4.7	34%	17%
Infinite Computer	2479	2223	1864	33%	12%	424	370	287	48%	15%	300	271	220	36%	11%	6.8	6.1	5.0	36%	11%
Hexaware Technologies	3185	2996	2220	43%	6%	455	345	183	149%	32%	538	396	117	360%	36%	1.9	1.4	0.4	360%	36%
Infosys	72500	71060	59440	22%	2%	23240	23630	20220	15%	-2%	18180	17800	15690	16%	2%	31.7	31.0	27.3	16%	2%
Mahindra Satyam	13753	12793	0	8%	8%	1783	819	0	118%	118%	2445	1122	0	118%	118%	2.1	1.0			118%
NIIT	3238	3007	2950	10%	8%	404	370	475	-15%	9%	377	129	247	53%	192%	2.3	0.8	1.5	53%	192%
Patni Computer	8477	8200	7745	9%	3%	1466	1405	1693	-13%	4%	1180	1769	1497	-21%	-33%	8.8	13.2	11.4	-23%	-33%
Persistent Systems	2128	1949	1717	24%	9%	381	428	383	-1%	-11%	331	362	397	-16%	-9%	8.3	9.1	9.9	-16%	-9%
TCS	101575	96634	77365	31%	5%	30755	29697	23165	33%	4%	24017	23303	19264	25%	3%	12.3	11.9	9.8	25%	3%
Tech Mahindra	12615	12110	11833	7%	4%	2590	2497	2788	-7%	4%	2066	2054	2269	-9%	1%	15.8	15.7	17.3	-9%	1%
Wipro	83024	78293	70161	18%	6%	14787	14357	13696	8%	3%	13753	13189	12090	14%	4%	5.6	5.4	4.9	14%	4%
Metals & Mining																				
Bhushan Steel	19662	19427	16087	22%	1%	6024	5376	4192	44%	12%	2880	2804	2029	42%	3%	13.6	13.2	47.8	-72%	3%
Godawari Power	5437	2285	2385	128%	138%	1134	525	467	143%	116%	447	212	243	84%	111%	14.1	7.9	9.0	56%	79%
HEG	2816	3103	3358	-16%	-9%	581	697	723	-20%	-17%	344	382	410	-16%	-10%	8.1	9.0	9.6	-16%	-10%
JSW Steel	72833	60026	54807	33%	21%	16620	10164	13234	26%	64%	7936	2917	5148	54%	172%	35.6	13.1	25.5	39%	172%
Sesa Goa	36236	22501	24189	50%	61%	21219	12329	15030	41%	72%	14618	10653	12129	21%	37%	16.5	12.0	14.5	14%	37%
Sterlite Industries	100561	83325	72278	39%	21%	30585	19787	21855	40%	55%	19566	11052	13581	44%	77%	5.8	3.3	4.0	44%	77%
Tata Steel	338227	290895	275038	23%	16%	44661	34246	47502	-6%	30%	18962	8807	25640	-26%	115%	19.8	9.9	28.9	-32%	99%
Offshore Oil Field Services																				
Aban Offshore	8987	7780	10210	-12%	16%	5937	5166	6592	-10%	15%	1968	755	2801	-30%	161%	45.2	17.4	64.4	-30%	161%
Global Offshore Services	509	505	573	-11%	1%	218	235	215	1%	-7%	39	80	65	-41%	-52%	1.6	3.4	2.7	-41%	-52%
Great Offshore	2071	1947	2739	-24%	6%	657	732	1357	-52%	-10%	-25	18	731			-0.7	0.5	19.7		
Oil & Gas																				
BPCL	452720	366859	375703	20%	23%	16645	7489	11466	45%	122%	9352	1875	7032	33%	399%	25.9	5.2	19.5	33%	399%
GAIL	89089	83836	65690	36%	6%	12877	13331	13636	-6%	-3%	7830	9676	9108	-14%	-19%	6.2	7.6	7.2	-14%	-19%
Gujarat Gas	5291	5123	4100	29%	3%	1089	1284	1026	6%	-15%	727	820	620	17%	-11%	5.7	6.4	4.8	17%	-11%
Gujarat State Petronet	2580	2795	2668	-3%	-8%	2326	2623	2460	-5%	-11%	1506	1591	1079	40%	-5%	2.7	2.8	1.9	40%	-5%
HPCL	398922	340560	315584	26%	17%	22005	7802	15510	42%	182%	11363	2110	7538	51%	438%	33.6	6.2	22.1	52%	438%
Indian Oil	987227	808973	785770	26%	22%	57827	32917	86457	-33%	76%	39052	16348	55605	-30%	139%	16.1	6.7	22.9	-30%	139%
Indraprastha Gas	5108	4571	2898	76%	12%	1364	1293	952	43%	5%	684	672	522	31%	2%	4.9	4.8	3.7	31%	2%
Petronet LNG	39860	36276	23855	67%	10%	3513	3456	2022	74%	2%	2063	1708	973	112%	21%	2.8	2.3	1.3	112%	21%
Paper																				
Ballarpur Inds	11692	11310	10388	13%	3%	2255	2182	2041	10%	3%	492	480	443	11%	3%	0.8	0.7	0.7	11%	3%
JK Paper	3150	3138	2947	7%	0%	624	654	602	4%	-5%	251	251	271	-7%	0%	3.2	3.2	3.5	-7%	0%
Tamilnadu Newsprint	3532	2749	3556	-1%	28%	743	720	911	-18%	3%	196	286	572	-66%	-31%	2.8	4.1	8.2	-66%	-31%

Quarterly Results (contd...)

Company Nam	Net Sales (Rs mn)			Growth (%)		Ebitda (Rs mn)			Growth (%)		APAT (Rs mn)			Growth (%)		EPS (Rs)			Growth (%)	
	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ
Pharmaceuticals																				
Aurobindo Pharma	11544	11922	9248	25%	-3%	2143	3195	1716	25%	-33%	1172	1847	933	26%	-37%	4.0	6.3	3.2	26%	-37%
Cadila Healthcare	12129	11668	8466	43%	4%	2278	2562	1894	20%	-11%	1790	1620	1311	37%	10%	8.7	7.9	6.4	37%	10%
Cipla	16692	15537	13747	21%	7%	3021	3182	2580	17%	-5%	2140	2327	2119	1%	-8%	2.7	2.9	2.6	1%	-8%
Dishman Pharma	3444	2379	2480	39%	45%	555	315	496	12%	76%	214	17	181	18%	1122%	2.6	0.2	2.2	18%	1122%
Divi's Lab	4812	3132	3141	53%	54%	1939	1205	1513	28%	61%	1752	984	1294	35%	78%	13.2	7.4	9.7	35%	78%
Dr. Reddy's Lab	20173	18985	16424	23%	6%	4394	3043	2554	72%	44%	3346	2774	2046	64%	21%	19.8	16.5	12.1	64%	21%
Glaxosmithkline Pharma	6098	5007	5465	12%	22%	2179	1574	2056	6%	38%	1863	1223	1611	16%	52%	22.0	14.4	19.0	16%	52%
Glenmark Pharma	7981	7585	7125	12%	5%	1836	1741	1817	1%	5%	1091	950	1068	2%	15%	4.0	3.5	4.0	2%	15%
Ipca Lab	4956	4634	3678	35%	7%	953	880	686	39%	8%	593	553	358	66%	7%	4.7	4.4	2.9	66%	7%
Jubilant Life Sciences	8944	8690	9934	-10%	3%	1323	1322	2230	-41%	0%	771	456	1358	-43%	69%	4.9	2.9	8.5	-43%	69%
Lupin	15536	15102	13282	17%	3%	3108	2973	2924	6%	5%	2272	2240	2206	3%	1%	5.1	5.0	5.0	3%	1%
Panacea Biotech	3449	2928	3287	5%	18%	671	823	504	33%	-18%	443	412	183	143%	8%	7.2	6.7	2.7	165%	8%
Ranbaxy Labs	21809	21084	27671	-21%	3%	4031	2302	10517	-62%	75%	3044	1119	7039	-57%	172%	7.2	2.7	16.7	-57%	172%
Sun Pharma	14633	16011	11092	32%	-9%	4436	4405	4185	6%	1%	4427	3502	3945	12%	26%	4.3	3.4	3.8	12%	26%
Torrent pharma	5154	5775	4753	8%	-11%	536	1150	969	-45%	-53%	330	769	591	-44%	-57%	3.9	9.1	7.0	-44%	-57%
Unichem Labs	1781	1971	1739	2%	-10%	236	394	416	-43%	-40%	150	256	334	-55%	-41%	1.7	2.8	3.7	-55%	-41%
Power																				
Adani Power	8556	5026	2013	325%	70%	5126	2730	1174	337%	88%	1744	1091	983	77%	60%	0.8	0.5	0.5	77%	60%
Gujarat Industries Power	3093	3078	2502	24%	1%	1169	819	581	101%	43%	719	154	361	99%	368%	4.8	1.0	2.4	99%	368%
Jaiprakash Power Ventures	1480	1292	1719	-14%	15%	1231	1042	1391	-12%	18%	172	228	609	-72%	-25%	0.1	0.1	0.3	-72%	-25%
JSW Energy	14169	10611	7907	79%	34%	4127	3384	3369	23%	22%	2048	1528	2730	-25%	34%	1.2	0.9	1.7	-25%	34%
KSK Energy	3490	2744	1804	93%	27%	1168	1265	1255	-7%	-8%	377	86	948	-60%	340%	1.0	0.2	2.5	-60%	340%
Lanco Infratech	20548	15615	24161	-15%	32%	3984	4800	6655	-40%	-17%	-1264	481	1134			-0.5	0.2	0.5		
Nava Bharat Ventures	2681	2466	3154	-15%	9%	713	548	1247	-43%	30%	648	473	1100	-41%	37%	7.5	5.4	14.4	-48%	37%
NTPC	155189	134057	123534	26%	16%	41026	37476	26657	54%	9%	29824	22851	20176	48%	31%	3.6	2.8	2.4	48%	31%
Reliance Power	4955	2512	0		97%	1556	617	-538		152%	1866	787	924	102%	137%	0.7	0.3	0.3	102%	137%
Print Media																				
DB Corp	3174	3482	2572	23%	-9%	796	1148	696	14%	-31%	450	659	367	23%	-32%	2.5	3.6	2.0	23%	-32%
HT Media	4704	4651	3851	22%	1%	876	883	929	-6%	-1%	529	478	495	7%	11%	2.3	2.0	2.1	7%	11%
Jagran Prakashan	2826	2860	2363	20%	-1%	714	897	633	13%	-20%	421	526	364	16%	-20%	1.4	1.7	1.2	16%	-20%
Telecommunications																				
Bharti Airtel	162654	157560	100557	62%	3%	54442	49816	38220	42%	9%	14007	13033	20551	-32%	7%	3.7	3.4	5.4	-32%	7%
Reliance Communications	49290	48650	49915	-1%	1%	11750	15289	15007	-22%	-23%	1564	4803	12193	-87%	-67%	0.8	2.3	5.9	-87%	-67%
Tulip Telecom	6380	6022	5307	20%	6%	1866	1716	1545	21%	9%	827	817	658	26%	1%	5.7	5.6	4.5	26%	1%

Quarterly Results (contd...)

Company Nam	Net Sales (Rs mn)			Growth (%)		Ebitda (Rs mn)			Growth (%)		APAT (Rs mn)			Growth (%)		EPS (Rs)			Growth (%)		
	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	Q4FY11E	Q3FY11	Q4FY10	YoY	QoQ	
Others																					
Arshiya International	2344	2125	1689	39%	10%	540	423	274	97%	28%	216	185	184	17%	17%	3.7	3.1	3.1	17%	17%	
Century Plyboards	4158	3608	3255	28%	15%	569	482	634	-10%	18%	446	268	404	10%	66%	2.0	1.2	1.8	10%	66%	
Essel Propack	3497	3649	3013	16%	-4%	563	601	486	16%	-6%	102	96	65	57%	6%	0.6	0.6	0.4	57%	6%	
Havells India	8453	7279	6816	24%	16%	990	914	869	14%	8%	690	611	657	5%	13%	5.5	4.9	5.3	5%	13%	
Kajaria Ceramics	2819	2539	2149	31%	11%	427	397	308	38%	7%	184	176	128	44%	5%	2.5	2.4	1.7	44%	5%	
Phoenix Mills	468	451	345	36%	4%	321	327	198	62%	-2%	272	238	157	73%	14%	1.9	1.6	1.1	73%	14%	
Piramal Glass	3339	3170	2900	15%	5%	842	780	679	24%	8%	327	231	115	186%	41%	4.1	2.9	1.4	186%	41%	
Sintex Industries	14554	11860	10936	33%	23%	3098	1967	1932	60%	57%	1685	1126	1387	21%	50%	6.2	4.2	5.1	21%	50%	
Sterlite Tech	6822	5791	6624	3%	18%	490	431	1101	-56%	14%	103	171	722	-86%	-40%	0.3	0.4	1.8	-86%	-40%	

Valuations

Company Name	Price (Rs)	Mkt Cap (Rs bn)	Reco	Target	Sales (Rs mn)		EBITDA (Rs mn)		PAT (Rs mn)		EPS (Rs)		PE (x)		PB (x)		ROCE (%)		ROE (%)		
				Price (Rs)	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	
Agri Input & Chemicals																					
Advanta India	286	5	Hold	672	9,601		1,536		706		42.0		6.8		0.8		12.9		12.3		
Chambal Fertilisers	80	33	Accumulate	86	41,557		7,474		3,572		8.6		9.4		1.8		16.1		20.1		
Coromandel International	348	98	Buy	435	97,619	112,424	11,250	13,785	7,419	9,069	26.4	32.3	13.2	10.8	4.0	3.2	31.7	33.5	33.6	33.1	
Deepak Fertilisers	174	15	Buy	250	19,167		4,449		2,224		25.2		6.9		1.2		19.6		19.2		
GNFC	100	16	Buy	157	33,396	36,260	6,973	8,434	3,489	4,122	22.4	26.5	4.4	3.8	0.6	0.6	14.4	15.9	15.0	15.6	
GSFC	351	28	Buy	530	57,925	61,577	9,671	10,478	5,863	6,277	73.6	78.8	4.8	4.5	0.8	0.7	24.8	23.2	18.9	17.2	
Rallis India	1,504	29	Buy	1,735	13,106	15,544	2,569	3,330	1,726	2,255	88.8	116.0	16.9	13.0	4.5	3.6	38.1	40.4	29.4	30.6	
Tata Chemicals	368	94	Accumulate	400	110,853	115,367	21,540	22,911	7,843	8,831	32.2	36.3	11.4	10.1	1.6	1.4	17.3	18.3	14.5	14.8	
United Phosphorus	159	73	Buy	215	65,375	71,740	13,185	14,606	8,724	9,933	18.9	21.5	8.4	7.4	1.6		20.3		20.9		
Automobiles																					
Ashok Leyland	51	68	Accumulate	63	123,840	140,363	13,374	15,158	6,912	8,320	5.2	6.3	9.8	8.1	2.3	2.0	18.4	25.2	24.7	26.1	
Bajaj Auto	1,342	388	Buy	1,700	190,046	219,615	35,160	40,284	28,224	32,866	97.5	113.6	13.8	11.8	6.2	5.0	65.4	62.0	50.6	46.7	
Eicher Motors	1,305	35	Accumulate	1,505	51,143	62,901	4,143	5,153	2,467	2,858	91.6	106.1	14.2	12.3	2.5	2.2	24.6	24.9	18.7	18.8	
Hero Honda	1,736	347	Hold	1,775	222,376	250,593	25,812	30,084	21,998	25,279	110.2	126.6	15.8	13.7	9.0	8.0	74.7	72.5	64.5	61.7	
Mah & Mah	664	408	Buy	810	270,030	315,915	35,047	41,791	25,895	31,200	41.9	50.4	15.9	13.2	3.4	2.9	24.1	25.6	23.1	23.6	
Maruti Suzuki India	1,228	355	Accumulate	1,760	427,134	500,974	42,431	50,742	29,593	35,241	102.4	121.9	12.0	10.1	2.1	1.8	25.2	25.4	19.5	19.4	
Tata Motors	1,013	545	Buy	1,450	1,423,011	1,610,407	193,535	214,218	102,443	112,213	155.2	170.0	6.5	6.0	2.4	1.8	25.3	24.9	43.4	34.1	
TVS Motor	54	26	Accumulate	72	71,745	81,791	4,789	5,455	2,514	3,060	5.3	6.4	10.2	8.4	2.2	1.8	17.7	19.4	23.0	23.7	
Auto Ancillaries																					
Apollo Tyres	73	37	Reduce	70	112,696	125,542	10,782	12,006	4,345	4,801	8.6	9.5	8.4	7.6	1.4	1.2	14.7	15.7	17.4	16.8	
JK Tyre	98	4	Accumulate	118	70,516	80,990	3,737	4,406	789	967	19.2	23.6	5.1	4.2	0.4	0.4	9.9	10.5	8.4	9.3	
Motherson Sumi	231	90	Accumulate	260	102,527	109,235	10,695	12,267	5,142	6,178	13.1	15.8	17.6	14.7	4.9	4.1	32.4	32.6	30.2	30.3	
Cement																					
ACC	1,005	189	Hold	1,140	90,374	101,936	18,487	21,459	11,754	13,722	62.5	73.0	16.1	13.8	2.6	2.3	22.3	23.1	17.2	17.9	
Ambuja Cements	136	208	Reduce	140	83,850	94,640	20,256	23,345	12,871	14,909	8.4	9.7	16.2	14.0	2.6	2.3	25.6	26.4	16.6	17.3	
Grasim Industries	2,222	204	Accumulate	2,672	226,413	245,503	53,843	58,795	23,179	23,801	252.8	259.6	8.8	8.6	1.2	1.1	17.8	16.6	15.2	13.7	
India Cements	84	26	Hold	93	41,180	46,642	6,588	7,450	1,529	1,656	5.0	5.4	16.8	15.5	0.7	0.7	6.4	7.0	4.3	4.5	
Madras Cements	88	21	Accumulate	100	30,525	34,427	7,178	8,044	2,336	2,844	9.8	11.9	9.0	7.4	1.1	1.0	10.3	11.4	12.8	13.8	
Orient Paper	60	11	Buy	74	24,740	28,756	3,868	4,558	1,800	2,186	9.3	11.3	6.4	5.3	1.1	0.9	21.5	22.6	18.8	19.3	
Shree Cements	1,742	61	Accumulate	1,960	44,918	53,713	11,429	13,842	482	6,109	13.8	175.4	125.9	9.9	3.1	2.4	6.7	23.0	2.4	27.0	
Ultratech Cement	1,022	280	Reduce	1,050	175,930	195,227	37,721	43,712	19,252	22,598	70.5	82.7	14.5	12.4	2.2	1.9	17.6	17.7	16.5	16.6	
Construction																					
IL&FS Transportation	206	40	Accumulate	243	30,169	44,139	5,183	6,014	2,419	2,653	12.5	13.7	16.6	15.1	1.9	1.7	14.9	14.5	12.2	11.9	
IRB Infrastructure	176	58	Buy	255	31,434	41,977	13,322	15,081	4,789	4,373	14.4	13.2	12.2	13.4	2.0	1.8	13.0	11.1	17.6	14.1	
IVRCL	78	21	Buy	93	65,376	73,562	6,374	7,172	1,891	2,235	7.1	8.4	11.0	9.3	1.0		12.9		9.1	9.9	
Jaiprakash Associates	84	179	Accumulate	96	144,321	158,633	34,569	36,959	10,099	11,491	4.7	5.4	17.7	15.6	1.8		10.3		10.5	11.0	

Valuations

Company Name	Price (Rs)	Mkt Cap (Rs bn)	Reco	Target	Sales (Rs mn)		EBITDA (Rs mn)		PAT (Rs mn)		EPS (Rs)		PE (x)		PB (x)		ROCE (%)		ROE (%)		
				Price (Rs)	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E
Consumers																					
Asian Paints	3,063	294	Accumulate	2,923	94,890	108,187	15,026	17,544	9,468	11,050	98.7	115.2	31.0	26.6	10.1	8.0	52.1	47.8	38.2	35.0	
Colgate-Palmolive	888	121	Hold	826	25,365	28,479	5,368	6,097	4,431	5,107	32.6	37.6	27.3	23.6	30.2	27.8	143.2	150.4	115.0	122.3	
Glaxosmithkline Consumer	2,463	104	Accumulate	2,590	28,068	33,286	4,622	5,541	3,643	4,356	86.6	103.6	28.4	23.8	8.7	7.0	45.8	44.3	33.9	32.7	
Godrej Consumer Products	439	142	Accumulate	474	47,602	60,126	8,755	11,127	6,319	7,996	19.5	24.7	22.5	17.8	6.2	5.0	24.4	26.3	30.3	30.9	
Hindustan Unilever	314	677	Accumulate	312	220,623	242,307	32,940	36,327	23,512	26,001	10.9	12.0	28.8	26.0	21.5	18.2	105.8	214.8	81.3	75.8	
Jubilant FoodWorks	782	50	Accumulate	725	9,854	13,751	1,824	2,587	1,038	1,510	16.1	23.4	48.6	33.4	19.0	14.2	66.7	71.5	45.3	48.6	
Marico	140	86	Accumulate	142	39,312	45,091	5,179	6,018	3,474	4,143	5.7	6.7	24.7	20.7	7.2	5.6	27.5	30.0	33.8	30.9	
Nestle	4,158	401	Accumulate	4,092	74,838	88,991	15,285	18,481	10,041	11,957	104.1	124.0	39.9	33.5	30.9	21.0	123.0	101.5	93.3	74.6	
Titan Industries	4,715	209	Accumulate	4,490	79,160		7,256		5,245		118.2		39.9		14.6		57.4		42.5		
Engineering & Capital Goods																					
Bharat Bijlee	957	5	Accumulate	1,110	8,107	9,394	788	914	425	504	75.2	89.2	12.7	10.7	1.8	1.6	21.1	22.5	14.4	9.8	
BHEL	1,931	945	Hold	2,150	487,844	548,334	105,689	111,978	65,505	68,267	133.8	139.5	14.4	13.8	3.8	3.1	43.1	37.3	28.8	24.6	
Blue Star	316	28	Buy	360	32,382	38,211	3,252	3,920	1,818	2,216	20.2	24.6	15.6	12.8	4.2	3.5	27.8	30.4	29.1	29.8	
Cummins India	679	134	Buy	800	46,352	54,476	7,801	9,176	6,833	7,928	34.5	40.0	19.7	17.0	6.1	5.2	46.1	45.2	33.7	33.1	
Elecon Engineering	69	6	Buy	89	13,738	16,212	2,139	2,494	820	1,035	8.8	11.1	7.8	6.2	1.4	1.2	17.8	19.6	19.1	20.5	
EMCO	52	3	Reduce	60	11,308	13,150	828	1,025	139	261	2.1	4.0	24.5	13.0	0.6	0.6	6.4	7.6	2.5	4.5	
Greaves Cotton	87	21	Buy	124	19,155	22,818	3,214	3,826	1,924	2,292	7.9	9.4	11.0	9.3	3.3	2.7	47.6	46.1	32.9	31.7	
Indo Tech	143	2	Hold	141	1,822	2,391	-4	190	-15	114	-1.5	10.7	-98.0	13.3	1.3	1.2	-3.4	11.8	-1.4	9.6	
Larsen & Toubro	1,708	1,042	Buy	2,015	622,428	717,662	105,456	130,623	49,814	61,003	82.1	100.6	20.8	17.0	3.6	3.0	13.8	14.6	18.5	19.4	
Lakshmi Machine Works	2,100	24	Accumulate	2,535	21,269	23,490	3,340	3,853	1,944	2,271	174.1	203.4	12.1	10.3	2.5	2.1	31.8	31.8	22.1	22.0	
Mcnally Bharat Engineering	174	5	Buy	260	23,230	27,877	1,520	1,806	674	859	21.7	27.6	8.0	6.3	1.7	1.3	20.9	22.8	22.6	23.5	
Punj Lloyd	71	24	Hold	91	104,697	118,162	8,456	9,733	1,481	2,186	4.5	6.6	15.9	10.8	0.8	0.7	8.1	9.7	4.9	6.8	
Thermax	610	73	Buy	735	59,786	66,197	7,532	8,377	4,617	5,160	38.7	43.3	15.7	14.1	4.3	3.5	44.8	41.2	30.4	27.6	
TRF	390	4	Hold	428	14,544	17,238	907	1,075	413	470	37.6	42.8	10.4	9.1	2.3	1.9	16.0	16.9	25.2	23.1	
TRIL	276	4	Buy	352	6,867	8,213	824	988	483	595	37.4	46.1	7.4	6.0	1.0	0.9	18.0	19.9	14.2	15.4	
Voltamp Transformers	551	6	Hold	656	6,234	7,384	748	922	579	711	57.2	70.2	9.6	7.9	1.3	1.2	16.4	18.4	14.6	16.0	
Voltas	162	54	Buy	200	58,224	69,679	6,064	7,116	3,704	4,349	11.2	13.2	14.5	12.3	3.1	2.6	35.2	34.5	23.9	22.8	
Financial Services - Others																					
CRISIL	6,933	49	Hold	7,000	7,860	9,525	2,601	3,163	2,002	1,995	282.1	281.1	24.6	24.7	11.5	8.3			54.2	39.1	
ICRA	1,050	11	Accumulate	1,280	2,296	2,756	894	1,074	643	763	64.3	76.3	16.3	13.8	3.9	3.4			25.0	26.5	

Valuations

Company Name	Price (Rs)	Mkt Cap (Rs bn)	Reco	Target Price (Rs)	Sales (Rs mn)		EBITDA (Rs mn)		PAT (Rs mn)		EPS (Rs)		PE (x)		PB (x)		ROCE (%)		ROE (%)		
					FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E
IT Services																					
eClerx Services	813	23	Accumulate	840	4,474	5,746	1,790	2,271	1,548	1,865	51.4	61.9	15.8	13.1	8.0	6.0	61.0	59.6	56.7	52.1	
HCL Tech	501	345	Hold	540	197,450	237,003	34,801	41,019	22,289	26,886	32.0	38.4	15.7	13.1	3.8	3.1	26.4	26.8	26.2	26.1	
Hexaware Technologies	72	21	Accumulate	80	13,771	16,404	1,952	2,363	1,941	2,176	6.7	7.5	10.7	9.6	1.9	1.6	16.6	17.8	18.7	18.3	
Infinite Computer	135	6	Buy	250	11,177	13,639	1,917	2,329	1,293	1,599	29.4	36.3	4.6	3.7	1.2	1.0	28.5	29.5	28.0	28.3	
Infosys	2,878	1,652	Accumulate	3,250	333,639	392,407	104,767	121,338	79,497	94,537	138.5	164.7	20.8	17.5	5.1	4.3	31.9	31.2	26.6	26.6	
Mahindra Satyam	86	102	Hold	76	61,854	73,022	7,868	9,994	5,985	7,598	5.1	6.4	17.0	13.4	4.4	3.3	29.2	29.6	29.6	28.3	
Mphasis	460	97	Reduce	400	51,918	59,784	9,372	10,058	7,602	7,584	36.1	36.0	12.8	12.8	2.4	2.1	21.6	19.4	20.9	17.6	
NIIT	55	9	Accumulate	80	13,914		1,947		833		5.0		10.9		1.4		8.4		13.5		
Persistent Systems	376	15	Accumulate	450	10,071	12,300	2,012	2,525	1,353	1,548	33.8	38.7	11.1	9.7	1.8	1.6	17.2	19.6	16.9	17.0	
TCS	1,176	2,301	Accumulate	1,275	461,282	552,858	135,970	160,163	100,386	120,769	51.3	61.7	22.9	19.1	7.6	6.2	44.4	43.6	36.3	35.9	
Tech Mahindra	699	89	Accumulate	730	55,042	63,193	10,711	11,744	6,726	7,326	51.3	55.9	13.6	12.5	2.2	1.8	24.6	21.4	18.5	15.9	
Wipro	436	1,069	Reduce	440	368,315	429,570	73,213	84,116	57,049	64,351	23.2	26.2	18.7	16.6	4.0	3.2	22.0	21.3	24.0	21.6	
Metals & Mining																					
Bhushan Steel	407	86	Hold	454	90,130	101,645	27,130	29,153	11,486	11,672	54.1	55.0	7.5	7.4	1.4	1.2	10.0	9.0	20.7	17.4	
Godawari Power	170	5	Buy	232	13,601	14,830	2,849	3,325	1,156	1,400	36.4	44.1	4.7	3.9	0.8	0.7	15.1	15.4	18.9	19.0	
HEG	249	11	Buy	276	12,437	13,900	2,705	3,012	1,321	1,457	31.0	34.2	8.0	7.3	1.2	1.1	15.3	31.9	15.5	15.5	
JSW Steel	888	198	Buy	1,169	320,999	372,183	62,948	76,070	20,655	26,209	85.9	109.0	10.3	8.1	1.3	1.1	11.9	12.8	12.9	14.3	
Sesa Goa	281	244	Hold	353	106,073	116,679	47,479	52,008	51,515	58,392	57.9	65.6	4.9	4.3	1.3	1.0	26.3	21.1	31.6	27.2	
Sterlite Industries	165	554	Accumulate	219	398,310	419,171	117,867	133,093	74,112	85,094	22.0	25.3	7.5	6.5	1.1	1.0	18.7	18.8	16.5	16.3	
Tata Steel	563	540	Accumulate	670	1,252,367	1,377,868	180,654	219,327	74,846	97,699	77.1	100.6	7.3	5.6	1.9	1.0	13.5	15.8	18.8	20.6	
Offshore Oil Field Services																					
Aban Offshore	556	24	Accumulate	645	32,851		19,960		4,136		95.1		5.8		1.0		10.1		19.3		
Global Offshore Services	124	3	Hold	128	2,340		1,144		439		18.4		6.7		0.9		8.8		14.2		
Great Offshore	231	9	UR	UR	9,555		4,418		995		26.7		8.6		0.7		7.4		8.4		
Oil & Gas																					
BPCL	615	222	Accumulate	684	1,538,281		61,116		17,047		47.2		13.0		1.3		9.1		10.3		
GAIL	450	571	Accumulate	510	402,619	461,140	70,998	78,453	38,810	41,641	30.6	32.8	14.7	13.7	2.4	2.1	17.9	16.1	17.5	16.5	
Gujarat Gas	377	48	Buy	481	22,484	26,426	4,991	5,866	2,970	3,398	23.2	26.5	16.3	14.2	3.9	3.1	36.5	34.5	26.4	24.3	
Gujarat State Petronet	97	55	Buy	120	11,320	12,342	10,808	11,743	5,453	5,865	9.7	10.4	10.0	9.3	2.2	1.8	23.9	22.9	24.3	21.4	
HPCL	372	126	Buy	463	1,414,756		52,862		17,812		52.6		7.1		0.9		8.6		12.8		
Indian Oil	323	783	Accumulate	381	3,399,450		179,422		88,208		36.3		8.9		1.2		13.3		14.1		
Indraprastha Gas	352	49	Accumulate	382	22,168	25,333	6,004	6,727	2,944	3,289	21.0	23.5	16.7	15.0	4.1	3.4	35.5	71.6	26.6	24.9	
Petronet LNG	141	106	Buy	164	161,553	180,317	16,232	18,844	7,825	8,463	10.4	11.3	13.5	12.5	3.2	2.6	21.5	21.6	26.0	23.1	

Valuations

Company Name	Price (Rs)	Mkt Cap (Rs bn)	Reco	Target Price (Rs)	Sales (Rs mn)		EBITDA (Rs mn)		PAT (Rs mn)		EPS (Rs)		PE (x)		PB (x)		ROCE (%)		ROE (%)		
					FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E
Paper																					
Ballarpur Inds	33	22	Accumulate	42	46,835	48,230	10,433	11,127	2,976	3,396	4.5	5.2	7.2	6.3	0.8	0.7	10.1	10.5	11.8	12.1	
JK Paper	48	4	Buy	90	12,541		2,847		1,157		14.8		3.3		0.6		16.3		18.5		
Tamilnadu Newsprint	124	9	Buy	180	15,555	16,400	4,875	5,536	1,313	1,776	18.9	25.6	6.6	4.8	0.9	0.8	11.3	13.3	13.9	16.8	
Pharmaceuticals																					
Aurobindo Pharma	175	51	Buy	265	47,741	57,047	8,180	10,263	5,958	7,264	20.4	24.9	8.6	7.0	2.0	1.6	17.5	20.6	23.6	24.8	
Cadila Healthcare	910	186	Accumulate	920	55,383	67,268	12,238	15,111	8,162	10,465	39.9	51.1	22.8	17.8	6.4	4.9	33.2	35.9	33.6	33.0	
Cipla	339	272	Reduce	255	70,885	82,479	15,501	18,786	11,437	14,198	14.2	17.7	23.8	19.2	3.6	3.1	18.2	20.0	16.0	17.5	
Dishman Pharma	98	8	Hold	125	10,777	11,772	1,951	2,190	648	774	8.0	9.6	12.2	10.2	0.9	0.8	6.3	7.0	7.3	8.1	
Divi's Lab	801	106	Buy	927	16,087	19,284	6,200	7,620	4,976	6,145	37.5	46.3	21.3	17.3	4.8	3.9	29.3	29.6	24.9	25.0	
Dr. Reddy's Lab	1,540	260	Accumulate	1,750	95,825	101,567	23,919	23,027	16,321	15,820	96.7	93.7	15.9	16.4	4.3	3.5	33.3	27.7	30.5	23.6	
Glaxosmithkline Pharma	2,434	206	Hold	2,160	24,229	27,080	9,987	11,254	6,566	7,406	77.5	86.4	31.4	28.2	9.8	9.1	48.1	50.1	32.3	33.7	
Glenmark Pharma	311	84	Accumulate	371	33,712	39,618	9,248	10,932	5,128	6,427	19.0	23.8	16.4	13.1	2.6	2.2	16.2	18.0	17.3	18.4	
Ipca Lab	347	44	Buy	409	22,022	26,417	4,427	5,513	2,880	3,633	23.1	29.2	15.0	11.9	3.3	2.6	22.1	23.5	24.2	24.7	
Jubilant Life Sciences	165	26	Hold	144	38,072	43,042	6,586	7,739	1,950	2,790	12.3	17.6	13.5	9.4	1.2	1.0	8.4	9.3	8.3	11.6	
Lupin	433	193	Buy	501	69,979	80,462	14,194	16,615	9,370	11,170	21.0	25.0	20.6	17.3	4.6	3.7	24.0	24.8	25.5	24.3	
Panacea Biotech	173	11	Hold	185	12,391	13,039	2,837	3,048	1,265	1,377	20.6	22.5	8.4	7.7	1.4	1.2	12.7	13.0	17.7	16.4	
Piramal Healthcare	365	61	Hold	531	47,900		9,769		6,980		33.4		10.9		3.0		30.7		30.1		
Pfizer	1,314	39	Accumulate	1,417	10,642	12,345	2,299	2,728	1,974	2,384	66.2	79.9	19.9	16.4	3.0	2.6	17.7	18.6	15.9	17.0	
Ranbaxy Labs	531	224	Hold	412	96,481	104,384	19,853	22,080	13,622	15,100	32.4	35.9	16.4	14.8	3.1	2.6	18.7	20.7	21.7	19.5	
Sun Pharma	479	494	Hold	497	70,282	80,722	23,303	27,360	20,694	23,857	20.0	23.0	24.0	20.8	4.4	3.8	20.4	20.3	21.1	20.6	
Torrent Pharma	592	50	Hold	598	25,484	29,886	4,505	5,368	2,998	3,613	35.4	42.7	16.7	13.9	4.3	3.8	23.5	25.8	27.6	29.4	
Unichem Labs	160	14	Accumulate	215	9,499	11,221	1,830	2,351	1,221	1,614	13.6	17.9	11.8	8.9	2.1	1.7	22.4	25.8	18.5	21.1	
Power																					
Adani Power	111	242	Reduce	103	70,053	132,948	45,434	82,549	23,543	36,822	10.8	16.9	10.3	6.6	2.7	1.8	13.3	16.5	30.7	35.4	
Gujarat Industries Power	82	12	Buy	115	13,798	14,212	4,452	4,539	1,507	1,628	10.0	10.8	8.2	7.6	0.9	0.8	11.1	10.5	10.7	10.8	
Jaiprakash Power Ventures	51	108	Hold	47	23,295	32,544	19,723	25,531	4,973	6,075	1.9	2.3	27.4	22.4	2.2	2.0	10.0	8.2	11.0	9.3	
JSW Energy	70	115	Reduce	78	64,851	69,371	28,677	29,455	12,694	10,093	7.7	6.2	9.1	11.4	1.6	1.4	11.2	7.9	20.0	13.3	
KSK Energy	115	43	Hold	110	20,415	28,775	12,134	16,362	5,971	7,363	12.6	15.6	9.1	7.4	1.4	1.1	8.4	8.8	16.6	17.6	
Lanco Infratech	31	75	Buy	45	101,641	131,369	33,004	44,296	7,739	10,386	3.1	4.2	10.0	7.5	1.3	1.0	10.0	10.5	16.0	18.6	
Nava Bharat Ventures	218	17	Accumulate	290	13,782	14,707	3,683	4,261	3,386	4,013	38.5	45.6	5.7	4.8	0.9	0.7	9.3	7.5	16.8	16.1	
NTPC	180	1,485	Buy	204	575,780	668,880	148,031	171,899	95,251	106,450	11.6	12.9	15.6	14.0	2.0	1.9	9.8	10.1	13.3	13.8	
Reliance Power	117	327	Buy	153	26,933	84,882	10,282	40,350	6,099	17,718	2.2	5.7	53.4	20.4	1.9	1.5	2.5	6.3	3.6	8.6	
Print Media																					
DB Corp	232	43	Hold	271	14,251	16,308	4,241	5,092	2,506	3,047	13.8	16.8	16.8	13.8	3.8	3.1	32.3	33.3	25.0	25.0	
Deccan Chronicle	64	16	Buy	175	12,065	13,301	4,852	5,208	2,666	2,834	11.0	11.7	5.8	5.5	1.1	1.0	25.9	26.0	20.7	19.2	
HT Media	159	37	Buy	183	20,401	23,071	4,229	5,105	2,303	2,866	9.8	12.2	16.2	13.1	2.5	2.0	22.9	24.1	17.1	16.9	
Jagran Prakashan	123	39	Buy	149	13,786	15,509	4,082	4,988	2,484	3,132	7.9	9.9	15.7	12.4	4.5	3.5	36.7	39.2	31.7	31.6	

Valuations

Company Name	Price (Rs)	Mkt Cap (Rs bn)	Reco	Target Price (Rs)	Sales (Rs mn)		EBITDA (Rs mn)		PAT (Rs mn)		EPS (Rs)		PE (x)		PB (x)		ROCE (%)		ROE (%)		
					FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E
Telecommunications																					
Bharti Airtel	377	1,433	Hold	406	712,752	818,316	248,943	293,597	72,528	96,660	19.1	25.5	19.8	14.8	2.5	2.2	10.5	13.1	13.3	15.7	
Idea Cellular	72	238	Sell	60	178,514	196,556	43,705	50,332	7,984	10,819	2.4	3.3	29.7	21.9	1.8	1.7	6.1	7.4	6.3	8.0	
Reliance Communications	94	194	Reduce	85	220,790	235,915	70,034	77,093	11,485	16,040	5.6	7.8	16.9	12.1	0.4	0.4	3.2	3.6	2.4	3.3	
Tulip Telecom	164	24	Buy	218	2,843	3,243	818	947	374	461	22.7	28.0	7.2	5.9	1.7	1.4	23.3	24.6	27.1	26.0	
Others																					
Century Plyboards	66	15	Buy	75	17,808	25,013	3,090	4,941	1,661	2,078	7.5	9.4	8.8	7.0	1.8	1.5	14.3	17.0	22.8	23.3	
Essel Propack	43	7	Buy	72	15,916	17,515	2,863	3,289	866	1,172	5.5	7.5	7.8	5.8	0.8	0.7	14.2	16.8	11.0	13.5	
Havells India	426	53	Buy	470	63,712	70,726	6,452	7,275	3,657	4,332	29.3	34.7	14.5	12.3	5.1	3.7	28.6	28.9	42.0	34.9	
HBL Power Systems	19	5	Buy	UR	11,939	13,133	1,336	1,469	379	504	1.5	2.0	12.5	9.4	0.8	0.8	8.9	10.1	7.0	8.7	
Kajaria Ceramics	90	7	Buy	117	10,656	12,609	1,758	2,054	733	956	10.0	13.0	9.0	6.9	2.4	1.8	24.0	27.0	29.2	30.1	
Phoenix Mills	192	28	Buy	231	4,842	5,780	2,752	3,275	1,154	1,071	8.0	7.4	24.1	25.9	1.6	1.5	8.0	8.3	6.8	6.0	
Piramal Glass	130	10	Buy	220	13,992	16,092	3,666	4,299	1,512	1,877	18.8	23.3	6.9	5.6	2.5	1.8	20.1	21.4	46.1	41.6	
Sintex Industries	183	50	Accumulate	215	53,574	62,950	9,753	11,177	5,576	6,537	20.6	24.1	8.9	7.6	1.7	1.4	13.6	14.4	20.9	20.1	
Sterlite Tech	52	19	Hold	54	28,875	32,849	3,783	4,533	2,098	2,594	5.4	6.6	9.7	7.9	1.6	1.4	17.4	19.7	17.4	18.6	

Company Name	Price (Rs)	Mkt Cap (Rs bn)	Reco	Target Price (Rs)	Net Interest Income (Rs mn)		Pre Provision Profit (Rs mn)		PAT (Rs mn)		EPS (Rs)		PE (x)		PB (x)		ROA (%)		ROE (%)		
					FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E	FY13E	FY12E
Banks & Financial Services																					
	1,087	6,179			1,349,197	1,608,423	1,114,961	1,365,846	560,786	709,280	60.0	79.3	11.4	9.0	1.8	1.6	1.1	1.2	14.6	16.0	
Allahabad Bank	199	95	Accumulate	230	45,321	54,882	37,783	47,599	17,870	24,273	37.5	51.0	5.3	3.9	1.1	0.9	1.1	1.2	19.4	22.2	
Andhra Bank	145	81	Accumulate	150	30,502	36,693	22,793	29,180	11,318	15,489	20.2	27.7	7.2	5.2	1.1	1.0	1.0	1.1	16.2	19.0	
Axis Bank	1,237	509	Hold	1,400	77,016	93,909	75,563	92,949	41,363	51,154	99.9	122.5	12.4	10.1	2.3	2.0	1.5	1.5	20.0	20.8	
Bank of Baroda	871	341	Accumulate	1,050	96,198	113,931	78,753	95,406	45,965	57,747	117.0	147.0	7.4	5.9	1.5	1.3	1.2	1.3	20.3	21.5	
Bank of India	423	231	Accumulate	450	84,582	101,440	66,791	82,089	32,749	42,307	59.8	77.3	7.1	5.5	1.4	1.1	0.9	0.9	17.6	19.4	
Canara Bank	518	230	Reduce	560	86,691	101,324	66,645	78,565	42,686	51,792	96.4	116.9	5.4	4.4	1.2	1.0	1.2	1.2	19.5	20.0	
Corporation Bank	539	80	Hold	630	34,518	42,495	31,244	37,521	15,175	18,777	102.4	126.8	5.3	4.3	1.0	0.9	0.9	0.9	19.6	20.7	
HDFC Bank	2,372	1,106	Hold	2,400	131,719	162,341	100,582	126,528	52,085	67,573	110.8	141.9	21.4	16.7	3.7	3.1	1.7	1.8	18.6	19.9	
ICICI Bank	1,039	1,197	Accumulate	1,200	103,269	120,050	108,512	127,411	58,527	69,316	50.8	60.2	20.4	17.3	2.0	1.8	1.4	1.4	9.6	10.5	
LIC Housing Finance	226	107	Buy	250	16,516	22,275	16,528	22,040	11,477	15,211	24.2	32.0	9.4	7.1	2.2	1.7	1.9	2.0	25.5	27.0	
Mah & Mah Financial Services	646	67	Buy	870	16,516	22,275	16,528	22,040	11,477	15,211	61.8	77.3	10.5	8.4	2.2	1.8	4.2	4.1	23.2	24.2	
Manappuram General Finance	57	48	Buy	120	16,268		9,230	-53	5,572	-53	11.6		4.9	0.9			5.6		21.3		
Punjab National Bank	1,086	342	Accumulate	1,300	139,007	172,339	110,209	141,510	50,451	68,372	159.2	215.8	6.8	5.0	1.5	1.2	1.2	1.4	21.4	23.9	
South Indian Bank	26	29	Accumulate	27	9,099	11,100	6,026	7,770	3,608	4,698	3.2	4.1	8.2	6.3	1.4	1.2	1.0	1.1	18.2	20.3	
State Bank of India	2,220	1,410	Hold	2,480	348,115	408,099	282,275	348,208	118,689	152,653	186.9	240.4	11.9	9.2	2.2	1.8	0.9	1.0	17.0	18.9	
Union Bank of India	323	170	Hold	335	70,563	88,301	50,454	60,467	24,277	30,137	46.3	57.5	7.0	5.6	1.5	1.2	0.9	1.0	17.8	19.0	
United Bank Of India	97	33	Accumulate	110	25,414	32,081	17,673	23,428	6,704	10,238	19.5	29.7	5.0	3.3	0.9	0.8	0.7	0.9	15.7	20.8	
Yes Bank	294	102	Accumulate	350	17,885	24,887	17,371	23,187	10,792	14,382	30.7	34.0	9.6	8.7	2.2	1.5	1.6	1.6	25.7	22.5	

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