

Lead indicators: Still stagnating since April

Bottom line: Lending rate cuts key to recovery

Gong Xi Fa Cai! Incoming data support our view that while the worst is over, the bottom out will have to await lending rate cuts till mid-2013. We have cut our growth forecasts by 30bp to 5.2% in FY13 and 6.2% in FY14 in response to the CSO's partly statistically lower 5% FY13 projection on Friday. Just as importantly, our lead indicators continue to stagnate at April levels, when they first signaled that growth was bottoming. December industrial production, at -0.6%, surprised our 1% expectation (1.8% consensus) on the down. In our view, growth is unlikely to turn around until lending rates come off. After all, India is that rare economy in which lending rates are still running close to peak 2008 levels. We are relieved that the RBI resumed OMO (of Rs100bn) today (Rs180bn by March BofAMLe). It should cut CRR 25bp on March 19. The RBI will likely cut policy rates by 25bp each on May 3 and June. This, in turn, should pull down lending rates by an additional 75bp in FY14 atop 50-75bp this fiscal. Do also find our 2013 India report [here](#).

30bp growth cut: 5.2% growth FY13, 6.2% FY14

We have cut our growth forecasts by 30bp to 5.2% in FY13 and 6.2% in FY14 in response to the CSO's lower 5% FY13 growth forecast on Friday. Growth will likely slow to 4.7% (from 5% earlier) in the December quarter and recover to 5.5% (from 6% earlier) in the March 2013 quarter. In particular, we have cut our growth forecast for trade, transport and tele-communications (28% of GDP) to 5.5% from 6.2% (5.2% CSO). Our downgrade is partly statistical reflecting a 0.8% increase in the FY12 GDP. FY13 growth will likely eventually be revised back to 5.5%.

Lead indicators: Stagnating at April levels

Our lead indicators continue to stagnate at April levels, when they first signaled growth bottoming. Real cash demand has bottomed out. A relief is that our measure of risk aversion (M1growth/M3 growth, ie the share of active money in overall money supply) has also turned the corner. That said, three key indicators – credit, industrial growth and capex – persist in negative territory. In our view, industrial growth is unlikely to turn around until lending rates come off to revitalize loan demand. We do not expect capex will turn around till the summer 2014 polls.

RBI: OMO, CRR cut on March 19, 50bp rate cut by June

We expect the RBI to continue to ease liquidity to pull down lending rates to support growth. After all, it has only a six-month window as inflation will likely cross 7.5% in 2H13. We are relieved that the RBI resumed OMO of Rs100bn today (Rs180bn by March). It should cut CRR 25bp on March 19. The RBI will likely cut policy rates by 25bp each on May 3 and June. This, in turn, should pull down lending rates by an additional 75bp in FY14 atop 50-75bp this fiscal.



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Table 1: Worst over

Variable	FY12	FY13E	FY14E	FY15E
Real GDP	6.2	5.2	6.2	7.5
Agriculture	3.6	1.6	4.0	3.5
Industry	2.7	2.3	4.5	7.3
Services	7.9	6.7	7.2	8.3
M3	13.0	16.0	16.5	17.0
Commercial credit	17.0	16.0	16.0	18.0
WPI inflation (eop)	7.7	7.3	6.8	6.5
Fiscal deficit (% of GDP)	-8.4	-8.7	-8.2	-8.0
Current account balance (% of GDP)	-4.2	-4.1	-3.3	-3.0
Forex reserves (US\$bn)	294.4	293.0	315.0	295.0
RBI's LAF reverse repo rate	7.50	6.75	5.75	6.75
RBI's LAF repo rate	8.50	7.75	6.75	7.75
Cash reserve ratio (% of bank book)	4.75	4.00	3.75	3.75
10-year Govt yields	8.25	8.00	8.00	8.00
PLR	14.25	13.50	12.75	13.25
US\$/INR	49.6	53.0	50.0	

Source: BofA Merrill Lynch Global Research estimates.

India Macro Weekly

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Lead indicators: Still stagnating at April levels

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Table 2: Lending rates still near 2008 peak

	Pre-Crisis	Crisis	Current
BRICs			
India	13.8	11.8	13.5
Brazil	31.8	25.5	23.5
Russia	17.4	8.0	9.1
China	7.5	5.3	6.0

Source: BofA Merrill Lynch Global Research estimates.

Table 3: India's slowing like other BRICs

	Pre-Crisis		Crisis		Current	
	Growth	Inflation	Growth	Inflation	Growth	Inflation
Brazil	6.1	3.6	-0.3	4.9	1.9	6.0
Russia	8.1	9	-7.9	11.7	3.9	6.9
India	9.3	4.8	8.4	3.8	5.7	8.3
China	14.2	4.8	9.2	-0.7	8.6	4.0

Source: BofA Merrill Lynch Global Research estimates.

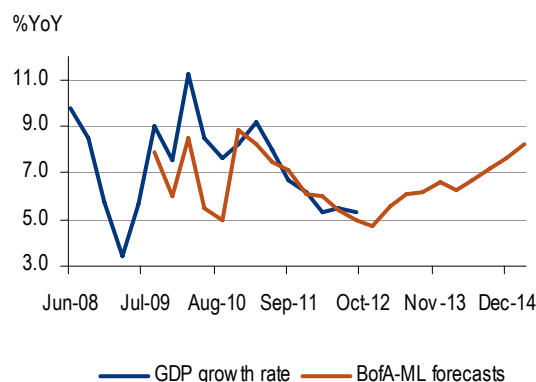
Bottom line: Rains, lending rate cuts key to recovery

We grow more confident of our call that while the worst is over, there is still pain left for a few months. We do not set much store by the fact we are cutting growth estimates as that is partly driven by the CSO's statistical bias depressing current growth numbers. That said, there is no denying that the real economy will remain soft – like other BRICs – into FY14 (Table 3). We have decomposed the 250bp slowdown in growth into global factors (100bp), RBI tightening (75bp), investment slowdown (50bp) and poor rains (25bp). Our global economists do not expect global growth to turn around. We do not see the domestic investment cycle picking up till the 2014 summer polls. In sum, we believe that recovery will be driven by the 2'R's – better rains and lending rate cuts.

30bp growth cut: 5.2% growth FY13, 6.2% FY14

We have cut our growth forecasts by 30bp to 5.2% in FY13 and 6.2% in FY14 in response to the CSO's lower 5% FY13 growth forecast on Friday (Chart 1 and Table 4). Growth will likely slow to 4.7% (from 5% earlier) in the December quarter and recover to

Chart 1: Growth to bottom out in mid-2013...



Source: CSO, BofA Merrill Lynch Global Research estimates.

Table 4: ... to 6% levels in FY14

Item (%)	Weight	Fy13 Govt. adv. Est.	FY13E	FY14E	FY15E
Agriculture and allied activities	16.8	1.8	1.6	4.0	3.5
Industry	20.3	2.0	2.3	4.5	7.3
Mining and quarrying		0.4	2.0	3.0	3.0
Manufacturing		1.9	2.0	4.5	8.0
Electricity, gas and water supply		4.9	5.5	6.0	6.0
Services	62.8	6.5	6.7	7.2	8.3
Construction		5.9	5.8	4.5	5.0
Trade, hotels, transport, storage and communication		5.2	5.5	6.8	9.0
Financing, insurance, real estate and business services		8.6	9.0	9.0	9.0
Community, social and personal services		6.8	6.8	7.0	7.5
Real GDP at Factor Cost	100	5.0	5.2	6.2	7.5

Source: CSO, BofA Merrill Lynch Global Research estimates.

5.5% (from 6% earlier) in the March quarter. On our part, we have pared our growth forecast for the trade, transport and telecommunications sector (28% of GDP) to 5.5% from 6.2% (5.2% CSO) with railway traffic slowing to 3.9% in the December quarter from 4.9% in September. A relief is that January railway traffic grew 6.4%.

There also appears to be a statistical issue. FY12 absolute growth numbers have been revised up by 0.8% of GDP. The CSO's, ours and market's absolute GDP numbers are close for FY13. The CSO's growth rate, however, is 50bp lower because the base FY12 numbers were revised up. Had the old FY12 numbers been retained, growth would have been closer to 5.5%.

Lead indicators: Still stagnating at April levels

Our lead indicators continue to stagnate at April levels, when they first signaled that growth was bottoming (Table 5 and Charts 3-11). Real cash demand has bottomed out. A relief is that our measure of risk aversion (M1growth/M3 growth, ie the share of active money in overall money supply) has also turned the corner (Chart 2). That said, three key indicators – credit, industrial growth and capex – continue to be in negative territory. In our view, industrial growth is unlikely to turn around until lending rates come off to revitalize loan demand. We do not expect capex to turn around till the summer 2014 polls. Do find our last leading indicator report [here](#).

RBI: OMO, 25bp CRR cut March 19, 50bp rate cut by June

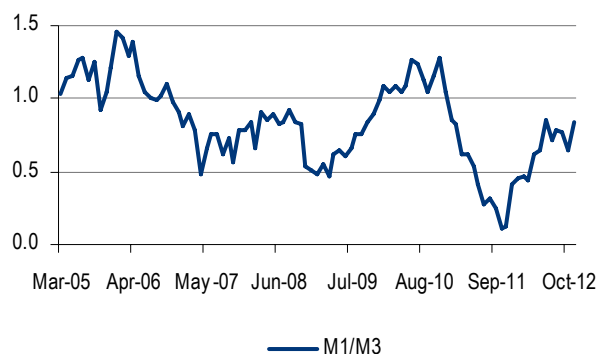
Against this backdrop, we expect the RBI to continue to ease liquidity to pull down lending rates to support growth (Chart 12). After all, it has only a six-month window as inflation will likely cross 7.5% in 2H13 and halt rate cuts (Chart 13). Against this backdrop, we are relieved that the RBI resumed OMO of Rs100bn today (Rs180bn by March BofAMLe). It should cut CRR 25bp on March19. The RBI will likely cut policy rates by 25bp each on May 3 and June. This, in turn, should pull down lending rates by an additional 75bp in FY14 atop 50-75bp this fiscal.. This, in turn, should pull down lending rates by an additional 75bp in FY14 atop 50-75bp this fiscal. Do read our last inflation report [here](#).

Table 5: Lead indicators stagnating since April

	Sector	Jan-10	Dec-11	Apr-12	Current
Real cash demand		Positive	Negative	Positive	Positive
Industrial production	Industry	Positive	Negative	Negative	Negative
	Industry,				
Credit	services	Neutral	Neutral	Negative	Negative
Capex	Industry	Positive	Negative	Negative	Negative
Business Confidence	Industry,				
Index	services	Positive	Negative	Neutral	Neutral
	Industry,				
Earnings	services	Positive	Negative	Neutral	Neutral
	Industry,				
Construction	services	Positive	Neutral	Neutral	Neutral
Traffic	Industry	Positive	Neutral	Neutral	Neutral
Telecom subscribers	Services	Neutral	Neutral	Neutral	Neutral
	Industry,				
OECD lead indicator	services	Positive	Negative	Neutral	Neutral

Source: BofA Merrill Lynch Global Research estimates.

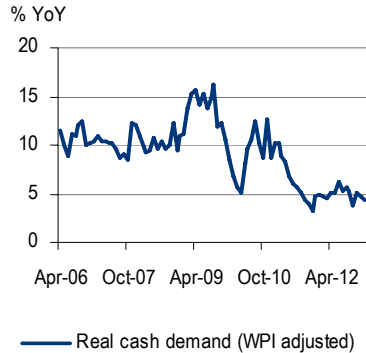
Chart 2: Risk aversion has turned the corner



Source: RBI

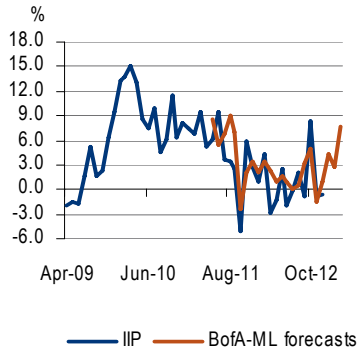
Lead indicators

Chart 3: Real cash demand



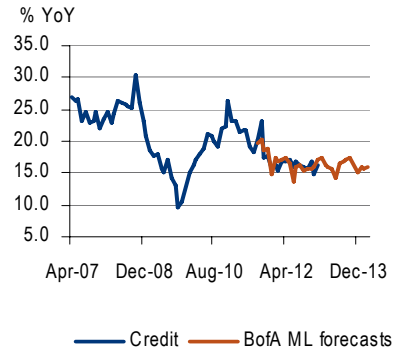
Source: RBI, BofA Merrill Lynch Global Research estimates.

Chart 4: Industrial growth



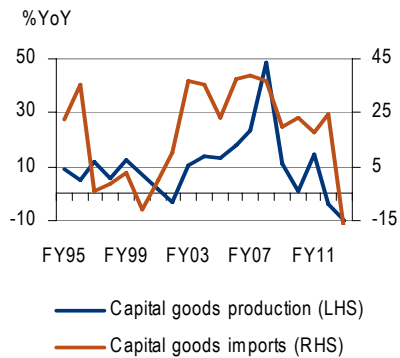
Source: CSO, BofA Merrill Lynch Global Research estimates.

Chart 5: Loan demand



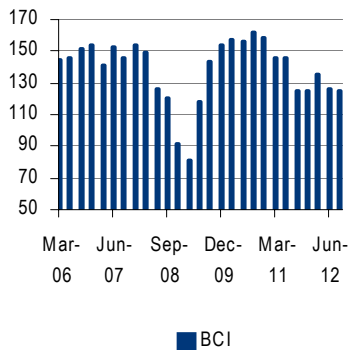
Source: RBI, BofA Merrill Lynch Global Research estimates.

Chart 6: Capital goods



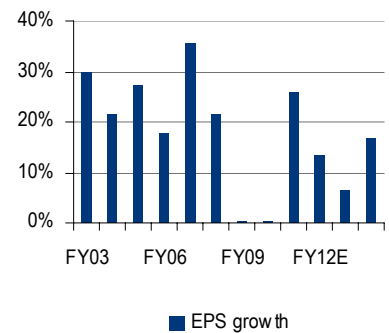
Source: CSO, DGC&IS.

Chart 7: Business Confidence



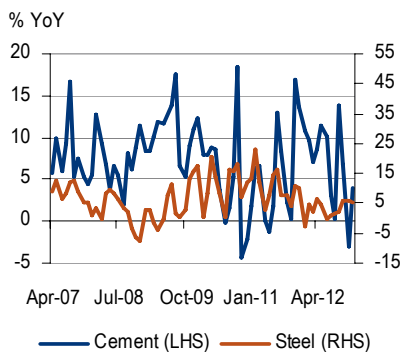
Source: ET-NCAER Business Confidence Index (BCI)

Chart 8: Earnings



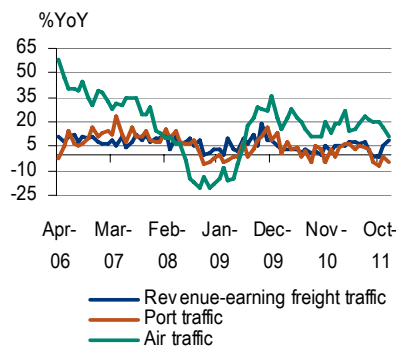
Source: BSE, BofA Merrill Lynch Global Research estimates

Chart 9: Construction



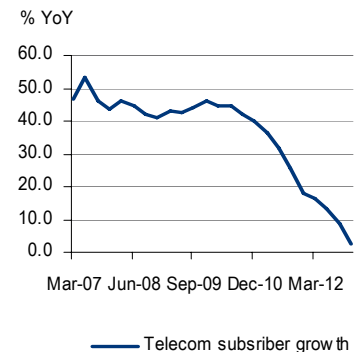
Source: Ministry of Industry

Chart 10: Traffic



Source: CMIE.

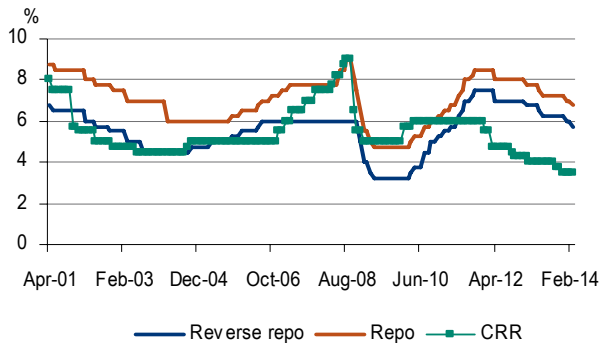
Chart 11: Telecom



Source: CMIE.

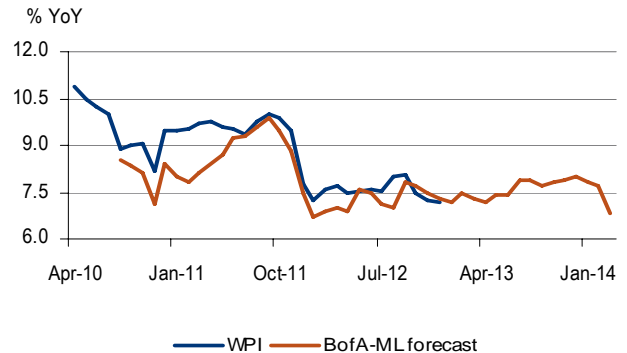
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Chart 12: RBI to cut policy rates by 50bp by June...



Source: BofA Merrill Lynch Global Research estimates.

Chart 13: ... as higher 2H13 inflation will force a halt to easing



Source: BofA Merrill Lynch Global Research estimates.

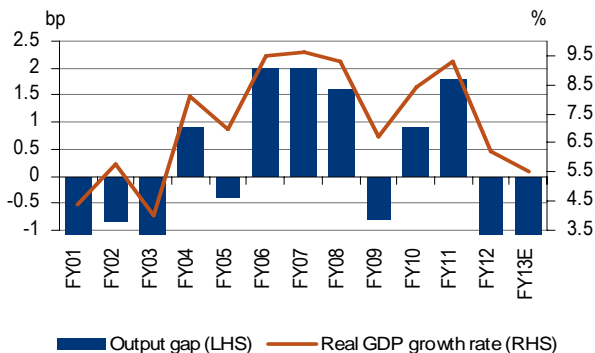
Experience suggests that the economic cycle turns around when real lending rates - currently 7.5% - slip below the medium-term 7.5% potential growth rate (Charts 14-15).

Key watch: Deposit growth, loan demand

What should one monitor, clients ask, to get a lead to the potential turnaround of the economy? Deposit growth, we reply, and loan demand, which hold the key to lending rate cuts. Charts 16-17 present our projections.

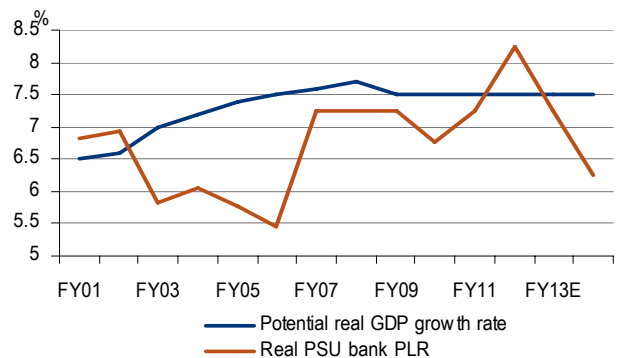
Although high lending rates are hurting loan demand, they are not commensurately coming off as RBI FX intervention has pulled down deposit growth. It is for this reason we have been expecting - correctly - that the RBI step up OMO/cut CRR to step up deposit growth to 15% by March from 13.1% now as base effects kick in. High lending rates should continue to soften loan growth to 14-15% from 15.8% now. This improvement in bank liquidity should make way for lending rate cuts of 75bp in FY14 atop 50-75bp in FY13.

Chart 14: Lower lending rates key...



Source: BofA Merrill Lynch Global Research estimates.

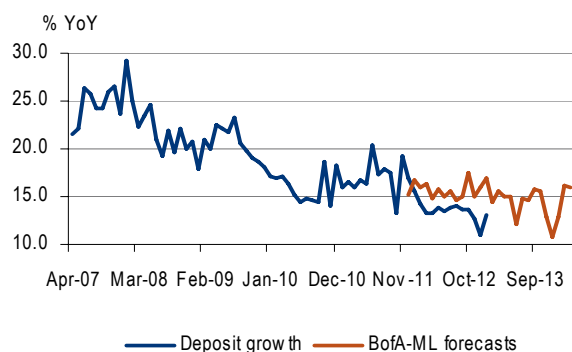
Chart 15: ... to higher growth



Source: BofA Merrill Lynch Global Research estimates.

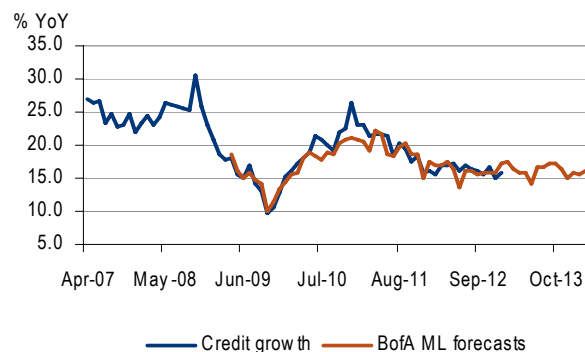
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Chart 16: RBI OMO/CRR cuts to push up deposit growth...



Source: RBI, BofA Merrill Lynch Global Research estimates.

Chart 17: ... high lending rates hurting loan demand



Source: RBI, BofA Merrill Lynch Global Research estimates.

Link to Definitions

GEM Macro

Click [here](#) for definitions of commonly used terms.

Macro

Click [here](#) for definitions of commonly used terms.

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