



## Economy News

- ▶ The V K Shunglu committee, appointed to suggest ways to improve the financial condition of power distribution utilities, has suggested that non-performing power regulators be sacked. The report has suggested stern measures because several state power regulators have not been carrying out annual tariff revisions, mandated by the Electricity Act. (BS)
- ▶ South-west monsoon today made a grand entry into Kerala, bringing cheer to the farming community dependent on rains for a good crop. Southwest monsoon has set in over most parts of South Arabian Sea, Kerala, some parts of Tamil Nadu, South Bay of Bengal and south Andaman Sea. (ET)
- ▶ The finance ministry is facing an internal conflict over income tax refunds. The Income-Tax Department has turned down a proposal by the Department of Economic Affairs (DEA) to go slow on refunds to taxpayers. The matter has escalated and reached Finance Minister Pranab Mukherjee. (BS)
- ▶ Limited availability of domestic coal and gas is constraining development of Indian power sector, which is expected to see on average an annual capacity addition of 12,000 MW over next five years, says a report. (BS)
- ▶ Delhi may soon become the first city in the country to dole out cash payouts instead of subsidised kerosene to the BPL families, a move aimed at controlling widespread pilferage of the fuel. (ET)

## Corporate News

- ▶ Reckitt Benckiser, which bought **Paras Pharmaceuticals** last year in one of the largest deals in the Indian FMCG space, is set to sell the latter's personal care business. Sources say Reckitt, which makes Lizol and Dettol, has asked JP Morgan to find a buyer for the business. (BS)
- ▶ The board of film and entertainment company **Reliance MediaWorks** has approved raising up to Rs 5 Bn (\$111 million) through a rights equity issue. The timing, pricing and other details would be announced later, Reliance MediaWorks. (BS)
- ▶ Chennai-based oil rig company **Aban Offshore Ltd** is planning to raise around \$400 million and issue of related securities to qualified institutional buyers (QIBs) upto to Rs 25 Bn. (BS)
- ▶ With its reentry in Gujarat with a residential project comprising luxurious apartments, Mumbai-based Ajmera Realty, part of the Ajmera Group is eyeing a Rs 1 Bn revenue from the same. The project, 'Enigma Fragrance of Life', will be executed through a 50:50 JV with developer company Sheetal Infrastructure. (BS)
- ▶ **GAIL India** is cashing in on the shortfall in gas supply to various companies created by the drop in output from Reliance Industries' D6 field in the Krishna-Godavari (KG) basin. The country's biggest gas marketing company is importing liquefied natural gas (LNG) from the global spot market and selling most of it to Reliance's customers in the power, steel and petrochemicals business. After regasification, the gas is being sold to customers such as NTPC and Essar Steel. "Even Reliance has bought some gas from us for its petrochemical plants," said a GAIL official. (BS)
- ▶ Homegrown auto major **Tata Motors** plans to launch new variants of its small car Nano during FY12. Although the company has not specified anything about the forthcoming variant, it is widely speculated that a diesel version of the car is in the offing. (BS)
- ▶ London-listed Vedanta Resources faces tough decision after a panel of ministers set stringent conditions for approving Cairn India deal even though after accepting the stipulations the nation's largest private sector oil producer will still remain a hugely profitable venture. (ET)

Source: ET = Economic Times, BS = Business Standard, FE = Financial Express, BL = Business Line, Tol: Times of India, BSE = Bombay Stock Exchange

### Equity

	27 May 11	% Chg		
		1 Day	1 Mth	3 Mths
<b>Indian Indices</b>				
SENSEX Index	18,266	1.2	(6.1)	3.2
NIFTY Index	5,476	1.2	(6.1)	3.3
BANKEX Index	12,220	2.5	(9.0)	3.3
BSET Index	5,951	0.7	(4.5)	(2.6)
BSETCG INDEX	12,964	0.4	(4.3)	5.2
BSEOIL INDEX	9,542	1.6	(5.0)	1.5
CNXMcap Index	7,875	1.6	(5.6)	7.1
BSESMCAP INDEX	8,110	0.9	(8.8)	4.1
<b>World Indices</b>				
Dow Jones	12,442	0.3	(2.9)	1.8
Nasdaq	2,797	0.5	(2.7)	0.5
FTSE	5,939	1.0	(2.2)	(0.9)
Nikkei	9,522	(0.4)	(3.4)	(10.4)
Hangseng	23,118	0.9	(2.3)	(0.7)

### Value traded (Rs cr)

	27 May 11	% Chg - Day
Cash BSE	3,188	22.9
Cash NSE	11,794	(16.4)
Derivatives		

### Net inflows (Rs cr)

	26 May 11	% Chg	MTD	YTD
FII	1,223	(392.1)	NA	NA
Mutual Fund	(13)	(80.2)	NA	NA

### FII open interest (Rs cr)

	26 May 10	% Chg
FII Index Futures	14,698	4.4
FII Index Options	36,608	10.2
FII Stock Futures	27,706	2.6
FII Stock Options	201	134.8

### Advances / Declines (BSE)

27 May 10	A	B	S	Total	% total
Advances	159	1,253	299	1,711	64
Declines	44	783	247	827	31
Unchanged	1	82	56	139	5

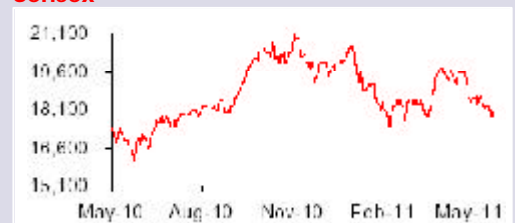
### Commodity

	27 May 11	1 Day	1 Mth	3 Mths
Crude (NYMEX) (US\$/BBL)	100.5	(0.1)	(11.8)	3.7
Gold (US\$/OZ)	1,537.6	1.0	(0.9)	8.8
Silver (US\$/OZ)	37.8	1.0	(21.1)	12.9

### Debt / forex market

	27 May 11	1 Day	1 Mth	3 Mths
10 yr G-Sec yield %	NA	NA	NA	8.01
Re/US\$	45.20	45.31	44.44	45.27

### Sensex



## RESULT UPDATE

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## MPHISIS BFL LTD

PRICE: Rs.475

TARGET PRICE: Rs.458

RECOMMENDATION: REDUCE

FY11E P/E: 12.4x

## Await better price points to become positive

- ❑ Mphasis' 2QFY11 results were below expectations. Volumes grew by 2.6% only despite the low base of the previous quarter. In 1QFY11, the company had faced lower billing days due to shut downs at HP and customer sites, impacting revenues by 3.5% QoQ. Margins also came in lower than estimates - impacted largely by currency and one off expenditure. The company once again wrote back past provisions of about Rs.540mn over and above the Rs.435mn written back in 1Q. To that extent, reported PAT was higher than the actual number. According to the management, these write backs have been happening but the company has started reporting these recently. We find this surprising.
- ❑ Billing rates were steady during the quarter. The re-negotiations with HP on the rate card should conclude by the end of 2Q and is an overhang. While revenues from HP / HP channels fell marginally, the positive came in the form of a 10.7% revenue growth in USD terms from non-HP channel. Mphasis won a record 17 clients through independent channel. The investments should yield further results in the quarters ahead.
- ❑ Thus, despite an encouraging macro scenario and expected growth in the future quarters, we are cutting our FY11E EPS projections to Rs.38.4 (Rs.44.8) and price target to Rs.458 (Rs.509). Our DCF based price targets leads us to a target FY11E PE of Rs.11.9x. We expect the stock to underperform because of the lack of any triggers. We downgrade the stock to REDUCE (ACCUMULATE) and will wait for better price points to turn positive on the stock based on CY12 earnings. A potential buy-back offer / de-listing from HP can provide upsides to the stock.
- ❑ A delayed recovery in user economies and a sharper-than-expected rupee appreciation are key risks to our estimates.

## Summary table

(Rs mn)	FY09	FY10	FY1E
Sales	42,640	50,365	51,914
Growth (%)	30.5	18.1	3.1
EBITDA	11,274	12,648	9,644
EBITDA margin (%)	26.4	25.1	18.6
PBT	9,727	12,104	9,886
Net profit	9,087	10,912	8,056
EPS (Rs)	43.4	52.0	38.4
Growth (%)	78.5	19.9	(26.2)
CEPS (Rs)	53.0	59.8	45.2
BV (Rs/share)	111.9	157.2	190.9
Dividend / share (Rs)	3.5	4.0	4.5
ROE (%)	48.1	38.7	22.1
ROCE (%)	51.2	42.5	26.7
Net cash (debt)	9,365	15,930	21,937
NW Capital (Days)	77.6	87.4	86.6
P/E (x)	11.0	9.1	12.4
P/BV (x)	4.2	3.0	2.5
EV/Sales (x)	2.1	1.7	1.5
EV/EBITDA (x)	8.0	6.6	8.1

Source: Company, Kotak Securities - Private Client Research

## 2QFY11 results

(Rs mn)	1QFY11	2QFY11	QoQ (%)	2QFY10	YoY (%)
Turnover	12,335	12,571	1.9	12,205	3.0
Expenditure	9,760	10,164		9,055	
<b>EBIDTA</b>	<b>2,575</b>	<b>2,407</b>	<b>-6.5</b>	<b>3,150</b>	<b>-23.6</b>
Depreciation	359	338		402	
<b>EBIT</b>	<b>2,215</b>	<b>2,069</b>	<b>-6.6</b>	<b>2,748</b>	<b>-24.7</b>
Interest	0	0		-1	
ESOP/EO expns	0	0		0	
Other Income	346	497		273	
<b>PBT</b>	<b>2,562</b>	<b>2,566</b>	<b>0.2</b>	<b>3,023</b>	<b>-15.1</b>
Tax	295	393		350	
<b>PAT</b>	<b>2,267</b>	<b>2,173</b>	<b>-4.1</b>	<b>2,673</b>	<b>-18.7</b>
Shares (mns)	210	210		210	
<b>EPS (Rs)</b>	<b>10.8</b>	<b>10.4</b>		<b>12.7</b>	
<b>Margin (%)</b>					
EBDITA	20.9	19.1		25.8	
EBIT	18.0	16.5		22.5	
PAT	18.4	17.3		21.9	

Source: Company; Fiscal year - November - October

### Revenues - volume growth of 2.6% below expectations

- Revenues grew by about 1.9% QoQ. More importantly, volumes grew by 2.6% only. This is despite the lower base of the previous quarter. In 1QFY11, the company had faced lower billing days due to shut downs at HP and customer sites, impacting revenues by 3.5% QoQ.
- Thus, we were expecting a much higher growth on this depleted base.
- While volumes grew by 2.6% and pricing / mix added another 1.8%, currency fluctuations impacted the growth rate negatively by 2.5%.
- Revenues grew on the back of scale up in focus verticals like Banking / Capital Markets and Insurance. These verticals reported a 7% QoQ growth. Mphasis has been strongly focusing on these verticals.
- Mphasis has also been focusing hard on the emerging markets including India. During the quarter, revenues from these markets grew by 8% QoQ. However, EMEA reported a 4% de-growth in rupee revenues.
- In terms of clientele, HP and HP-led revenues witnessed a marginal de-growth on a sequential basis. Within this, revenues from Enterprise Solutions business reported a 0.8% de-growth. On the other hand, the remaining HP business witnessed a 13.2% QoQ rise, according to the company.
- The Enterprise Solutions business has been witnessing stagnation / de-growth and because of this, Mphasis has been trying to penetrate the other businesses of HP namely professional Services and Technology services.
- During 2Q, Mphasis won a large deal along with the Professional Services division of HP.
- On the other hand, business from independent channels grew by 8.6% in INR terms and 10% in USD terms, which is encouraging.
- Mphasis has been focusing on the non-HP business over the past few quarters and has indicated additional spends to garner more business from non-HP channels.
- In revenue terms, revenues from independent channels formed 33% of 2Q revenues as against 31% in 1Q.

### Billing rates stable

- Average realizations for the quarter were marginally higher. However, billing rates on a like-to-like basis remained stable.
- The company was able to get new accounts at higher-than-average rates which helped average realizations on a QoQ basis, apart from the mix change.
- But, the semi-annual re-negotiations with HP are currently on and are expected to be concluded by the quarter end. If these result in another round of billing rate cuts, it could be negative for Mphasis.
- On the other hand, Mphasis is also re-negotiating some parts of the rate card with HP for possible upward revisions. We will carefully watch this data.
- Within the HP revenues, migration, internal work and go-to-market (third party) business form approximately 30%, 15% and 55% of the company's total revenues, respectively.
- Mphasis bills HP on either rate card basis (migration and internal work) and go-to-market basis (40% of revenues)

- During the fiscal, the rate card business, which was on a cost-plus basis, was moved on to fixed rates, which will be reviewed periodically. Thus, the fixed margin business will now see volatility in margins depending on the efficiencies of the company and the external environment.
- On the other hand, in the go-to-market business, Mphasis is passed on the revenues by HP, after charging a commission for the business transferred, we understand.
- We understand that, from 3QFY10, the amount received by Mphasis was relatively lower. The remuneration to Mphasis also obviously changes depending on the contract between HP and the client.

### **EBIDTA margins lower**

- Headline numbers indicate that, EBIDTA margins fell QoQ by about 170bps. This was largely due to the currency impact, which impacted revenue growth also to the extent of 250bps.
- However, the quarter contained several one-time items. The company provided for one-time expenditure towards large projects (Rs.30mn), customer claim (Rs.80mn) and fixed priced project (Rs.156mn) totaling to Rs.266mn.
- On the other hand, the company wrote back provision of Rs.540mn during the quarter. This was in addition to the write back of about Rs.435mn of provisions in the previous quarter.
- In 1Q, the company had disclosed that, 4QFY10 also included a provision reversal of about Rs.230mn in direct expenses.
- However, there was no indication that, there could be reversals of such large provisions during 2Q. The management has indicated that, there have been such reversals earlier also but the company has started reporting the same recently. We believe that, if the reversals were large enough, they should have been disclosed earlier also.
- Thus, the actual margins after negating the impact of these one-offs are at 17% in 2QFY11 v/s 17.4% in 1QFY11.
- We have consequently reduced our margin assumptions for FY11E.

### **30 new clients added; focus on independent channel**

- During the quarter, the company signed up 30 new accounts of which, a record 17 additions came from the independent efforts of Mphasis and 13 from HP.
- Thus, while HP continues to help Mphasis get into new accounts, Mphasis is now increasingly focusing on reducing its dependence on HP for new business.
- At the same time, it sees bigger opportunities with HP but beyond the Enterprise Solutions business, from which it is currently earning more than 95% of its HP revenues.
- The company sees opportunities in the technology Services and Professional Services businesses of HP.
- In a joint effort with Professional Services division of HP, Mphasis has a large order in 2Q.
- Mphasis is focusing on the direct marketing channel for non-HP accounts and plans to add to its sales force for the same.
- This may impact margins in the near term. However, we believe it will result in reduced dependence on HP in the long term, which could be positive for the company.

**We recommend REDUCE on Mphasis BFL with a price target of Rs.458**

### Future prospects

- We have made changes to our FY11 estimates.
- In FY11, we expect revenues to grow by about 7%. We have assumed the rupee to average 45 to a USD in FY11.
- Margins are expected to be lower. While the billing rate cuts, expected rupee appreciation, higher S&M spend and higher employee costs are expected to impact the profitability, better resources utilization and higher value-added work are expected to restrict the impact.
- With a higher tax rate of about 18.5% v/s 10% in FY10, earnings are expected to fall by about 26% v/s FY10, leading to an EPS of Rs.38.4 for FY11.

### Concerns

- A delayed recovery in major user economies may impact our projections.
- A sharp acceleration in rupee from the current levels may impact our earnings estimates for the company.
- While strong parentage is a positive, uncertainty over future allocation of business remains a concern for the market.

**RESULT UPDATE****Sanjeev Zarbade**

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**EVEREST KANTO CYLINDERS LTD (EKC)****PRICE: Rs.85****TARGET PRICE: Rs.103****RECOMMENDATION: BUY****CONS. FY12E P/E: 11.8x**

- ❑ EKC has reported good set of Q4FY11 results which are above our estimates on strong revenue and excellent margins.
- ❑ US and China operations report reduction in losses.
- ❑ Volumes up 34% YoY to 2.72 lakh cylinders for Q4 FY11.
- ❑ Due to 21% upside potential from current levels we continue to recommend BUY on EKC with unchanged DCF based price target of Rs.103.
- ❑ Concerns - The company has FCCB outstanding USD 35 mn convertible at Rs 271 per share and redeemable at 142% of the principal amount.

**Summary table - Consolidated**

(Rs mn)	FY10	FY11	FY12E
Sales	6497	7822	9092
Growth (%)	-24.2	20.4	16.2
EBITDA	556	1379	1727
EBITDA margin (%)	8.6	17.6	19.0
PBT	477.3	719.3	965.4
Net profit	120	675	772
EPS (Rs)	1.1	6.3	7.2
Growth (%)	-91.3	462.7	14.4
CEPS (Rs)	9.2	12.3	13.9
BV (Rs/share)	56.1	61.1	74.4
Dividend / share (Rs)	1.2	1.1	1.0
ROE (%)	1.9	10.4	9.8
ROCE (%)	2.0	6.7	8.2
Net cash (debt)	(4,417)	(3,391)	(3,004)
NW Capital (Days)	204	203	197
EV/Sales (x)	2.1	1.6	1.3
EV/EBITDA (x)	24.3	9.1	7.0
P/E (x)	22.0	13.5	11.8
P/Cash Earnings	9.3	6.9	6.1
P/BV (x)	1.5	1.4	1.1

Source: Company, Kotak Securities - Private Client Research

**Result Table**

(Rs mn)	Q4FY11	Q4FY10	YoY (%)	Q3FY11	QoQ (%)
<b>Net Sales</b>	<b>2423.2</b>	<b>1823.4</b>	<b>32.9</b>	<b>1983.1</b>	<b>22.2</b>
Increase / decrease in stock	63.8	343.4	-81.4	70.8	-9.9
raw materials	1226.6	1142.8	7.3	919.9	33.3
purchase of traded goods	-1.9			24.4	-107.8
staff cost	230.6	194.3	18.7	229.3	0.6
other exp.	379.5	292.1	29.9	361.1	5.1
total exp.	1898.6	1972.6	-3.8	1605.5	18.3
<b>EBIDTA</b>	<b>524.6</b>	<b>-149.2</b>		<b>377.6</b>	<b>38.9</b>
Depreciation	152.9	-17.9		161.3	-5.2
<b>EBIT</b>	<b>371.7</b>	<b>-131.3</b>		<b>216.3</b>	<b>71.8</b>
Interest	14.2	19.1	-25.7	18.4	-22.8
Other income	0.3	44.6	-99.3	15.2	-98.0
<b>PBT</b>	<b>357.8</b>	<b>-105.8</b>		<b>213.1</b>	<b>67.9</b>
Extraordinary loss/ (gain)	-68.9	284.2	-124.2	-21.1	226.5
Tax & deferred tax	53.3	-2.1		4.4	1111.4
<b>PAT</b>	<b>373.4</b>	<b>286.3</b>	<b>30.4</b>	<b>229.8</b>	<b>62.5</b>
Equity Rs. Mn FV Rs 2	214.3	202.3	214.3	214.3	
<b>Ratios</b>					
Operating profit margin (%)	21.6	-8.2		19.0	
Raw Materials / Sales (%)	53.3	81.5		50.0	
Staff Exp / Sales (%)	9.5	10.7		11.6	
Other Exp / sales (%)	15.7	16.0		18.2	
Tax / PBT (%)	14.9	2.0		2.1	
<b>EPS (Rs.)</b>	<b>3.5</b>	<b>2.8</b>		<b>2.1</b>	
CEPS (Rs)	7.0	1.5		4.2	
Cylinders Sold (Lakh)	2.7	2.0		2.1	
Avg. Realizations (Rs./cylinder)	8908.8	8983.3		10050.0	

Source: Company

**Segmental table**

	Q1FY11	Q2FY11	Q3FY11	Q4FY11
<b>Segment Revenue (Rs mn)</b>				
India	771	1,169	805.8	1150.2
Dubai	585	719	780	936.4
China	23	122	153.6	157.7
USA	86	167	283.2	310.7
Thailand	-	-	0	0
Total	1465.4	2176.5	2022.6	2555
<b>PBIT</b>				
India	(88)	170	46.3	90.80
Dubai	144	178	304.5	283.60
China	(33)	(32)	-51.9	(20.90)
USA	(98)	(65)	-81.9	(7)
Thailand				(1)
Total	(74)	251	217	346
<b>PBIT Margins (%)</b>				
India	-11.4%	14.5%	5.7%	7.9%
Dubai	24.7%	24.7%	39.0%	30.3%
China	-141.9%	-26.0%	-33.8%	-13.3%
USA	-113.6%	-38.7%	-28.9%	-2.3%
<b>Volumes (nos)</b>				
India	121334	135364	166226	174901
Dubai	60371	51404	45240	72077
China	1354	17524	6650	24903
USA	155	195	326	472
Total	183214	204487	218442	272353
<b>Realisation Rs/unit</b>				
India	6,358	8,634	4,848	6,576
Dubai	9,685	13,989	17,241	12,992
China	17,282	6,968	23,098	6,333
USA	554,194	854,359	868,712	658,263

Source: Company

- On a consolidated basis EKC sold 2.72 lakh cylinders in Q4FY11, which is up 34% YoY and up 25% on sequential basis. The volume growth was primarily on account of pick up in demand across all major locations.
- The average realization per cylinder is down marginally on a YoY. On a sequential basis, realizations were down 11% to Rs.8909 per cylinder primarily due to decline in realization in Dubai subsidiary.
- On a consolidated basis, EKC reported revenues of Rs.2.4 bn in Q4FY11, up 33% YoY and 22% on sequential basis. This was primarily due to higher output.
- Dubai operations have done well and revenues are up sharply 65% on YoY basis. Dubai unit has picked up due to reemergence of demand from Iran, Pakistan and Bangladesh and is now operating at peak capacities.
- Revenue from Indian operations remained strong and registered growth of 27% yoy on account of robust demand for CNG cylinders.
- EKC reported EBIDTA of Rs.525 mn in Q4FY11 vs loss of Rs 149 mn in Q4 FY10. The margin expansion has been led by improved profitability at Indian and Dubai locations combined with reduction in losses at China and US plants.

- The interest cost is down on YoY basis to Rs.14.2 mn as the company has repaid the high cost loans. The total consolidated debt of the company has been brought down from Rs.4.7 bn in June 2010 to Rs.3.8 bn in December 2010.
- For Q4FY11 EKC reported PBT of Rs358 mn v/s PBT loss of Rs106 mn in Q4 FY10.
- For Q4FY11 the company reported PAT of Rs373 mn v/s Rs 286 mn in Q4 FY10.
- For FY11, the company has sold 8.8 lac cylinders vs our estimate of 7.7 lac cylinders. For the current fiscal, the company expects to sell around 1.0 mn cylinders aided by capacity additions at Kandla and Gandhidham.

### Key points

- On the demand side, the company is yet to see visible improvement in demand for CNG cylinders despite the firming up of retail petrol prices in recent months. The demand is driven by industrial cylinders and Jumbo cylinders.
- The US operations have been bleeding due to lower throughput (1277 cylinders in FY10 on installed capacity of 3000 cylinders) from the plant and high value inventory. In recent months, the US subsidiary (CP Holdings) has shown improvement in its order backlog aided by an order win of USD 25 mn. With higher output, the company expects to improve the profitability of the US operations.
- The Aurangabad plant with a capacity of 110000 cylinders is being phased out. The plant load would be transferred to the Gandhidham plant, which is modern and has enough room for increasing output. The company is in the process of completing the 200000 cylinders plant at Gandhidham based on billet piercing technology.
- The company is in the final stages of completing the Kandla SEZ plant (based on steel plated). This plant has a capacity of 300000 cylinders. The plant is expected to get fully stabilized by the H2 of FY12 and ramp-up should happen in FY13. The company targets to sell just over 100000 cylinders in FY12 from Kandla.

### Capacity (Cylinders nos)

	Jumbo	CNG	Industrial
Gandhidham	1000	230000	140000
Tarapur	0	100000	60000
Dubai	0	196000	0
China	1000	200000	0
US	3000	0	0
Kandla	0	300000	0
Gandhidham II	0	0	200000
Total	5000	1026000	400000

Source: Company

- Iran market is doing well and this augers well for the profitability as this market enjoys premium realizations compared to other markets. The Dubai plant which mainly serves the Iran market continues to be fully utilized.
- We project the company to have sold 773000 cylinders in FY11. For the current fiscal, the company expects to sell around 1.0 mn cylinders aided by capacity additions at Kandla and Gandhidham.
- The company does not have any serious plans on capital expenditure and expects to spend around Rs 200-300 mn towards routine plant upgradation.
- The company has a borrowing of Rs 3.8 bn which is at an average cost of 3.3% being Libor-linked ECB. So far as repayment schedule is concerned, the company has to repay Rs.600 mn and Rs 2.5 bn in FY12 and FY13 respectively.

**We continue to recommend BUY on Everest Kanto Cylinders with a price target of Rs.103**

### **Valuation & Recommendation**

- At the current price of Rs.85, EKC is trading at 1.1x book value, 11.8x earnings and 6.1x cash earnings based on FY12E.
- We remain positive on the medium to long term growth prospects of the company primarily on account of expected huge demand of CNG cylinders for the automobiles in India on account of increasing gas availability, various CGD projects and de-regulation of petrol prices.
- Due to 21% upside potential from the current levels we continue to recommend **BUY** on EKC with unchanged DCF based price target of Rs.103.
- Promoters have been increasing stake through market purchases though the increase in stake is not very significant.

## RESULT UPDATE

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## SHREE CEMENTS

PRICE: Rs.1877

TARGET PRICE: Rs.1908

RECOMMENDATION: ACCUMULATE

FY12E P/CEPS: 6.5x

- Company's revenues for Q4FY11 and full year FY11 were inline with our estimates led by improvement in cement realizations as well as sale of power. Revenues reported a growth of 13% YoY for Q4FY11 but declined by 3% YoY for FY11.
- Operating margins witnessed a sequential improvement led by cement price hikes but are lower than last year due to steep increase in overall costs. However, margins were better than our estimates.
- Net profit growth was impacted by higher depreciation and interest charges but was boosted by tax credit.
- We marginally tweak our estimates to factor in lower cement volumes, higher power sales as well as higher depreciation charges. Depreciation charges would increase going forward due to commissioning of power plants during FY12. Operating margins during FY12 would be impacted downwards due to lower margins in the power division.
- At current market price of Rs 1877, stock is trading at 6.5x P/CEPS and 5.9x EV/EBITDA for FY12. We value the company based on the average of 6.5x P/CEPS and 6x EV/EBITDA and arrive at a revised price target of Rs.1908 (Rs 1948 earlier) on FY12 estimates. We continue to maintain ACCUMULATE on the stock.

## Financial highlights

(Rs mn)	Q4FY11	Q4FY10	YoY (%)	Q3FY11	QoQ (%)	FY11	FY10	YoY (%)
<b>Net Sales</b>	<b>10,701</b>	<b>9,440</b>	<b>13</b>	<b>7,804</b>	<b>37</b>	<b>35,119</b>	<b>36,321</b>	<b>-3</b>
Expenditure	7,742	6,185		6,221		26,262	21,296	
Inc/Dec in trade	-175	-29		-49		-336	-197	
RM	1,135	864		930		4,348	3,330	
As a % of net sales	10.6	9.2		11.9		12.4	9.2	
Staff cost	537	499		479		1,985	1,586	
As a % of net sales	5.0	5.3		6.1		5.7	4.4	
Power and fuel	3,020	1,779		2,068		9,123	6,105	
As a % of net sales	28.2	18.8		26.5		26.0	16.8	
Transportation & Handling	2,313	2,265		2,016		7,751	7,626	
As a % of net sales	21.6	24.0		25.8		22.1	21.0	
Other expenditure	912	807		777		3,390	2,847	
As a % of net sales	8.5	8.5		10.0		9.7	7.8	
<b>Operating Profit</b>	<b>2,959</b>	<b>3,255</b>	<b>-9</b>	<b>1,583</b>	<b>87</b>	<b>8,856</b>	<b>15,025</b>	<b>-41</b>
Operating Profit Margin (%)	27.7	34.5		20.3		25.2	41.4	
Depreciation	2,650	2,786		1,314		6,758	5,704	
<b>EBIT</b>	<b>309</b>	<b>469</b>	<b>-34</b>	<b>270</b>	<b>15</b>	<b>2,099</b>	<b>9,321</b>	<b>-77</b>
Interest	336	504		204		978	766	
EBT(exc other income)	-26	-35		66		1,121	8,555	
Other Income	25	54		11		468	758	
Exceptional items	343	549		59		485	634	
<b>EBT</b>	<b>-344</b>	<b>-529</b>	<b>-35</b>	<b>18</b>		<b>1,104</b>	<b>8,679</b>	<b>-87</b>
Tax	-1,001	185		-257		-993	1,918	
Tax Rate (%)	291.3	-34.9		-1427.8		-90.0	22.1	
<b>PAT</b>	<b>657</b>	<b>-714</b>	<b>-192</b>	<b>275</b>	<b>139</b>	<b>2,097</b>	<b>6,761</b>	<b>-69</b>
<b>Net Profit</b>	<b>657</b>	<b>-714</b>	<b>-192</b>	<b>275</b>	<b>139</b>	<b>2,097</b>	<b>6,761</b>	<b>-69</b>
NPM (%)	6.1	-7.6		3.5		6.0	18.6	
Equity Capital	348.4	348.4		348.4		348.4	348.4	
<b>EPS (Rs)</b>	<b>18.9</b>	<b>-20.5</b>		<b>7.9</b>		<b>60.2</b>	<b>194.1</b>	

Source: Company

## Summary table

(Rs mn)	FY10	FY11	FY12E
Sales	36,321	35,119	47,287
Growth (%)	33.8	-3.3	34.6
EBITDA	15,025	8,856	10,705
EBITDA margin (%)	41.4	25.2	22.6
PBT	8,679	1,104	1,525
Net profit	6,761	2,097	1,251
EPS (Rs)	194.1	60.2	35.9
Growth (%)	17.0	(69.0)	(40.4)
CEPS (Rs)	357.8	254.2	286.6
BV (Rs/share)	536.1	586.3	612.2
Dividend / share (Rs)	9.0	10.0	10.0
ROE (%)	43.8	10.7	6.0
ROCE (%)	35.0	7.5	6.5
Net cash (debt)	(9,762)	(3,506)	(7,679)
NW Capital (Days)	30.3	26.0	26.0
P/E (x)	9.7	31.2	52.3
P/BV (x)	3.5	3.2	3.1
EV/Sales (x)	1.7	1.9	1.3
EV/EBITDA (x)	4.2	7.7	5.9
P/CEPS(x)	5.2	7.4	6.5

Source: Company, Kotak Securities - Private Client Research

## Revenue growth led primarily by improvement in cement realizations

- Company's revenues for Q4FY11 and full year FY11 were inline with our estimates led by improvement in cement realizations as well as sale of power. Revenues reported a growth of 13% YoY for Q4FY11 but declined by 3% YoY for FY11.
- Cement dispatches including clinker stood at 2.88 MT and 10.2 MT for Q4FY11 and FY11 respectively, marginally better than our estimates. However, during full year FY11, dispatches of the company were impacted by lower than expected demand growth in company's key markets. We expect dispatches to improve going forward due to expected improvement in overall cement demand during FY12.
- Cement realizations during Q4FY11 witnessed an increase of 15.7% QoQ and stood at Rs 3299 per tonne as against Rs 2850 per tonne seen during Q3FY11. Realizations for the full year stood at Rs 3132 per tonne, down by 6.4% YoY.
- We marginally reduce our volume estimates for the company for FY12 and expect cement revenues of Rs.39.3bn for FY12.
- Company's capex plan for the thermal power plant is on track and first phase of 150MW of thermal power plant is likely to commission by June, 2011 and second phase by Sep, 2011. Along with this, company has also commissioned a 1.5MT clinker grinding unit near Jaipur, Rajasthan thereby taking its total cement capacity to 13.5 MT.
- Power segment revenues for Q4FY11 witnessed a jump of 121% % YoY and power sales stood at 257.4 mn units in Q4FY11. For full year, power sales stood at 524 mn units. During FY11, power sales volume was impacted by low demand of merchant power as well as sharp fall in the merchant power rates. However, due to expected commissioning of 300Mw of thermal power plants during FY12, we expect power volumes to jump significantly from the current levels. Management expects to sell nearly 2 bn units during FY12, we however expect power sales to be nearly 1.7 bn units during FY12.
- Post tweaking our estimates for lower cement volumes and higher power sales, we expect revenues to grow by 35% for FY12.

## Operating margins better than our estimates

- Operating margins witnessed a sequential improvement led by cement price hikes but are lower than last year due to steep increase in overall costs. However, margins were better than our estimates.
- Margins stood at 27.7% and 25.2% for Q4FY11 and full year FY11 respectively. EBITDA/tonne for cement division was impacted by steep increase in power and fuel costs due to increase in pet coke prices and higher raw material costs.
- Margins have declined in the power division due to low merchant power rates.
- Post tweaking our estimates, we expect margins to be 22.6% for FY12.

**Per tonne analysis**

	Q4FY11	Q4FY10	Q3FY11	FY11	FY10
Despatches(mn tonne)	2.881	2.739	2.617	10.206	10.33
Blended Cem Realisation/tonne	3299	3249	2851	3132	3344
YoY (%)	1.5			-6.4	
QoQ (%)	15.7				

**Per tonne analysis**

Inc/Dec in trade	-61	-11	-19	-33	-19
Raw material	394	316	355	426	322
Staff cost	186	182	183	195	154
Power and fuel	1048	649	790	894	591
Transportation & Handling	803	827	770	759	738
Other expenditure	316	294	297	332	276

Source: Company

**Net profit growth impacted by higher depreciation**

- Net profit growth was impacted by higher depreciation and interest charges but was boosted by tax credit.
- Due to steep increase expected in depreciation charges in FY12, we now expect net profits to be Rs 1.25 bn for FY12.

**Valuation and recommendation**

- At current market price of Rs 1877, stock is trading at 6.5x P/CEPS and 5.9x EV/EBITDA for FY12.
- We value the company based on the average of 6.5x P/CEPS and 6x EV/EBITDA and arrive at a revised price target of Rs 1908 (Rs 1948 earlier) on FY12 estimates.
- We continue to maintain **ACCUMULATE** on the stock.

**We continue to maintain  
ACCUMULATE on Shree Cements  
with a price target of Rs.1908**

## RESULT UPDATE

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## HAVELLS INDIA LTD (HIL)

PRICE: Rs.399

TARGET PRICE: Rs.455

RECOMMENDATION: BUY

FY12E P/E: 15x

- ❑ HIL reported decent set of nos. for Q4FY11. Numbers are slightly above our expectations on revenue front and net profit front.
- ❑ Robust growth in domestic business across all verticals and meaningful recovery in Sylvania helped margin expansion at consolidated level. Exceptional income of EUR 5.4 mn in the quarter enhanced Sylvania performance.
- ❑ Company has changed its accounting policy with effect from Q4FY11. It has decided to report net revenue after deducting for sales discounts, incentives and rebates.
- ❑ On normalized basis, domestic business has reported margin pressure mainly on account of higher input prices and increased employee expenses.
- ❑ Management has concluded successful restructuring at Sylvania. It is likely to report consistency in performance going ahead. Management expects to maintain Sylvania's margins at FY11 levels.
- ❑ Company is adequately positioned to benefit from the growth in consumer durable space in the domestic market.
- ❑ We maintain BUY rating on the company's stock with a one year DCF based price target of Rs.455 (Rs 450 earlier).

## Summary table

(Rs mn)	FY10	FY11	FY12E
Sales	51,832	56,356	63,335
Growth (%)	(2.0)	5.6	12.8
EBITDA	3,320	5,718	6,132
EBITDA margin (%)	6.4	10.1	9.7
PBT	1628	4066	4448
Net profit	696	3,035	3,202
EPS (Rs)	5.8	25.2	26.6
Growth (%)		336.0	5.5
CEPS (Rs)	12.7	31.9	34.0
BV (Rs/share)	203.8	227.5	252.5
DPS (Rs)	1.3	1.3	1.4
ROE (%)	2.9	11.7	11.1
ROCE (%)	4.2	10.1	10.4
Net cash (debt)	(9,694)	(7,427)	(4,278)
NW Capital (Days)	24.4	24.9	21.3
EV/Sales (x)	1.1	1.0	0.9
EV/EBITDA (x)	17.4	10.1	9.4
P/E (x)	69.0	15.8	15.0
P/Cash Earnings (x)	31.3	12.5	11.7
P/BV (x)	2.0	1.8	1.6

Source: Company, Kotak Securities - Private Client Research

## Standalone Result

(Rs mn)	4QFY11	4QFY10	YoY (%)	3QFY11	QoQ (%)	FY11
<b>Net Income</b>	<b>8453</b>	<b>6816</b>	<b>24.0</b>	<b>7279</b>	<b>16.1</b>	<b>28989</b>
Decrease/ (Increase) in stock	(291)	(8)	3773.3	(131)	122.1	(1138)
Raw Material consumed	5790	4154	39.4	4486	29.0	19332
Employee expenses	293	203	44.7	253	15.9	1018
Other expenses	1671	1598	4.6	1757	(4.9)	6232
Total expenditure	7463	5947	25.5	6365	17.2	25444
<b>EBITDA</b>	<b>990</b>	<b>869</b>	<b>13.9</b>	<b>914</b>	<b>8.4</b>	<b>3546</b>
Other income	1.0	1.8		1.4		4.7
Depreciation	78	65	20.0	75	3.9	293
<b>EBIT</b>	<b>913</b>	<b>806</b>	<b>13.3</b>	<b>840</b>	<b>8.7</b>	<b>3257</b>
Net Interest	55	16		52		158
<b>PBT</b>	<b>858</b>	<b>790</b>	<b>8.6</b>	<b>788</b>	<b>8.9</b>	<b>3099</b>
Tax	167	132	26.8	177		683
<b>PAT</b>	<b>690</b>	<b>658</b>	<b>5.0</b>	<b>611</b>	<b>13.0</b>	<b>2416</b>
Add: Ext income (net of taxes)						5
<b>Reported PAT</b>	<b>690</b>	<b>658</b>	<b>5.0</b>	<b>611</b>	<b>13.0</b>	<b>2421</b>
<b>EPS (Rs)</b>	<b>5.5</b>	<b>4.3</b>	<b>29.3</b>	<b>5.1</b>	<b>8.9</b>	<b>19.4</b>
EBITDA (%)	11.7	12.8		12.6		12.2
PAT (%)	8.2	9.6		8.4		8.3
RM/Sales (x)	68.5	60.9		61.6		66.7
Tax Rate (%)	19.5	16.7		22.4		22.0

Source: Company Note: QoQ nos are not comparable on account of change in company's accounting policy

**Sylvania**

(Rs mn)	Q4FY11	Q4FY10	YoY (%)	FY11
Revenues	7,024	7,002	0.3	278,628
EBITDA	817	336	143.2	16,120
PAT	388	(834)		4,340

Source: Company

**Consolidated**

(Rs mn)	FY11	FY10	YoY (%)
Net Revenues	56,356	51,832	8.7
Other income	8	16	-51.3
(Inc)/dec in stock in trade	(2,313)	(18)	
Raw material	34,081	28,579	19.3
Employee Cost	6,319	7,602	-16.9
Other expenditure	12,552	12,349	1.6
Operating expenses	50,638	48,512	4.4
EBITDA	5,718	3,320	72.2
Depreciation and amortization	804	837	-3.9
EBIT	4,914	2,483	97.9
Net finance cost	820	871	-5.9
Pretax profits before extra-ordinaries	4,102	1,628	152.0
Exceptional items	36		
Reported PBT	4,066	1,628	149.8
Tax	1,031	932	10.7
Reported net profit	3,035	696	336.0
EPS (Basic)	25.2	5.8	336.0
EBITDA %	10.1	6.4	
RM/Sales %	56.4	55.1	
Effective tax rate	30.0	57.2	

Source: Company

**Result Highlights**

- Domestic revenue grew by 24% YoY at Rs 8.4 bn in Q4FY11 mainly driven by consumer durable business that grew 39% yoy.
- EBITDA margins stood at 11.7% vis-à-vis 12.8% last year on account of higher input prices and increase in employee expense. Also revenue mix gets skewed toward low margin Cables and Wire division for the quarter which inherits lower margins.
- However management is confident of maintaining margins going ahead on account of 1) steady cost management across the board 2) increase in contribution from new products going ahead.
- Exports from standalone switchgear division declines YoY due to closure of OEM contract with a UK client. Also, company is planning to launch switchgears in the international market and expects to maintain same margins in these areas.
- Growth in Wire & Cable division is mainly driven by increase in input prices which resulted in the increase of product prices. Electrical Consumer Durables further strengthen with the successful launch of new product. Management has indicated substantial growth in Geasers in FY12.

**Segment reporting (Standalone)**

	Q4FY11	Q4FY10	YoY (%)	FY11
<b>Standalone Revenues (Rs mn)</b>				
Switchgear	2000	1824	9.6	7344
Cable and Wires	3608	2702	33.6	12318
Lighting and fixtures - India	1258	1024	22.8	4447
Electrical consumer durables	1542	1109	39.1	4692
Others	0	79		16
Total	8408	6738		28817
<b>PBIT (Rs mn)</b>				
Switchgear	698	708	-1.4	2719
Cable and Wires	163	191	-14.8	900
Lighting and fixtures - India	226	194	16.5	820
Electrical consumer durables	413	340	21.5	1295
Others	0	16		6
Total	1500	1449		5741
<b>PBIT (%)</b>				
Switchgear	34.9	38.8		37.0
Cable and Wires	4.5	7.1		7.3
Lighting and fixtures - India	18.0	18.9		18.4
Electrical consumer durables	26.8	30.6		27.6

Source: Company

- Company reported strong standalone operating cash flows in FY11 at Rs 3.2 bn vis-à-vis Rs 2 bn in FY10. Company has utilized Rs 1.3 bn for capex and invested Rs 1.8 bn in Sylvania.
- Management has concluded successful restructuring of Sylvania and expects to maintain margins at current levels in FY12E. Moreover further investment from Havells India would not be required in its overseas subsidiary.
- Working capital reduced in FY11 mainly due to increase in creditors' days from 68 days in FY10 to 82 days currently. Inventory increased in FY11 by Rs 1.4 bn.
- Sylvania performance improved meaningfully in Q4FY11 on back of robust growth in emerging markets including Latin America. Company has also been witnessing consistent growth in Asia including China. Europe continued to be a lack luster for the quarter.
- Sylvania operating margins stood at 11.6% in Q4. For the quarter Sylvania has reported an exceptional gain of EUR 5.4 bn against revaluations of pension liability that has been provided in earlier period.
- On normalize basis Sylvania has clocked EBITDA margins at 7.9% due to improved operational efficiencies and reduced employee cost due to restructuring.
- Sylvania reported muted revenue growth in FY11 due to management's priority for cost restructuring over growth. However, we believe that with successful accomplishment of the restructuring process, Sylvania is likely to post adequate traction in FY12.
- Net debt at Sylvania stood at EUR 127 mn at the end of FY11. This includes EUR 78.4 mn of term loan and EUR 37.2 mn of working capital loan. We believe that refinancing of the loan would help the company in near term as company is likely to utilize funds for future growth. Generation of adequate free cash should help diluting debt levels over FY12-14E.

### **International presence offers geographical diversification to take advantage of the upsurge in consumer appliances market in Asian and African markets**

- Company (including Sylvania) is present in nearly 50 countries across Europe and Asia. Moreover it has been witnessing enormous potential in the emerging markets like Africa where housing and real estate market is picking up.
- With an aim to establish itself as a prominent player in these markets, company is planning to strengthen its dealer franchise in these regions. It would be offering its diverse range of products within the parent brand Havells and the acquired brand Sylvania to the overseas customers.
- Going ahead, the company expects substantial amount of revenues through exports on account of revival of the European economy giving a boost to the legacy market of Sylvania coupled with new market development in Asia and Africa regions.

### **Financials to improve; consistent growth in domestic market, export growth in new geographies and successful restructuring of Sylvania would result in value accretion**

- We project 13% growth in consolidated revenues in FY12E from Rs. 56 bn in FY11 to Rs. 63 bn in FY12E. Within the revenue streams, we expect domestic sales to grow by 19% in FY12E mainly driven by switchgears, wires & cables and consumer appliances segment.
- We also expect exports demand to improve by FY12E on account of expected recovery in European region, growth in Latin America and new geography additions in African and Asian region.
- We opine that the company would continue to prudently manage its overheads and Sylvania restructuring would boost company's margins. In our projected financials we build 7% EBITDA margins for Sylvania in FY12E.
- In our projected financials we build 9.6% EBITDA margins at consolidated level for FY12E.
- In our projections we build 4% revenue growth in Sylvania in FY12E on back of continued demand from emerging economies.

### **Valuation and Recommendation**

**We maintain BUY rating on Havells India with a revised price target of Rs.455**

- At current price of Rs.399, stock is trading at 15x P/E and 9.4x EV/EBITDA on FY12E earnings.
- We value the company using DCF valuation methodology that derives a price target of Rs.455 (Rs 450 earlier) per share. We maintain our '**BUY**' recommendation on company's stock.

## Bulk deals

## Trade details of bulk deals

Date	Scrip name	Name of client	Buy/ Sell	Quantity of shares	Avg. price (Rs)
27-May	BMB Music	Ashish Mehra Huf	B	100,000	15.1
27-May	BMB Music	Sangeeta Sachdeva	S	100,000	15.1
27-May	Chandni Te	Amrapali Capital & Finance	B	86,945	47.8
27-May	Chandni Te	Vicky Rajeshbhai Jhaveri	S	86,945	47.8
27-May	Coventry Coil	Vipul Prakash	S	45,000	12.6
27-May	Coventry Coil	Manjulaben Maheshchandra Shah	S	27,150	12.1
27-May	De Nora India	Balinderkumar Amarchand Badhwar	B	32,000	81.5
27-May	De Nora India	Pradip Nathalal Shah (HUF)	S	32,000	81.5
27-May	Dhruva Capital	Dhruva Karnawat	S	20,000	44.0
27-May	Gflfin	R A Trading Private Ltd	B	18,600	80.5
27-May	Gflfin	Bazigar Trading Private Ltd	B	20,000	80.0
27-May	Impex Ferro	Rishabh Stocks Pvt Ltd	B	500,000	10.5
27-May	Impex Ferro	Concast Ispat Ltd.	S	462,500	10.5
27-May	Indian Info	Idea Commodeal Private Ltd	B	27,500	17.0
27-May	Indian Info	Jayesh Harkishandas Mehta HUF	S	42,950	17.0
27-May	Kailash Ficom	Pareen Nemichand Sanghvi	S	100,000	31.0
27-May	Kar Mobiles-\$	Rakeshkumar Mangilal Ranka (HUF)	S	19,147	213.0
27-May	Mahaveer Info	Shashi Goyal	B	83,000	29.7
27-May	Mahaveer Info	Naveen Gupta	B	30,866	29.9
27-May	Mahaveer Info	Bina Bharat Shah	B	50,000	29.9
27-May	Mahaveer Info	Chinubhai Joytabhai Patel	S	28,000	29.8
27-May	Marathwada Ref	Saha Infrastructure Private Ltd	B	5,250	398.5
27-May	Paramount Print	Ashlesh Gunvantbhai Shah	B	517,450	29.8
27-May	Paramount Print	Pranali Commodities Private Ltd	S	701,500	29.4
27-May	Parichay Invest	Milee Jinesh Mehta	B	13,850	53.9
27-May	Parichay Invest	Amitkumar Rameshchandra Rana	B	46,050	53.1
27-May	Parichay Invest	Miteshgiri Chandangiri Goswami	B	20,000	53.4
27-May	Parichay Invest	Dhirenkumar Dharamdas Agarwal	S	9,600	53.3
27-May	Parichay Invest	Amul Gagabhai Desai	S	18,050	53.1
27-May	Parichay Invest	Sonalben Chirag Prajapati	S	7,050	53.1
27-May	Parichay Invest	Krunal Gopaldas Rana	S	17,000	53.1
27-May	Parichay Invest	Ranjanaben Mahendrabhai T	S	6,650	53.3
27-May	Rubber Prod	Prabha Debi Jain	S	41,999	34.8
27-May	Rubber Prod	Indira Devi Chhabra	S	30,600	34.8
27-May	Rubber Prod	Hiramani Devi Jain	S	24,150	35.1
27-May	Rubber Prod	Dhan Raj Jain & Sons	S	28,935	34.6
27-May	Rubber Prod	Dharmendra Jain	S	47,848	35.1
27-May	Sb&T Intl	Prime India Investment Fund	B	100,000	13.7
27-May	Sb&T Intl	Kavita Puri	S	100,000	13.7
27-May	Scope Ind	Smitha Mandavalli	B	68,000	61.1
27-May	Scope Ind	Agadhandi Sai Krishna	B	42,953	61.1
27-May	Scope Ind	Saija Gondi	S	68,250	61.1
27-May	Sharp Inds	Anoop Jain	B	104,622	53.1
27-May	Speciality Pap	Planet Investments & Finance Pvt Ltd	B	100,100	10.5
27-May	Speciality Pap	Manav Nareshbhai Patel	S	100,000	10.5
27-May	Sudar Garm	Virtue Ceramics Private Ltd	S	136,000	112.6
27-May	Venus Power	Srinivasa Rao Marupudi	S	108,207	10.6

Source: BSE

## Gainers &amp; Losers

## Nifty Gainers &amp; Losers

	Price (Rs)	chg (%)	Index points	Volume (mn)
<b>Gainers</b>				
ICICI Bank	1,068	4.1	16.1	3.8
Reliance Ind	945	1.2	6.5	3.5
HDFC	656	2.0	5.7	1.9
<b>Losers</b>				
Tata Motors	1,089	(6.3)	(8.6)	7.2
Hindustan Unilever	302	(2.2)	(2.3)	0.9
NTPC	168	(1.6)	(1.2)	3.4

Source: Bloomberg

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