

LONG TERM PICKS – LARGE CAP STOCKS

Company Name	Market Price (as on 21 st Oct 11)	Target	Upside	Description
HINDUSTAN UNILEVER	327	380	16%	Hindustan Unilever Limited is India's largest Fast Moving Consumer Goods Company. With over 35 brands spanning 20 distinct categories such as soaps, detergents, shampoos, skin care, toothpastes, deodorants, cosmetics, tea, coffee, packaged foods, ice cream, and water purifiers. It's portfolio includes leading household brands such as Lux, Lifebuoy, Surf Excel, Rin, Wheel, Fair & Lovely, Pond's, Vaseline, Lakmé, Dove, Clinic Plus, Sunsilk, Pepsodent, Closeup, Axe, Brooke Bond, Bru, Knorr, Kissan, Kwality Wall's and Pureit.
HDFC LTD	637	755	19%	HDFC is engaged in providing loans for the purchase or construction of residential houses, commercial real estate and loans for certain other purposes in India. The Company has a network of 294 offices catering to over 2,400 towns and cities spread across India. It also has offices in Dubai, London and Singapore and service associates in the Middle East region, to provide housing loans and property advisory services.
COLGATE PALMOLIVE	992	1,200	21%	Colgate Palmolive manufactures consumer products in the oral care and body care area. The company's products include Soaps, Cosmetics, toilet preparations, tooth paste, tooth brushes, shaving brushes and glycerin.
PETRONET LNG	164	200	22%	Petronet LNG is one of the leading players in oil and natural gas industry space. The company is a joint venture between GAIL (India), Oil & Natural Gas Corporation (ONGC), Indian Oil Corporation (IOCL) and Bharat Petroleum Corporation (BPCL). The company was formed to import LNG and set up LNG terminals in the country.

LONG TERM PICKS – MIDCAP & SMALLCAP STOCKS

Company Name	Market Price (as on 21 st Oct 11)	Target	Upside	Description
PIDILITE INDUSTRIES	157	192	22%	Pidilite Industries manufactures products which can be segmented into consumer products. The company has diversified in various segments such as adhesives and sealants, construction and paint chemicals, automotive chemicals, art materials, industrial adhesives, industrial and textile resins and organic pigments and preparations. It has created brands like Fevicol, Dr Fixit, Cyclo, hobby ideas, Roff and M-Seal.
JAMMU & KASHMIR BANK	830	1,000	20%	Jammu & Kashmir bank is engaged in providing banking services. Presently, the bank has a pan-India presence through its network of 556 branches, out of which 344 branches are located in semi-urban and rural areas. The bank has a network 212 ATMs which is largest ATM network in J&K.
ABBOTT INDIA	1435	1,700	18%	Abbott India is healthcare company that discovers, develops, manufactures and markets innovative products and services. It has successfully developed brands like Digene, Cremaffin, Epilex, Zolfresh and Obimet. It has also brought various global products to Indian consumers such as Brufen, Prothiaden, Ganaton, Sevorane, Thyronorm and Leptos. It has network of 18 distribution points catering 11,000 stockists and 70,000 retailers.
GREAVES COTTON	88	110	25%	Greaves Cotton is a diversified engineering company. It is engaged in manufacturing of diesel and petrol engines, gensets, agro equipments and construction equipments. The company owns six manufacturing units located in the states of Maharashtra and Tamil Nadu. The company's manufacturing units have received ISO 9001:2000 and ISO 14001:2004 certifications for quality management. Headquartered at Pune, the company has a pan-India presence of its marketing offices.
GUJARAT ALKALIES & CHEMICALS	140	190	36%	Gujarat Alkalies & Chemicals (GACL) is engaged in business of manufacturing basic chemicals such as sodium cyanide, sodium ferrocyanide, chloromethanes, hydrochloric acid, caustic potash, potassium carbonate, phosphoric acid (85%) and hydrogen peroxide. The company has set up an in-house R&D centre, which is well equipped and has received recognition from Department of Science and Technology and Government of India. This facility focuses on developing new and safer processes/ technologies, value added products and import substitutes.
THE PAPER PRODUCTS LIMITED	72	100	39%	Paper Products is a leading consumer packaging company in India. PPL offers a wide portfolio of packaging solutions that includes flexible packaging, labelling technologies and specialised cartons. The company operates three manufacturing plants located at Thane, Silvassa and Hyderabad. The Company's international division has a presence in 4 continents that includes South Asia, Africa, Middle East, Europe and Central America. It has clientele including Levers, Nestle, Cadbury, Britannia, Glaxo Smithkline, Coca Cola, Perfetti, Dabur, Marico, P&G are among others.
MUNJAL SHOWA	66	85	29%	Munjal showa is one of the biggest manufacturers of shock absorbers, telescopic front forks, struts, gas struts, window balancers / gas springs in the country. Nearly 95% of company's revenues come from the two-wheeler industry, out of which Hero Motorcorp alone accounts for 85%.

Model Portfolio

The advantage of the Stock Model Portfolio is that it enables effective diversification of risk and reward through a basket of stocks. We have designed slightly conservative model portfolio. It is in the nature of direct equity. The ideal investment horizon is 12-15 months.

Company Name	Market Price (as on 21 st Oct 11)	Allocation (%)
HINDUSTAN UNILEVER	327	12
HDFC LTD	637	10
COLGATE PALMOLIVE	992	10
PETRONET LNG	164	10
PIDILITE INDUSTRIES	157	10
JAMMU & KASHMIR BANK	830	8
ABBOTT INDIA	1435	8
GREAVES COTTON	88	8
GUJARAT ALKALIES & CHEMICALS	140	8
THE PAPER PRODUCTS LIMITED	72	8
MUNJAL SHOWA	66	8
TOTAL		100

Tata Securities Limited

One Forbes, Dr V.B. Gandhi Marg, Fort, Mumbai – 400 001

Tel: 91 22 6745 9000 Fax: 91 22 6610 6722

Web: www.tatasecurities.com

SEBI Registration Number BSE INB010664150 INF011207954 NSE INB/F/E231288730 Portfolio Manager INP000003872

Depository Participant of CDSL: IN-DP-CDSL-450-2008 Depository Participant of NSDL: IN-DP-NSDL-298-2008

Compliance Officer: Mr. Umesh Maskeri t: 022 - 61827805 email:umesh.maskeri@tatacapital.com

Head- Retail Research: Sanjit Sen, B.Com(Hons),ACA Email id: Sanjit.Sen@tatacapital.com

DISCLAIMER

Analyst Certification: I, Praveen Kumar Dodda, the research analyst and author of this report, hereby certify that the views expressed in this research report accurately reflect our personal views about the subject securities, issuers, products, sectors or industries. It is also certified that no part of the compensation of the analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations or views in this research. The analyst(s), principally responsible for the preparation of this research report, receives compensation based on overall revenues of the company (Tata Securities Limited, hereinafter referred to as TSL) and has taken reasonable care to achieve and maintain independence and objectivity in making any recommendations.

Disclaimer

This report is for the personal information of the authorized recipient and does not constitute to be any investment, legal or taxation advice to you. TSL is not soliciting any action based upon it. Nothing in this research shall be construed as a solicitation to buy or sell any security or product, or to engage in or refrain from engaging in any such transaction. In preparing this research, we did not take into account the investment objectives, financial situation and particular needs of the reader.

This research has been prepared for the general use of the clients of the TSL and must not be copied, either in whole or in part, or distributed or redistributed to any other person in any form. If you are not the intended recipient you must not use or disclose the information in this research in any way. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. TSL will not treat recipients as customers by virtue of their receiving this report. Neither this document nor any copy of it may be taken or transmitted into the United States (to US Persons), Canada or Japan or distributed, directly or indirectly, in the United States or Canada or distributed, or redistributed in Japan to any residents thereof. The distribution of this document in other jurisdictions may be restricted by the law applicable in the relevant jurisdictions and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions.

It is confirmed that, the author of this report have not received any compensation from the companies mentioned in the report in the preceding 12 months. Our research professionals are paid in part based on the profitability of TSL, which include earnings from other business. Neither TSL nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information contained in this report.

The report is based upon information obtained from sources believed to be reliable, but we do not make any representation or warranty that it is accurate, complete or up to date and it should not be relied upon as such. We accept no obligation to correct or update the information or opinions in it. TSL or any of its affiliates or employees shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. TSL or any of its affiliates or employees do not provide, at any time, any express or implied warranty of any kind, regarding any matter pertaining to this report, including without limitation the implied warranties of merchantability, fitness for a particular purpose, and non-infringement. The recipients of this report should rely on their own investigations.

TSL and/or its affiliates and/or employees may have interests/ positions, financial or otherwise in the securities related to the information contained in this report. To enhance transparency, TSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report.

Disclosure of Interest Statement in the above report as on 24th October, 2011:

1. Name of the analyst	: Praveen Kumar Dodda
2. Qualifications of the analysts	: BE, MBA
3. Analysts' ownership of any stock including the long & short position related to the information contained	: NIL
4. Dependant's holdings of any stock including the long & short positions related to information contained	: NIL
5. TSL ownership of any stock including the long & short positions related to the information contained	: NIL
6. Broking relationship with company covered	: NO
7. Investment banking relationship with the company covered	: NO

This information is subject to change without any prior notice. TSL reserves at its absolute discretion the right to make or refrain from making modifications and alterations to this statement from time to time. Nevertheless, TSL is committed to providing independent and transparent recommendations to its clients, and would be happy to provide information in response to specific client queries.

Before making an investment decision on the basis of this research, the reader needs to consider, with or without the assistance of an adviser, whether the advice is appropriate in light of their particular investment needs, objectives and financial circumstances. There are risks involved in securities trading. The price of securities can and does fluctuate, and an individual security may even become valueless. International investors are reminded of the additional risks inherent in international investments, such as currency fluctuations and international stock market or economic conditions, which may adversely affect the value of the investment. Opinions expressed are subject to change without any notice. Neither the company nor the director or the employee of TSL accepts any liability whatsoever for any direct, indirect, consequential or other loss arising from any use of this research and/or further communication in relation to this research.