

Cadila Healthcare

Performance Highlights

Y/E March (₹ cr)	2QFY2017	1QFY2017	% chg (qoq)	2QFY2016	% chg (yoy)
Net sales	2,336	2,216	5.4	2,267	3.1
Other income	40	86	(53.0)	140	(71.0)
Gross profit	1493	1442	3.5	1468	1.7
Operating profit	499	453	10.2bp	460	8.5bp
Adj. Net profit	338	356	(5.3)	475	(29.0)

Source: Company, Angel Research

For 2QFY2017, Cadila Healthcare posted lower than expected results with sales at ₹2,336cr (vs. ₹2,737cr expected vs. ₹2,267cr in 2QFY2016), a yoy growth of 3.1%. On the operating front, the EBITDA margin came in at 21.4% (vs. 21.7% expected vs. 20.3% in 2QFY2016). The dip in the OPM was saved in spite of an underperformance on the sales front as the GPM improved to 63.9% (vs. 64.8% in 2QFY2016). The Adj. net profit came in at ₹338cr (vs. ₹461cr expected vs. ₹475cr in 2QFY2016), a yoy de-growth of 29.0%. We maintain our Neutral rating on the stock.

Results lower than expected: Company posted sales of ₹2,336cr (vs. ₹2,737cr expected vs. ₹2,267cr in 2QFY2016), a yoy growth of 3.1%. The dip in sales was owing to the USA business (₹848.3cr) posting a yoy dip of 13.9%. On the operating front, the EBITDA margin came in at 21.4% (vs. 21.7% expected vs. 20.3% in 2QFY2016). The dip in the OPM was saved in spite of an underperformance on the sales front as the GPM improved to 63.9% (vs. 64.8% in 2QFY2016). The Adj. net profit came in at ₹338cr (vs. ₹461cr expected vs. ₹475cr in 2QFY2016), a yoy de-growth of 29.0%.

Outlook and valuation: We expect Cadila's net sales to post 14.1% CAGR to ₹12,318cr and EPS to report 13.4% CAGR to ₹19.2 over FY2016–18E. We maintain our Neutral rating on the stock.

Key financials (Consolidated)

Y E March (₹ cr)	FY2015	FY2016	FY2017E	FY2018E
Net sales	8,497	9,469	10,429	12,318
% chg	20.4	11.4	10.1	18.1
Net profit	1,159	1,524	1,728	1,961
% chg	41.5	31.5	13.4	13.5
EPS	11.3	14.9	16.9	19.2
EBITDA margin (%)	18.8	21.2	22.6	22.0
P/E (x)	34.5	26.2	23.1	20.4
RoE (%)	30.1	31.7	28.5	25.7
RoCE (%)	20.2	23.1	23.1	22.7
P/BV (x)	9.5	7.6	6.0	4.8
EV/Sales (x)	4.9	4.4	3.8	3.1
EV/EBITDA (x)	26.0	20.5	17.0	14.3

Source: Company, Angel Research; Note: CMP as of November 4, 2016

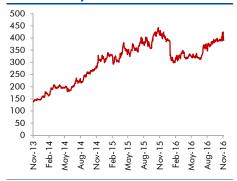
NEUTRAL	
CMP	₹390
Target Price	-
Investment Period	_

Stock Info	
Sector	Pharmaceutical
Market Cap (₹ cr)	39,967
Net debt (₹ cr)	1,550
Beta	0.6
52 Week High / Low	437 / 296
Avg. Daily Volume	136,696
Face Value (₹)	1
BSE Sensex	27,274
Nifty	8,434
Reuters Code	CADI.BO
Bloomberg Code	CDH@IN
	,

Shareholding Pattern (%)					
Promoters	74.8				
MF / Banks / Indian Fls	9.2				
FII / NRIs / OCBs	10.4				
Indian Public / Others	5.6				

Abs.(%)	3m	1yr	3yr
Sensex	(1.0)	3.2	29.1
Cadila	14.3	(6.2)	182.2

3-Year Daily Price Chart



Source: Company, Angel Research

Sarabjit Kour Nangra

+91 22 39357600 Ext: 6806 sarabjit@angelbroking.com



Exhibit 1: 2QFY2017 performance (Consolidated)

Y/E March (₹ cr)	2QFY2017	1QFY2017	% chg (qoq)	2QFY2016	% chg (yoy)	1HFY2017	1HFY2016	% chg
Net Sales	2,336	2,216	5.4	2,267	3.1	4,553	4,534	0.4
Other Income	40	86	(53.0)	140	(71.0)	126	244	(48.2)
Total Income	2,377	2,302	3.2	2,407	(1.2)	4,679	4,777	(2.1)
Gross profit	1493	1442	3.5	1468	1.7	2935	2977	(1.4)
Gross margin (%)	63.9	65.1		64.8		64.5	65.7	
Operating profit	499	453	10.2	460	8.5	952	986	(3.4)
Operating Margin (%)	21.4	20.4		20.3		20.9	21.8	
Financial Cost	19	14	33.6	12	57.1	33	25	31.3
Depreciation	86	84	2.5	69	25.0	171	142	20.6
PBT	435	441	(1.5)	519	(16.2)	875	1064	(17.7)
Tax	107	97	10.6	72	49.0	203	150	36.1
Adj. PAT before Extra-ordinary item	328	344	(4.8)	468	(29.9)	672	914	(26.5)
Exceptional loss/(gain)	(9)	6		0		37	39	
Minority	18	18	(3.3)	8		15	17	
Reported PAT	338	343	(1.6)	475	(28.9)	694	935	(25.8)
Adj. PAT	338	356	(5.3)	475	(29.0)	694	938	(26.0)
EPS (₹)	3.3	3.5		4.6		6.8	9.2	

Source: Company, Angel Research

Exhibit 2: 2QFY2017 - Actual vs. Angel estimates

(₹ cr)	Actual	Estimates	Variance
Net Sales	2,336	2,737	(14.6)
Operating profit	499	593	(15.8)
Tax	107	97	10.6
Net profit	338	461	(26.7)

Source: Company, Angel Research

Revenue lower than our expectation

In INR terms, the consolidated revenues came in at ₹2,336cr (vs. ₹2,737cr expected vs. ₹2,267cr in 2QFY2016), a growth of 3.1% yoy, mainly subdued on back of pressure on the US generic market.

The Formulation business sales (₹1,988cr, up 3.2% yoy) mainly lead by the US (₹988.8cr, 1.5% dip yoy), Indian Formulation (₹820.9cr, a yoy growth 8.8%), Emerging market Formulation (₹113cr, a yoy dip of 3.2%) and Latin America formulation (₹65.6cr, a yoy growth of 24.6%). The other Business & Alliances (₹398.5cr) grew by 4.0% yoy. Europe Formulation (₹55.7cr, a yoy dip of 14.1%), Consumer Wellness (₹111.9cr, a yoy growth of 7.6%), Animal Healthcare (₹122.5cr, a yoy growth of 51.9%), API (₹83.2cr, a yoy dip of 7.4%) and Alliances (₹25.2cr, a yoy dip of 42.5%).

US business de-grew by 1.5% yoy and 17% qoq, mainly attributable to Asacol HD AG, which was launched in August 2016, partially offset by continued pressure on HCQS. The company expects seven ANDA approvals in 2HFY2017, which should help drive the growth. The company launched 4 new products in the US in 2QFY2017 and received 1 product approval, during the quarter. Cumulatively, the company has received 107 ANDA approvals till date. Additionally, Cadila filed 4



ANDAs in 2QFY2017; cumulatively, the company has filed 279 ANDAs in the US market.

Latam business was the only bright spot as revenues increased by ~24%yoy to ₹65.6cr in 2QFY2017. Growth was aided by 12.5% price hike undertaken in April 2016.

1,200 1,072 1,004 989 961 1,000 848 800 600 400 200 76 65 56 0 2QFY2016 3QFY2016 4QFY2016 1QFY2017 2QFY2017 US Europe

Exhibit 3: Sales trend in the US and Europe

Source: Company, Angel Research

The growth in the domestic market (~48% of sales) was of 10.7% yoy, mainly led by Animal health & Others (₹1,225cr) which grew by 51.9%; while formulations (₹820.9cr) grew by 8.8% yoy. API (₹83.2cr), on the other hand, de-grew by 7.4% yoy.

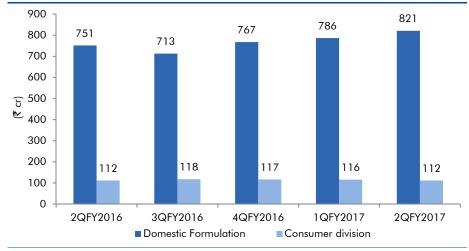


Exhibit 4: Sales trend in Domestic Formulation and Consumer Wellness Divisions

Source: Company, Angel Research

OPM mostly in line with expectation

On the operating front, the EBITDA margin came in at 21.4% (vs. 21.7% expected vs. 20.3% in 2QFY2016). The dip in the OPM was contained as the GPM improved from 63.9% (vs. 64.8% in 2QFY2016). R&D expenditure, during the quarter, came in at 6.5% (vs. 7.3% of sales in 2QFY2016).



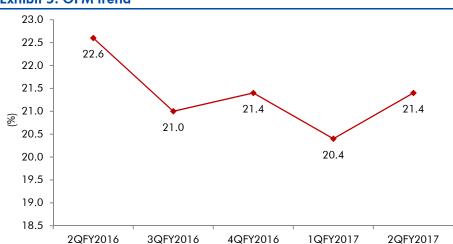


Exhibit 5: OPM trend

Source: Company, Angel Research

Net profit down 29.0% yoy: Consequently, the Adj. PAT came in at ₹338cr (vs. ₹460.7cr expected vs. ₹390.9cr in 2QFY2016), yoy de-growth of 29.0%. Other reason in the dip in the net profit was the other income which came in at ₹40.4cr (vs. ₹140cr in 2QFY2016), a yoy dip of 71.0%.

400 391 390 388 390 380 370 ਨੂੰ 360 356 **≥** 350 338 340 330 320 310 2QFY2016 3QFY2016 4QFY2016 1QFY2017 2QFY2017

Exhibit 6: Adjusted Net profit trend

Source: Company, Angel Research

Concall takeaways

- Effective tax rate to remain at 22%-25% levels in FY2017E.
- Remediation process at Moraiya completed; waiting for inspection from USFDA.
- R&D as a percentage of sales to be at 7-8% in FY2017.
- ~30% of domestic portfolio is under DPCO.
- Plans to file ~40 ANDAs in US annually.



Recommendation rationale

Strong domestic portfolio: Cadila is the fifth largest player in the domestic market with sales of about ₹2,973cr in FY2016; the domestic market contributes ~39% to its top-line. The company enjoys a leadership position in the CVS, GI, women healthcare and respiratory segments, and has a sales force of 4,500 executives. The company, on an aggressive front, launched more than 75 new products in FY2014. During FY2009-14, the company reported a ~13% CAGR in its top-line in the domestic formulation business.

Further, the company has a strong consumer division through its stake in Zydus Wellness, which has premium brands such as *Sugarfree*, *Everyuth* and *Nutralite*, under its umbrella. This segment which contributes ~4.7% of sales, registered a growth of 3.2% during FY2016.

Going forward, the company expects the segment to grow at an above-industry rate on the back of new product launches and field force expansion. In FY2014, sales were lower; however, FY2016 witnessed a rebound. During FY2016-18E, we expect the domestic segment to grow at a CAGR of 9.6%.

Exports on a strong footing: Cadila has a two-fold focus on exports, wherein it is targeting developed as well as emerging markets, which contributed around 61% to its FY2016 top-line. The company has established a formidable presence in the developed markets of US, Europe (France and Spain) and Japan. In the US, the company achieved critical scale of ₹3,393cr on the sales front in FY2016. The growth in exports to the US along with other regions like Europe would be driven by new product launches, going forward. Overall, exports are expected to post a CAGR of 17.5% over FY2016-18E.

Outlook and valuation

We expect Cadila's net sales to post 14.1% CAGR to ₹12,318cr and EPS to report 13.4% CAGR to ₹19.2 over FY2016–18E. We maintain our Neutral rating on the stock.

Exhibit 7: Key Assumptions

Key assumptions	FY2017E	FY2018E
Domestic growth (%)	10.0	15.0
Exports growth (%)	10.0	20.0
Growth in employee expenses (%)	14.7	18.1
Operating margins (excl tech. know-how fees) (%)	22.6	22.0
Capex (₹ cr)	650	650

Source: Company, Angel Research



Exhibit 8: One-year forward PE band



Source: Company

Company background: Cadila Healthcare's operations range across API, formulations, animal health products and cosmeceuticals. The group has global operations spread across USA, Europe, Japan, Brazil, South Africa and 25 other emerging markets. Having already achieved the US\$1bn sales mark in 2011, the company aims to be a research-driven pharmaceutical company by 2020.

Exhibit 9: Recommendation Summary

Company	Reco	CMP	Tgt. price	Upside		FY2018E		FY16-18E	FY20	18E
		(₹)	(₹)	%	PE (x)	EV/Sales (x)	EV/EBITDA (x)	CAGR in EPS (%)	RoCE (%)	RoE (%)
Alembic Pharma	Neutral	656	-	-	21.6	2.9	13.4	(10.8)	27.5	25.3
Aurobindo Pharma	Accumulate	727	877	20.7	15.4	2.5	10.7	18.1	22.5	26.1
Cadila Healthcare	Neutral	390	-	-	20.4	3.1	14.3	13.4	22.7	25.7
Cipla	Neutral	545	-	-	20.0	2.5	13.8	20.4	13.5	15.2
Dr Reddy's	Neutral	3,077	-	-	21.5	2.8	12.4	1.7	16.2	15.9
Dishman Pharma	Neutral	227	-	-	20.1	2.3	9.9	3.1	10.3	10.9
GSK Pharma	Neutral	2,775	-	-	46.7	6.0	42.1	15.9	33.7	30.6
Indoco Remedies	Neutral	276	-	-	17.7	2.1	11.3	31.5	19.1	19.2
Ipca labs	Accumulate	583	613	5.1	29.6	2.0	13.4	36.5	8.8	9.4
Lupin	Виу	1,421	1,809	27.3	20.5	3.9	12.6	17.2	24.4	20.9
Sanofi India*	Neutral	4,276	-	-	25.3	3.4	18.2	21.2	24.9	28.4
Sun Pharma	Виу	653	944	44.6	19.9	3.9	12.6	22.0	33.1	18.9

Source: Company, Angel Research; Note: *December year ending



Profit & Loss statement (Consolidated)

Y/E March (₹ cr)	FY2013	FY2014	FY2015	FY2016	FY2017E	FY2018E
Gross sales	6,285	7,208	8,658	9,660	10,626	12,550
Less: Excise duty	129	148	161	190	197	232
Net sales	6,155	7,060	8,497	9,469	10,429	12,318
Other operating income	203	164	154	368	368	368
Total operating income	6,358	7,224	8,651	9,838	10,797	12,686
% chg	20.8	13.6	19.8	13.7	9.8	17.5
Total expenditure	5,232	6,024	6,896	7,457	8,070	9,602
Net raw materials	2,320	2,714	3,197	3,277	3,650	4,434
Other mfg costs	387	443	534	595	699	774
Personnel	903	1,071	1,209	1,334	1,530	1,807
Other	1,622	1,796	2,107	2,252	2,190	2,587
EBITDA	923	1,036	1,601	2,012	2,360	2,715
% chg	1.4	12.3	54.6	25.6	21.9	15.1
(% of Net Sales)	15.0	14.7	18.8	21.2	22.6	22.0
Dep. & amortisation	183	201	287	302	393	439
EBIT	740	835	1,314	1,710	1,966	2,277
% chg	(1.7)	12.8	57.4	30.1	20.4	15.8
(% of Net Sales)	12.0	11.8	15.5	18.1	18.9	18.5
Interest & other charges	169	90	68	49	84	84
Other income	37	51	55	94	94	94
(% of PBT)	5	5	4	4	4	4
Recurring PBT	811	959	1,456	2,124	2,344	2,655
% chg	2.1	18.3	51.8	45.9	10.4	13.2
Extraordinary exp./(Inc.)	-	17	10	2	-	-
PBT (reported)	811	942	1,445	2,124	2,344	2,655
Tax	119.5	106.0	259.4	571.1	586.1	663.6
(% of PBT)	14.7	11.3	17.9	26.9	25.0	25.0
PAT (reported)	692	836	1,186	1,553	1,758	1,991
Less: Minority int. (MI)	36.4	32.6	35.5	30.0	30.0	30.0
PAT after MI (reported)	655	804	1,151	1,523	1,728	1,961
ADJ. PAT	655	819	1,159	1,524	1,728	1,961
% chg	0.8	25.0	41.5	31.5	13.4	13.5
(% of Net Sales)	10.6	11.4	13.5	16.1	16.6	15.9
Adj.Basic EPS (₹)	6.4	8.0	11.3	14.9	16.9	19.2
Adj. Fully Diluted EPS (₹)	6.4	8.0	11.3	14.9	16.9	19.2
% chg	0.8	25.0	41.5	31.5	13.4	13.5



Balance Sheet (Consolidated)

Y/E March (₹ cr)	FY2013	FY2014	FY2015	FY2016	FY2017E	FY2018E
SOURCES OF FUNDS						
Equity share capital	102	102	102	102	102	102
Reserves & Surplus	2,938	3,337	4,149	5,250	6,690	8,364
Shareholders funds	3,040	3,439	4,252	5,352	6,793	8,467
Minority interest	119	144	169	135	165	195
Total loans	2,681	2,265	2,334	2,107	2,107	2,107
Other Long Term Liabilities	47	55	43	61	45	46
Long Term Provisions	64	76	110	77	78	79
Deferred tax liability	100	96	59	88	121	122
Total liabilities	6,053	6,075	6,966	7,820	9,186	10,892
APPLICATION OF FUNDS						
Gross block	4,104	3,756	4,353	5,296	5,946	6,596
Less: Acc. depreciation	1,358	1,540	1,827	2,130	2,523	2,962
Net block	2,746	2,214	2,526	3,166	3,423	3,634
Capital Work-in-Progress	248	892	892	892	892	892
Goodwill	862	908	733	733	733	733
Investments	21	87	154	266	266	266
Long Term Loans and Adv.	411	495	637	756	663	730
Current assets	3,191	3,391	4,105	4,205	6,033	7,972
Cash	582	549	670	695	2,002	3,271
Loans & advances	279	341	334	335	336	337
Other	2,330	2,501	3,102	3,174	3,695	4,364
Current liabilities	1,426	1,912	2,081	2,196	2,824	3,335
Net Current assets	1,765	1,480	2,024	2,008	3,209	4,637
Mis. Exp. not written off	-	-	-	(1)	-	-
Total assets	6,053	6,075	6,966	7,820	9,186	10,892



Cash Flow Statement (Consolidated)

Y/E March (₹ cr)	FY2013	FY2014	FY2015	FY2016	FY2017E	FY2018E
Profit before tax	811	942	1,445	2,124	2,344	2,655
Depreciation	183	201	287	302	393	439
(Inc)/Dec in Working Cap.	(223)	168	(565)	(78)	141	(28)
Less: Other income	37	51	55	94	94	94
Direct taxes paid	119	106	259	571	586	664
Cash Flow from Operations	614	1,154	853	1,683	2,198	2,308
(Inc.)/Dec.in Fixed Assets	(860)	(296)	(597)	(943)	(650)	(650)
(Inc.)/Dec. in Investments	3	(65)	(68)	(112)	-	-
Other income	37	51	55	94	94	94
Cash Flow from Investing	(820)	(310)	(609)	(960)	(556)	(556)
Issue of Equity	-	-	-	-	-	-
Inc./(Dec.) in loans	382	(397)	91	(242)	(16)	2
Dividend Paid (Incl. Tax)	(175)	(216)	(287)	(287)	(287)	(287)
Others	115	(264)	74	(168)	(33)	(198)
Cash Flow from Financing	322	(877)	(122)	(697)	(335)	(483)
Inc./(Dec.) in Cash	116	(33)	121	25	1,307	1,269
Opening Cash balances	467	582	549	670	695	2,002
Closing Cash balances	582	549	670	695	2,002	3,271



Key Ratios

Y/E March	EV2012	EV201.4	EV201 <i>E</i>	EV2014	FY2017E	FY2018E
	F12013	F12014	F12015	F12016	FIZUITE	FIZUIOE
Valuation Ratio (x)	(1.0	40.0	245	07.0	00.1	20.4
P/E (on FDEPS)	61.0	48.8	34.5	26.2	23.1	20.4
P/CEPS	47.6	39.1	27.6	21.8	18.8	16.6
P/BV	13.1	11.6	9.4	7.5	5.9	4.7
Dividend yield (%)	1.9	1.9	1.9	1.9	1.9	1.9
EV/Sales	6.8	5.8	4.9	4.4	3.8	3.1
EV/EBITDA	45.8	39.8	25.6	20.2	16.7	14.0
EV / Total Assets	6.9	6.8	5.9	5.2	4.3	3.5
Per Share Data (₹)						
EPS (Basic)	6.4	8.0	11.3	14.9	16.9	19.2
EPS (fully diluted)	6.4	8.0	11.3	14.9	16.9	19.2
Cash EPS	8.2	10.0	14.2	17.9	20.8	23.5
DPS	7.5	7.5	7.5	7.5	7.5	7.5
Book Value	29.7	33.6	41.5	52.3	66.4	82.7
Dupont Analysis						
EBIT margin	12.0	11.8	15.5	18.1	18.9	18.5
Tax retention ratio	85.3	88.7	82.1	73.1	75.0	75.0
Asset turnover (x)	1.2	1.3	1.5	1.5	1.5	1.7
ROIC (Post-tax)	12.8	13.8	18.6	19.4	21.3	23.8
Cost of Debt (Post Tax)	5.8	3.2	2.4	1.6	3.0	3.0
Leverage (x)	0.7	0.6	0.4	0.3	0.1	0.0
Operating ROE	17.7	20.1	25.8	25.2	23.9	23.8
Returns (%)						
ROCE (Pre-tax)	13.2	13.8	20.2	23.1	23.1	22.7
Angel ROIC (Pre-tax)	19.5	20.6	31.3	33.6	35.6	39.4
ROE	23.3	25.3	30.1	31.7	28.5	25.7
Turnover ratios (x)						
Asset Turnover (Gross Block)	1.8	1.8	2.1	2.0	2.0	2.0
Inventory / Sales (days)	66	69	61	56	73	83
Receivables (days)	54	57	57	45	59	67
Payables (days)	42	55	46	45	57	53
WC (ex-cash) (days)	66	53	48	49	43	37
Solvency ratios (x)						
Net debt to equity	0.7	0.5	0.4	0.3	0.0	(0.1)
Net debt to EBITDA	2.3	1.7	1.0	0.7	0.0	(0.4)
Interest Coverage (EBIT / Int.)	4.4	9.3	19.4	35.2	24.4	27.0



Research Team Tel: 022 - 39357800 E-mail: research@angelbroking.com Website: www.angelbroking.com

DISCLAIMER

Angel Broking Private Limited (hereinafter referred to as "Angel") is a registered Member of National Stock Exchange of India Limited, Bombay Stock Exchange Limited and Metropolitan Stock Exchange Limited. It is also registered as a Depository Participant with CDSL and Portfolio Manager with SEBI. It also has registration with AMFI as a Mutual Fund Distributor. Angel Broking Private Limited is a registered entity with SEBI for Research Analyst in terms of SEBI (Research Analyst) Regulations, 2014 vide registration number INH000000164. Angel or its associates has not been debarred/ suspended by SEBI or any other regulatory authority for accessing /dealing in securities Market. Angel or its associates/analyst has not received any compensation / managed or co-managed public offering of securities of the company covered by Analyst during the past twelve months.

This document is solely for the personal information of the recipient, and must not be singularly used as the basis of any investment decision. Nothing in this document should be construed as investment or financial advice. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation of an investment in the securities of the companies referred to in this document (including the merits and risks involved), and should consult their own advisors to determine the merits and risks of such an investment.

Reports based on technical and derivative analysis center on studying charts of a stock's price movement, outstanding positions and trading volume, as opposed to focusing on a company's fundamentals and, as such, may not match with a report on a company's fundamentals. Investors are advised to refer the Fundamental and Technical Research Reports available on our website to evaluate the contrary view, if any.

The information in this document has been printed on the basis of publicly available information, internal data and other reliable sources believed to be true, but we do not represent that it is accurate or complete and it should not be relied on as such, as this document is for general guidance only. Angel Broking Pvt. Limited or any of its affiliates/ group companies 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. Angel Broking Pvt. Limited has not independently verified all the information contained within this document. Accordingly, we cannot testify, nor make any representation or warranty, express or implied, to the accuracy, contents or data contained within this document. While Angel Broking Pvt. Limited endeavors to update on a reasonable basis the information discussed in this material, there may be regulatory, compliance, or other reasons that prevent us from doing so.

This document is being supplied to you solely for your information, and its contents, information or data may not be reproduced, redistributed or passed on, directly or indirectly.

Neither Angel Broking Pvt. Limited, nor its directors, employees or affiliates shall be liable for any loss or damage that may arise from or in connection with the use of this information.

Disclosure of Interest Statement	Cadila Healthcare		
1. Financial interest of research analyst or Angel or his Associate or his relative	No		
2. Ownership of 1% or more of the stock by research analyst or Angel or associates or relatives	No		
3. Served as an officer, director or employee of the company covered under Research	No		
4. Broking relationship with company covered under Research	No		

Ratings (Based on expected returns Buy (> 15%) Accumulate (5% to 15%) Neutral (-5 to 5%) over 12 months investment period): Reduce (-5% to -15%) Sell (< -15)

November 7, 2016