

**STOCK DATA**

Market Cap	Rs9.2bn
Book Value per share	Rs124
Eq Shares O/S (F.V. Rs.5)	28.5mn
Median Vol (12 mths)	41,949 (BSE+NSE)
52 Week High/Low	Rs419/220
Bloomberg Code	MAST@1N
Reuters Code	MAST.BO

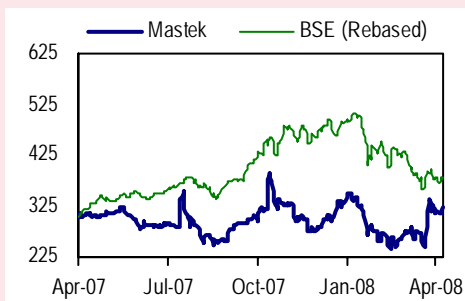
**SHAREHOLDING PATTERN (%)**

Qtr. Ended	Sep-07	Dec-07	Mar-08
Promoters	40.3	40.2	40.2
MFs/FIs	6.2	10.5	10.3
FIIIs/NRIs/OCBs	37.0	30.1	30.0
PCBs	4.3	5.5	6.8
Indian Public	12.2	13.7	12.7

**STOCK PERFORMANCE (%)**

	1M	3M	12M
Absolute	24.7	(5.6)	5.2
Relative	25.8	24.8	(12.2)

**STOCK PRICE PERFORMANCE**



**KEY HIGHLIGHTS**

**Mastek Ltd. (Mastek) reported impressive numbers as net sales grew 10% QoQ to Rs2.3bn, accompanied by a sequential OPM expansion of 200bps to 19.3%. Improvement in operating profits and higher other income led to a 29% QoQ increase in net profits to Rs351mn. (Figures incl. of STG and one off items)**

● **Stable organic growth rates**

Excluding STG, organic net sales grew by 2.6% QoQ to Rs2.2bn which is stable, but lower than previous two quarters growth rates. This has occurred primarily as a project in the U.S. faced some execution delays, which were project specific and not linked to the economic scenario.

● **Impressive margin expansion**

A one-off staff cost write back linked to revision of provisions had a positive impact of Rs60mn, while acquisition related costs resulted in a one off expense of Rs40mn. Excluding this, net gain of Rs20mn on the operating profit, OPM for the quarter was at 18.5%, a sequential improvement of 120bps, underscoring the productivity and leverage potential of the company.

● **Consistent order book growth**

Order book position remained consistent, increasing by 12.2% QoQ to Rs4.0bn while order book growth excl. STG rose 8% QoQ. A positive sign in this number is the lower concentration of financial services as insurance and government constitute 70% of order book.

**VALUATION AND RECOMMENDATION**

At the CMP of Rs323, Mastek is trading at a P/E of 7.1x and EV/EBIDTA of 3.6x. Mastek's greater focus on fixed bid projects and increasing Elixir sales would in the long run, give it the capabilities to efficiently leverage its cost base leading to improving margins and profitability, which we believe can lead to Mastek commanding valuations at the higher end of mid cap peers. Hence we maintain our 'BUY' recommendation with a revised 12 month price target of Rs412.

**KEY FINANCIALS (CONSOLIDATED)**

Rs mn	Quarter Ended			Yr Ended (June)				
	Sep-07	Dec-07	Mar-08	2006	2007	2008E	2009E	2010E
Net Sales	2,042	2,117	2,333	6,883	7,944	8,790	10,749	13,136
YoY Gr. (%)	4.2	2.5	10.3	21.4	15.4	10.6	22.3	22.2
Op Profits	296	366	451	1,184	1,319	1,510	2,075	2,675
Op. Marg. (%)	14.5	17.3	19.3	17.2	16.6	17.2	19.3	20.4
Net Profits	251	271	351	691	1,069*	1,183	1,370	1,622
Eq Capital	150	150	150	150	150	150	150	150

\*Excl. Extraordinary income of Rs206mn

**KEY RATIOS**

	Yr Ended (June)				
	2006	2007	2008E	2009E	2010E
EPS (Rs)	23.1	35.7*	39.5	45.8	54.2
ROCE (%)	39.8	39.2	34.9	31.0	33.5
RONW (%)	25.3	32.5	29.8	27.5	26.1
P/E (x)	14.0	9.0	8.2	7.1	6.0
EV/ Sales (x)	1.2	1.0	0.9	0.7	0.5
EV/EBIDTA (x)	6.9	5.8	5.4	3.6	2.3

## PERFORMANCE OVERVIEW

Actual v/s Estimates			
Rs mn	PINC Estimate	Actual	Var (%)
Net Sales	2183	2173*	(0.5)
Net Profit	288	331#	15.0

\*Organic net sales #excluding one time gain of Rs20mn

Source: PINC Research

*Organic net sales were inline with estimates but surge in operating profits and other income led to higher than anticipated net profits...*

Organic net sales were in line with our expectations, but could have been higher if not for a project in the U.S. witnessing execution delays. These delays were project specific and not linked to the economic scenario in the U.S.

The higher other income and greater than expected organic growth in operating profits led to net profits (excluding the net gain of Rs20mn) coming in above our estimates and Mastek's guidance.

During the quarter, Mastek wrote back certain staff costs as it revised parameters linked to variable pay which led to a positive impact of Rs60mn. This revising of provision linked to variable pay is not carried out due to a negative change in the market place but is more to do with Mastek's endeavour to bring in greater productivity which would lead to improved margin management.

This quarter also had a one time cost, which was linked to the recent acquisition of STG and this amounted to Rs40mn. Hence, excluding this one time net gain of Rs20mn, Mastek's operating profits were at Rs431mn and OPM was at 18.5% which yet is a QoQ expansion of 120bps which reflects Mastek ability to bring in benefits of productivity and leveraging of its cost base.

STG contributed Rs160mn to this quarter's sales figure which led to the 10.2% QoQ growth in net sales. Though STG contribution has raised the overall growth rate for the sales figure, its contribution to the operating profit has been marginal. If we assume a 10% OPM for STG (as reported at time of acquisition) its contribution to overall operating profit would have been ~Rs16mn. Hence organic OPM was at ~19%, an impressive improvement from Q2FY08. This clearly conveys that Mastek is displaying efficient execution capabilities in its projects as well as in its endeavour to improve productivity.

Operating Margins Analysis				
Rs Mn	Q3FY08			Q2FY08
	Actual	Excl. one of gain	Organic & excl. one of gain	Actual
Net Sales	2,333	2,333	2,173	2,117
Operating Profit	451	431	415	366
OPM (%)	19.3	18.5	19.1	17.3

Source: PINC Research

*OPM has shown an improvement under various scenarios...*

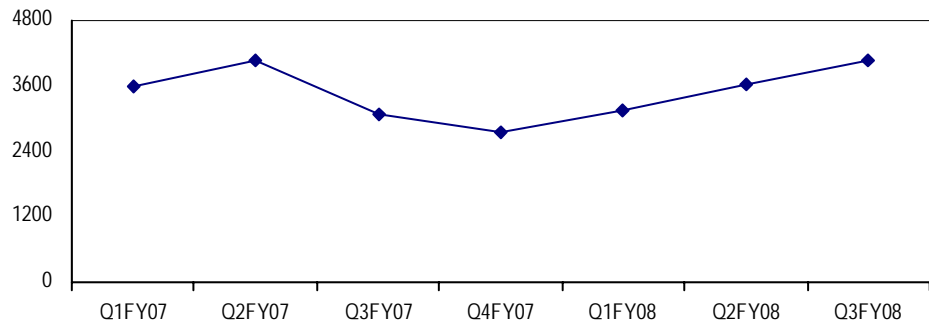
There was a delay in a project for a wealth management client in the U.S. market but this delay was project specific and not linked to the client cutting IT budget or delaying decision making.

Mastek's order book continued to show consistent growth as it grew by 12% QoQ to Rs4.0bn. Contribution of STG to the order book was Rs150mn. Hence, excluding this figure, order book grew by 8% QoQ to Rs3.9bn. The stable growth rate in order book is a positive sign for Mastek as it would enable it to recover part of the revenues which would be lost due to the ramp down in the NHS (National Health Service) project post June'08.

*Order book position has 70% concentration towards insurance and government...*

70% of Mastek's current order book position is linked to the insurance and government verticals with lower concentration towards financial services. This is a comforting factor considering the pressures this vertical is undergoing.

### Stable order book growth post Deloitte JV dilution in Q4FY07



Source: PINC Research

#### Acquisition of Systems Task Group International Ltd. (STG):

During the Mar'08 quarter, Mastek acquired U.S. based STG for a consideration of USD29mn in an all cash deal, wherein 85% of the consideration would be paid upfront while the balance would be paid by way of earn outs.

*STG would give Mastek a foothold in the U.S. non life insurance solutions market...*

STG offers solutions to North American non life insurers and has a client base of ~35 small and mid size US non life insurers. STG reported revenues of USD 17mn and EBITDA of USD1.73 mn in CY07. Current headcount is at 350 with a development center located in Mumbai.

This acquisition will enable Mastek to make further inroads into the North American insurance market where it has not had a significant presence so far. STG also gives it a foothold into the non life insurance space where it had not developed a presence as yet. The acquisition should also enable Mastek to recoup part of the expected revenue drop which would occur post the expiry of the NHS contract (National Health Service) in the UK.

#### Outlook:

*Better than expected performance this quarter has led us to revise our estimates upwards...*

Commentary, post Q3FY08 numbers, remains positive as management has not seen existing project getting delayed due to macro economic conditions nor have there been cancellations of new project. Pipeline of potential projects also remains stable. This is evident through the growth in order book position over the past few quarters. Also, the greater focus towards government and insurance verticals which have not yet faced severe pressure compared to financial services could be a reason for management's bullish tone.

This has led to Mastek guiding a total income (including other income) growth of 2.5-4.6% QoQ and net profit growth of 5.4-8.3% QoQ for Q4FY08. The higher net profit growth rate suggests margins levers can still be at play in the coming quarter as well.

The better than expected performance this quarter has led us to revise our estimates. We now estimate net sales of Rs8.8bn, Rs19.7bn, Rs13.1bn for FY08, FY09 and FY10 respectively. Mastek has proven that it has the ability to expand margins through improving productivity in fixed price projects and we believe the same would enable it to improve margins going forward. Hence our estimates for OPM stand at 17.2%, 19.3% and 20.4% for FY08, FY09 and FY10 respectively while our fully diluted EPS estimates are Rs39.5, Rs45.8 and Rs54.2 for the same period.

*Unanticipated pressures in financial services and expiry of an NHS contract are near term concerns...*

Our near term concerns surrounding Mastek continue to revolve around the pressure it could face in the financial services segment which could lead to revision of estimates but current comments do not point to pressure in this segment and we believe current valuations are factoring in such unanticipated pressures. The other concern we have is with respect to the development stage of one of the NHS projects coming to an end in June'08. The development stage of the project has an annual run rate of ~USD35 which is expected to ramp down post June'08 and hence Mastek would have to recover this amount through consistent order book expansion, which in 9MFY08 have been growing.

We remain positive on Mastek as it operates higher up the value chain which gives it the ability to build long term relationships with clients and this gives it greater visibility over revenues. Also, its solution led model makes it focus more on fixed price projects which provides it with the ability to manage margins more efficiently in an environment of an appreciating INR. Hence, we believe these factors would enable Mastek to grow its revenues and earnings consistently combined with margin expansion, which should lead to valuations scaling up to the premium mid cap range. We therefore maintain our 'BUY' recommendation with a revised 12 month price target of Rs412.

Revised Estimates									
	Revised			Previous			Variance (%)		
	FY08	FY09	FY10	FY08	FY09	FY10	FY08	FY09	FY10
Net Sales	8,790	10,749	13,136	8,612	10,646	12,770	2.1	1.0	2.9
Operating Profit	1,510	2,075	2,675	1,458	1,904	2,448	3.6	9.0	9.3
OPM	17.2	19.3	20.4	16.9	17.9	19.2	30bps	140bps	120bps
Net Profit	1,183	1,370	1,622	1,087	1,295	1,513	8.8	5.8	7.2
Diluted EPS	39.5	45.8	54.2	36.3	43.3	50.6	8.8	5.8	7.1

Source: PINC Research

#### Company description

Mastek was founded in 1982 by four technocrats, Ashank Desai, Ketan Mehta, R. Sundar and Sudhakar Ram. All four continue to be on the board with Sudhakar Ram being the CMD. Mastek has over the years built a niche for itself as it has consistently focused on providing solution-based services and has also developed a range of inhouse intellectual property with 'Elixir', an insurance enterprise platform being one of its leading IPs.

Estimates						
Rs mn	Mastek				CAGR	
	FY07	FY08E	FY09E	FY10E	FY07-10E	FY08-10E
Net Sales	7,944	8,790	10,749	13,136	18.1%	22.2%
Operating Profit	1,319	1,510	2,075	2,675	26.3%	33.1%
OPM	16.6	17.2	19.3	20.4	-	-
PAT	863 *	1,183	1,370	1,622	23.1%	17.1%
Diluted EPS (Rs)	28.8 *	39.5	45.8	54.2	23.2%	17.1%
P/E	11.2	8.2	7.1	6.0		
ROE	32.5%	29.8%	27.5%	26.1%		
Diluted Market Cap	9,667	9,667	9,667	9,667		
Market Cap/Sales	1.2	1.1	0.9	0.7		
CMP (Rs)	323	323	323	323		

\*Excl. extraordinary income

Peer Group Comparisons												
Rs mn	Hexaware				CAGR		NIIT Tech				CAGR	
	CY07	CY08E	CY09E	CY10E	FY07-10E	FY08-10E	FY07	FY08E	FY09E	FY10E	FY07-10E	FY08-10E
Net Sales	10,398	12,447	14,905	17,140	17.9%	17.3%	8,859	9,486	11,242	13,293	14.3%	18.4%
Operating Profit	1,264	1,403	1,880	1,902	14.4%	16.4%	1,803	1,915	2,211	2,557	12.2%	15.6%
OPM	12.2	11.3	12.6	11.1	-	-	20.4	20.2	19.7	19.2	-	-
PAT	1,164	1,331	1,534	1,552	10.0%	8.0%	1,292	1,414	1,669	1,856	12.7%	14.6%
Diluted EPS (Rs)	8.0	8.5	9.8	11.0	10.8%	13.6%	22.0	24.1	28.4	31.6	12.7%	14.5%
P/E	8.2	7.8	6.7	6.0			5.5	5.1	4.3	3.9		
ROE	15.5%	15.6%	17.4%	17.7%				31.4%	29.3%	25.4%		-
Diluted Market Cap	9,346	9,346	9,346	9,346			7,163	7,163	7,163	7,163		
Market Cap/Sales	0.9	0.8	0.6	0.5			0.8	0.8	0.6	0.5		
CMP (Rs)	66	66	66	66			122.0	122.0	122.0	122.0		

Peer Group Comparisons												
Rs mn	KPIT Cummins				CAGR		Infotech Enterprises				CAGR	
	FY07	FY08E	FY09E	FY10E	FY07-10E	FY08-10E	FY07	FY08E	FY09E	FY10E	FY07-10E	FY08-10E
Net Sales	4,637	6,053	7,734	9,298	25.8%	23.9%	5,425	6,819	9,169	11,484	28.1%	29.8%
Operating Profit	708	874	1,074	1,197	18.9%	17.0%	1,134	1,281	1,756	2,234	25.1%	32.1%
OPM	15.3	14.4	13.9	12.9	-	-	20.9	18.8	19.2	19.5	-	-
PAT	505	619	811	881	20.2%	19.3%	837	888	1,237	1,454	20.0%	28.0%
Diluted EPS (Rs)	6.2	7.6	9.8	10.6	19.4%	18.1%	15.83	16.8	22.8	26.1	17.9%	24.6%
P/E	14.0	11.4	8.9	8.2			16.4	15.5	11.4	10.0		
ROE	29.2%	26.5%	26.8%	22.6%			29.0%	22.5%	22.2%	21.1%		
Diluted Market Cap	7,086	7,086	7,086	7,086			13,744	13,744	13,744	13,744		
Market Cap/Sales	1.5	1.2	0.9	0.8			2.5	2.0	1.5	1.2		
CMP (Rs)	87	87	87	87			260	260	260	260		

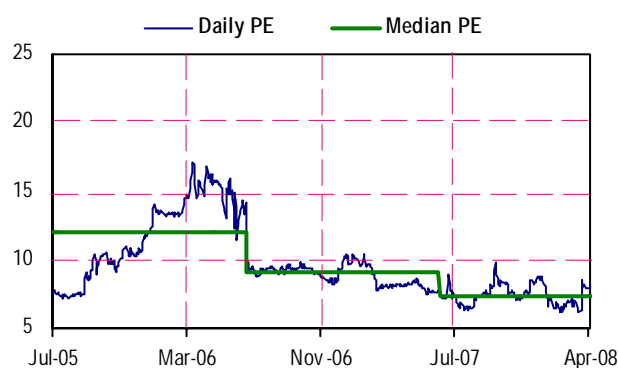
Peer Group Comparisons												
Rs mn	MindTree				CAGR		Sasken				CAGR	
	FY07	FY08E	FY09E	FY10E	FY07-10E	FY08-10E	FY07	FY08E	FY09E	FY10E	FY07-10E	FY08-10E
Net Sales	5,904	7,286	9,251	11,654	25.2%	26.5%	4,771	5,458	6,337	7,665	16.9%	18.5%
Operating Profit	1,170	1,229	1,548	1,970	18.8%	26.6%	758	627	754	1,036	10.9%	28.5%
OPM	19.8	16.9	16.7	16.9	-	-	15.9	11.5	11.9	13.5	-	-
PAT	901	934	1,178	1,351	14.3%	20.3%	443.0	316.0	324.0	399.0	(3.4%)	12.4%
Diluted EPS (Rs)	23.54	24.4	29.3	33.9	12.8%	17.9%	13.2	9.4	9.6	11.9	(3.4%)	12.5%
P/E	16.8	16.2	13.5	11.7			9.2	13.0	12.7	10.3		
ROE	28.9%	18.4%	18.8%	19.3%			11.0%	7.2%	6.9%	7.8%		-
Diluted Market Cap	15,121	15,121	15,121	15,121			4,099	4,099	4,099	4,099		
Market Cap/Sales	2.6	2.1	1.6	1.3			0.9	0.8	0.6	0.5		
CMP (Rs)	395	395	395	395			122	122	122	122		

Source: PINC Research / Bloomberg

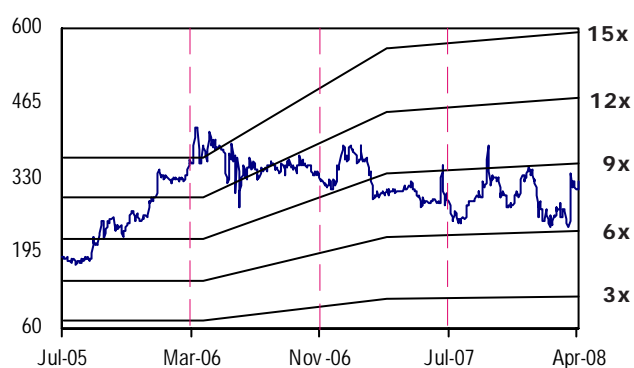
## Financial Results for the quarter & nine months ended 31 March 2008 (Consolidated)

Particulars (Rs Mn)	Quarter Ended			Nine Months Ended			Year Ended
	31/03/08	31/03/07	Gr %	31/03/08	31/03/07	Gr %	31/06/07
<b>Net Sales</b>	<b>2,333</b>	<b>2,115</b>	<b>10.3</b>	<b>6,492</b>	<b>6,138</b>	<b>5.8</b>	<b>7,944</b>
<b>Expenditure</b>	<b>1,882</b>	<b>1,750</b>	<b>7.6</b>	<b>5,381</b>	<b>5,084</b>	<b>5.8</b>	<b>6,626</b>
Staff Cost	1,253	1,301	(3.7)	3,812	3,806	0.2	4,850
Travelling & Conveyance	105	113	(7.0)	290	320	(9.5)	441
Other Expenditure	525	337	55.9	1,279	958	33.4	1,335
<b>Operating profit</b>	<b>451</b>	<b>365</b>	<b>23.7</b>	<b>1,111</b>	<b>1,054</b>	<b>5.4</b>	<b>1,319</b>
Other Income	55	33	66.6	172	97	77.2	160
<b>PBDIT</b>	<b>507</b>	<b>398</b>	<b>27.2</b>	<b>1,283</b>	<b>1,151</b>	<b>11.5</b>	<b>1,478</b>
Interest	17	2	656.5	21	8	181.3	9
Depreciation	87	74	17.1	241	227	6.1	299
<b>PBT</b>	<b>402</b>	<b>322</b>	<b>25.1</b>	<b>1,021</b>	<b>916</b>	<b>11.4</b>	<b>1,170</b>
Provision for current tax	53	59	(9.7)	148	284	(48.0)	307
<b>PAT</b>	<b>349</b>	<b>263</b>	<b>32.9</b>	<b>873</b>	<b>633</b>	<b>38.0</b>	<b>863</b>
<b>Extra-ordinary Items</b>	<b>2</b>	<b>140</b>	<b>-</b>	<b>-</b>	<b>200</b>	<b>-</b>	<b>206</b>
<b>Net Profit</b>	<b>351</b>	<b>402</b>	<b>(12.8)</b>	<b>873</b>	<b>833</b>	<b>4.9</b>	<b>1,069</b>
Equity Capital	142	142		142	142		142
Reserves (excl. rev. res.)	-	-		-	-		3,374
<b>EPS before extra ordinary (Rs)</b>	<b>12.3</b>	<b>9.3</b>	<b>32.2</b>	<b>30.7</b>	<b>22.3</b>	<b>37.4</b>	<b>37.6</b>
Book Value	-	-		-	-		124
<b>OPM (%)</b>	<b>19.3</b>	<b>17.3</b>		<b>17.1</b>	<b>17.2</b>		<b>16.6</b>
<b>NPM (%)</b>	<b>15.0</b>	<b>12.4</b>		<b>13.4</b>	<b>10.3</b>		<b>13.4</b>
<b>Exp. (% of Net SI.)</b>							
Staff Cost	53.7	61.5		58.7	62.0		61.0
Travelling & Conveyance	4.5	5.3		4.5	5.2		5.5
Other Expenditure	22.5	15.9		19.7	15.6		16.8

### Median PE v/s Daily PE



### PE Band



<b>Income Statement</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008E</b>	<b>2009E</b>	<b>2010E</b>
<b>Revenues</b>	<b>5,670</b>	<b>6,883</b>	<b>7,944</b>	<b>8,790</b>	<b>10,749</b>	<b>13,136</b>
<i>Growth (%)</i>	28.1	21.4	15.4	10.6	22.3	22.2
<b>Total Expenditure</b>	<b>4,786</b>	<b>5,699</b>	<b>6,626</b>	<b>7,280</b>	<b>8,674</b>	<b>10,461</b>
<b>Operating Profit</b>	<b>884</b>	<b>1,184</b>	<b>1,319</b>	<b>1,510</b>	<b>2,075</b>	<b>2,675</b>
<i>Growth (%)</i>	48.0	34.0	11.4	14.5	37.4	28.9
Other Income	96	128	159	211	-	-
<b>EBIDT</b>	<b>980</b>	<b>1,312</b>	<b>1,478</b>	<b>1,721</b>	<b>2,075</b>	<b>2,675</b>
(-) Interest	11	9	9	35	68	68
(-) Depreciation & Ammortisation	244	291	299	330	395	445
<b>PBT &amp; extraordinary items</b>	<b>726</b>	<b>1,012</b>	<b>1,170</b>	<b>1,356</b>	<b>1,612</b>	<b>2,162</b>
(-) Tax provision	82	169	307	194	242	541
<b>Net Profits</b>	<b>644</b>	<b>843</b>	<b>863</b>	<b>1,163</b>	<b>1,370</b>	<b>1,622</b>
<b>(-) Extraordinary Items</b>	<b>(109)</b>	<b>(152)</b>	<b>206</b>	<b>20</b>	<b>-</b>	<b>-</b>
<b>PAT</b>	<b>535</b>	<b>691</b>	<b>1,069</b>	<b>1,183</b>	<b>1,370</b>	<b>1,622</b>
<i>Growth (%)</i>	88.1	29.3	54.8	10.6	15.8	18.4
Fully diluted Eq. sh. O/s (mn no)	29.9	29.9	29.9	29.9	29.9	29.9
Book Value (Rs)	83	103	118	148	185	231
<b>Diluted EPS before Extra Ord.(Rs)</b>	<b>17.9</b>	<b>23.1</b>	<b>35.7</b>	<b>39.5</b>	<b>45.8</b>	<b>54.2</b>

<b>Balance Sheet</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008E</b>	<b>2009E</b>	<b>2010E</b>
<i>Equity Share Capital</i>	69	141	142	150	150	150
<i>Reserves &amp; Surplus</i>	2,323	2,923	3,374	4,279	5,391	6,754
<b>Net worth</b>	<b>2,393</b>	<b>3,063</b>	<b>3,517</b>	<b>4,429</b>	<b>5,541</b>	<b>6,904</b>
Total Debt	16	11	4	830	830	830
Deferred Tax liability	(108)	(115)	(89)	(89)	(89)	(89)
<b>Capital Employed</b>	<b>2,301</b>	<b>2,960</b>	<b>3,432</b>	<b>5,170</b>	<b>6,282</b>	<b>7,645</b>
Fixed Assets	767	985	1,028	1,298	1,403	1,338
Net current assets	808	1,149	1,308	1,658	2,665	4,093
Investments	726	826	1,096	1,253	1,253	1,253
Goodwill	-	-	-	961	961	961
<b>Total Assets</b>	<b>2,301</b>	<b>2,960</b>	<b>3,432</b>	<b>5,170</b>	<b>6,282</b>	<b>7,645</b>

Cash Flow Statement	2005	2006	2007	2008E	2009E	2010E
<b>PBT &amp; Extraord. items</b>	<b>726</b>	<b>1,012</b>	<b>1,170</b>	<b>1,356</b>	<b>1,612</b>	<b>2,162</b>
Depreciation	244	291	299	330	395	445
Interest & dividend inc.	(32)	(46)	(86)	(211)	-	-
Interest paid	2	3	3	35	68	68
Tax paid	(93)	(124)	(206)	(194)	(242)	(541)
(Inc)/Dec in working capital	(106)	(276)	(279)	(207)	(222)	(41)
Other Adjustments	(30)	118	(59)	-	-	-
<b>Cash from operations</b>	<b>711</b>	<b>977</b>	<b>844</b>	<b>1,109</b>	<b>1,611</b>	<b>2,093</b>
Net capital expenditure	(387)	(377)	(381)	(1,561)	(500)	(380)
Net investments	(267)	(155)	(133)	(157)	-	-
Interest recd	32	46	83	211	-	-
<b>Cash from investing activities</b>	<b>(622)</b>	<b>(487)</b>	<b>(431)</b>	<b>(1,507)</b>	<b>(500)</b>	<b>(380)</b>
Issue of eq. shares	(20)	48	50	7	-	-
Change in debt	(5)	(9)	(6)	826	-	-
Dividend paid	(133)	(252)	(213)	(258)	(258)	(258)
Interest Paid	(2)	(3)	(3)	(35)	(68)	(68)
<b>Cash from financing activities</b>	<b>(160)</b>	<b>(216)</b>	<b>(172)</b>	<b>540</b>	<b>(326)</b>	<b>(326)</b>
<b>Inc/Dec. in cash</b>	<b>(71)</b>	<b>275</b>	<b>240</b>	<b>142</b>	<b>785</b>	<b>1,387</b>

Key Ratios	2005	2006	2007	2008E	2009E	2010E
EBIDTA (%)	15.6	17.2	16.6	17.2	19.3	20.4
ROACE (%)	32.9	39.8	39.2	34.9	31.0	33.5
ROANW (%)	22.4	25.3	32.5	29.8	27.5	26.1
Sales/Total Assets (x)	2.5	2.3	2.3	1.7	1.7	1.7
Debt:Equity (x)	-	-	-	0.2	0.1	0.1
Current Ratio (x)	1.7	1.7	1.7	1.9	2.2	2.4
Debtors (days)	92	112	98	99	98	99
Net working capital (days)	28	26	19	26	29	25
EV/Sales (x)	1.5	1.2	1.0	0.9	0.7	0.5
EV/EBIDTA (x)	9.7	6.9	5.8	5.4	3.6	2.3
P/E (x)	18.1	14.0	9.0	8.2	7.1	6.0
P/BV (x)	3.9	3.1	2.7	2.2	1.7	1.4



## Equity Desk

R. Baskar Babu - Head - Equity Broking  
*baskarb@pinc.co.in 91-22-66186465*

Gealgeo V. Alankara - Head - Institutional Sales  
*alankara@pinc.co.in 91-22-66186466*

Sachin Kasera - Co-Head - Domestic Equities  
*sachink@pinc.co.in 91-22-66186464*

Sailav Kaji - Head - Derivatives & Strategist  
*sailavk@pinc.co.in 91-22-66186344*

Ashwani Agarwalla - Associate- Agro Products /Fertilizers  
*ashwania@pinc.co.in 91-22-66186482*

Abhishek Gangwani -Associate - Electronics / Hardware  
*abhishekg@pinc.co.in 91-22-66186385*

Naveen Trivedi - Associate - Speciality Chemicals  
*naveent@pinc.co.in 91-22-66186384*

Abhinav Bhandari - Associate - Real Estate / Construction  
*abhinavb@pinc.co.in 91-22-66186371*

Anand Rajgarhia - Associate - Shipping / Logistics  
*anandr@pinc.co.in 91-22-66186377*

## Research

Sameer Ranade - Capital Goods / Utilities  
*sameerr@pinc.co.in 91-22-66186381*

Sujit Jain - Real Estate / Construction  
*sujitj@pinc.co.in 91-22-66186379*

Amol Rao - Hospitality / Pipes / Packaging  
*amolr@pinc.co.in 91-22-66186378*

Nirav Shah - Sugar / Textiles  
*niravs@pinc.co.in 91-22-66186383*

Rishabh Bagaria - Auto / Auto Ancilliary  
*rishabhb@pinc.co.in 91-22-66186391*

Ruchir Desai - Technology  
*ruchird@pinc.co.in 91-22-66186372*

Syed Sagheer - Logistics / Light Engineering  
*syeds@pinc.co.in 91-22-66186390*

Chandana Jha - Banking / Financial Services  
*chandana@pinc.co.in 91-22-66186398*

Rahhul Aggarwal - Metals  
*rahhula@pinc.co.in 91-22-66186388*

Dipti Solanki - Media  
*diptis@pinc.co.in 91-22-66186392*

Faisal Memon - Associate - Metals  
*faisalm@pinc.co.in 91-22-66186389*

## Sales:

Anil Chaurasia *Alok Doshi*  
*91-22-66186483 91-22-66186484*

Sapna Mehta *Sundeep Bhat*  
*91-22-66186485 91-22-66186486*

## Dealing:

Chandrakant Ware / Shivkumar R / Ashok Savla  
*idealing1@bloomberg.net 91-22-66186326*

Raju Bhavsar / Manoj Parmar / H Prajapati / Pratiksha  
*idealing1@bloomberg.net 91-22-66186323*

## Directors

Gaurang Gandhi  
*gaurangg@pinc.co.in 91-22-66186400*

Hemang Gandhi  
*hemangg@pinc.co.in 91-22-66186400*

Ketan Gandhi  
*ketang@pinc.co.in 91-22-66186400*

Rakesh Bhatia - Head Compliance  
*rakeshb@pinc.co.in 91-22-66186400*



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Financial Securities Ltd

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Member : Bombay Stock Exchange & National Stock Exchange of India Ltd. : Sebi Reg No: INB 010989331. Clearing No : 211  
1216, Maker Chambers V, Nariman Point, Mumbai - 400 021; Tel.: 91-22-66186633/6400 Fax : 91-22-22049195

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