

Estimate change



TP change



Rating change


CMP: INR5,123
TP: INR5,670 (+11%)
Buy

Structural theme remains on track

Upward revisions on guidance front to continue

- L&T Technology Services (LTTS) reported 6% QoQ CC growth in 2QFY22, above our estimate of 5% QoQ CC, led by a broad-based performance across verticals. Operating leverage led to EBIT margin improvement of 110bp QoQ to 18.4% (above our estimate of 16.8%), despite strong employee additions (+6% QoQ) and lower utilization (-110bps). It reported better-than-expected attrition of 16.5% (+200bps QoQ).
- The 350bps increase in the FY22E USD revenue growth guidance to 19–20% (v/s 15–17% in 1Q) came as a welcome surprise. While we were anticipating a raise, the quantum has surpassed our estimate of 19% and indicates a robust demand environment for engineering and R&D (ER&D) services.
- Moreover, the management commentary of continued strength in end demand suggests growth could significantly exceed the upper end of the revised guidance. We continue to see LTTS as a beneficiary of the growing penetration of ER&D services and the best Tier II IT services play within our coverage. We bake in 21.2% revenue growth for FY22E and expect the company to continue to revise its guidance upwards over 2HFY22. LTTS should continue to deliver 20%+ USD growth in FY23 as well.
- The 2Q EBIT margin performance was also stronger than expected, as the company reported all-time-high profitability despite rising supply-side pressures. With the management's plan to onboard 2,000 freshers in 2H (in addition to 1,200 in 1H), the total employee strength should increase 22% YoY. This should further limit any tailwinds from growth and higher profitability in the low-margin Telecom and Hi-Tech vertical. We expect margins to remain range-bound at current levels in FY22. Given the low base of FY21, the FY22 EBIT margin should improve 380bp over FY21–23E.
- We see LTTS as a key beneficiary of the growing tech adoption in ER&D – it should grow ~2x IT Services over FY18–23E. Moreover, with Digital at 55% of revenue, it should benefit from the ~18% growth in Digital ER&D spending over this period. We build in a 22%/39% USD revenue / EPS CAGR over FY21–23E. We value the stock at 47x FY23E EPS and **maintain a BUY rating**.

Strong operational beat and guidance upgrade

- 2QFY22 USD revenue grew 22% YoY (v/s est. 21%), operating profit rose 64.6% YoY (v/s est. 49%), and PAT increased 39% YoY (v/s est. 35% YoY).
- 1HFY22 USD revenue / INR EBIT / INR PAT grew 21%/66%/58% YoY.
- Revenue at USD217.4m in 2Q was up 5.7% QoQ (v/s est. 4.7% QoQ); in constant-currency terms, it was up 6% QoQ and 22.3% YoY.
- During the quarter, LTTS won five deals with TCV of USD10m+, including two USD25m+ deals.
- Revenues from Digital and leading-edge technologies stood at 55% in 2Q.
- Growth at 8.8% QoQ was driven by the Top 10 clients; the Top 11–20 clients were relatively soft and grew 1.8% QoQ.
- Medical Devices, Industrial Products, and Transportation spearheaded the sequential growth of 10.2%, 8.4%, and 6.4% QoQ, respectively. On the other hand, Telecom and Hi-Tech was relatively soft with growth of 1.4% QoQ.

	LTTS IN
Equity Shares (m)	106
M.Cap.(INRb)/(USDb)	538.9 / 7.2
52-Week Range (INR)	5469 / 1602
1, 6, 12 Rel. Per (%)	8/62/140
12M Avg Val (INR M)	1126

Financials & Valuations (INR b)

Y/E Mar	2021	2022E	2023E
Sales	54.5	66.5	82.1
EBIT Margin (%)	14.5	18.3	18.7
PAT	6.6	9.9	12.8
EPS (INR)	62.8	93.5	120.7
EPS Gr. (%)	(19.0)	48.8	29.1
BV/Sh. (INR)	330.8	385.4	455.8
Ratios			
RoE (%)	21.2	26.2	28.8
RoCE (%)	16.2	20.8	22.3
Payout (%)	35.0	35.0	35.0
Valuations			
P/E (x)	81.7	54.9	42.5
P/BV (x)	15.5	13.3	11.3
EV/EBITDA (x)	51.6	35.9	28.3
Div Yield (%)	0.4	0.6	0.8

Shareholding pattern (%)

As On	Sep-21	Jun-21	Sep-20
Promoter	74.2	74.2	74.4
DII	6.1	6.7	5.8
FII	9.5	8.9	8.0
Others	10.2	10.2	11.8

FII Includes depository receipts

- The FY22 USD revenue growth guidance was revised up to 19–20% (from 15–17%).
- The EBIT margin improved 110bp QoQ to 18.4% (160bp above estimates) for 2QFY22.
- Margin improvement was seen despite the wage hike impact, offset by operational efficiencies.
- PAT came in at INR2.3b (+6.4% QoQ and 3% ahead of our estimate) on strong operational performance, partially offset by lower other income.
- The total employee strength stood at 17,983, with 1,010 employee net additions. Attrition spiked 200bps sequentially to 16.5%.
- For 1HFY22, FCF stood at INR4.23b, implying FCF/PAT of 95%.

Key highlights from management commentary

- In terms of verticals, **Transportation** would see continued growth momentum across sub-segments. Within **Plant Engineering**, a good set of opportunities would drive growth in the coming quarters. **Industrial Products** would be one of the fastest growing verticals this fiscal. **Telecom and Hi-Tech** was relatively soft, impacted by project delays in the Media sub-vertical. The management expects growth traction to improve in the coming quarters. The **Medical Devices** segment has a good pipeline that would help drive continued traction.
- The management has raised the revenue guidance to 19–20% YoY (v/s 15–17% earlier) for FY22.
- The company is seeing positive response from clients on CY22 budgets. However, there are concerns related to supply chain issues, labor shortages, and cost inflation.
- 3Q has some seasonal headwinds from furloughs, but the management expects broad-based growth to continue. Higher-than-normal furloughs, if any, would be customer-specific and not broad-based.
- The management has highlighted its long-term margin outlook of 18% by FY25. While the current margin performance is trending higher than 18%, the management sees certain headwinds from 1) the gradual increase in travel costs and facility expenses, 2) supply-side challenges and wage hikes, and 3) inorganic investments. Tailwinds to margins include a) revenue growth and the quality of the revenues, b) economies of scale, and c) productivity improvement. Within segments, there is further scope for margin improvement in the Telecom and Hi-Tech vertical.

Valuation and view – industry-leading growth and operational metrics

- Digitization is driving accelerated spends in ER&D, and LTTS should benefit from this owing to its 1) strong capabilities, 2) multi-vertical presence, and 3) solid wallet share. We expect LTTS to deliver strong revenue growth over the coming years, and we retain it as our top pick in the Midcap IT Services space.
- The management has a strong medium-term outlook, implying growth momentum of ~20% over FY21–25E. We see this as an indication that there could also be a potential upside risk to its aspiration of USD1.5b in revenues by FY25.
- After a sharp dip in margins in FY21, LTTS has managed to clock all-time high margins. We expect this to sustain within a narrow band.
- Our TP of INR5,670 per share implies 47x FY23E EPS. We anticipate improved industry spends v/s the previous five years. We **maintain a BUY rating**.

Quarterly performance

(INR m)

Y/E March	FY21				FY22E				FY21	FY22E	Est. 2QFY22	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE				
Revenue (USD m)	171	178	190	198	206	217	228	242	737	893	215	0.9
QoQ (%)	-12.5	4.1	6.8	3.9	4.2	5.7	4.9	6.1	-6.3	21.2	4.7	95bp
Revenue (INR m)	12,947	13,138	14,007	14,405	15,184	16,077	17,102	18,143	54,497	66,507	15,965	0.7
YoY (%)	-3.9	-6.3	-1.6	-0.4	17.3	22.4	22.1	26.0	-3.0	22.0	21.5	85bp
GPM (%)	26.8	30.1	30.8	32.3	33.4	33.3	33.9	34.0	30.1	33.7	32.7	58bp
SGA (%)	10.9	12.4	11.1	11.9	12.4	11.6	12.0	12.0	11.6	12.0	12.3	-74bp
EBITDA	2,059	2,328	2,756	2,931	3,177	3,493	3,745	3,989	10,074	14,405	3,257	7.3
EBITDA Margin (%)	15.9	17.7	19.7	20.3	20.9	21.7	21.9	22.0	18.5	21.7	20.4	133bp
EBIT	1,567	1,801	2,132	2,391	2,623	2,964	3,181	3,409	7,891	12,177	2,682	10.5
EBIT Margin (%)	12.1	13.7	15.2	16.6	17.3	18.4	18.6	18.8	14.5	18.3	16.8	164bp
Other income	30	457	374	221	334	180	359	381	1,082	1,254	335	-46.3
ETR (%)	26.0	26.4	25.4	25.2	26.6	26.6	26.0	26.0	25.7	26.3	26.0	59bp
PAT	1,173	1,655	1,861	1,945	2,162	2,300	2,618	2,802	6,634	9,882	2,231	3.1
QoQ (%)	-42.7	41.1	12.4	4.5	11.2	6.4	13.8	7.1			3.2	
YoY (%)	-42.4	-19.6	-8.8	-5.0	84.3	39.0	40.7	44.1	-19.0	49.0	34.8	
EPS (INR)	11.1	15.7	17.6	18.4	20.4	21.8	24.8	26.5	62.8	93.5	21.1	3.2

Key perfor. indicators

Y/E March	FY21				FY22E				FY21	FY22E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Revenue (QoQ CC %)	-12.7	2.9	6.6	3.8	4.3	6.0				
Margins (%)										
Gross Margin	26.8	30.1	30.8	32.3	33.4	33.3	33.9	34.0	30.1	33.7
EBIT Margin	12.1	13.7	15.2	16.6	17.3	18.4	18.6	18.8	14.5	18.3
Net Margin	9.1	12.6	13.3	13.5	14.2	14.3	15.3	15.4	12.2	14.9
Operating metrics										
Headcount	16,641	15,902	16,069	16,452	16,972	17,983			16,452	
Attrition (%)	11.4	10.8	10.7	12.2	14.5	16.5			12.2	
Utilization (incl. trainees)	70.9	75.4	77.5	78.9	79.2	78.1			75.7	
Key Verticals (YoY %)										
Transportation	-20.4	-19.0	-19.0	-11.7	19.1	21.7			-17.5	
Industrial Products	-12.7	-9.5	-4.1	-1.5	20.9	25.3			-7.0	
Telecom & Hi-tech	-11.4	-6.5	18.1	19.5	18.1	20.4			3.9	
Key Geographies (YoY %)										
North America	-11.4	-12.4	-4.6	1.6	22.5	28.0			-6.7	
Europe	-9.5	0.0	8.9	1.1	26.3	27.5			0.0	



Key highlights from management commentary

Demand and industry outlook

- LTTTS won nine deals, of which five were USD10m+ and two were USD25m+.
- In terms of verticals, **Transportation** demand is strong across the three sub-segments (Auto, Trucks, and Off-Highway Equipment). 2Q saw one large deal of USD25m+ in the Auto vertical. The deal pipeline for Auto is steadily improving. For overall Transportation, the management sees continued momentum in growth across sub-segments. Within **Plant Engineering**, growth was led by O&G and FMCG, followed by the Chemicals sub-segment. There are a good set of opportunities in the verticals, which would drive growth in the coming quarters. **Industrial Products** saw good growth from all three sub-segments (Electric, Machinery, and Building Automation). The management expects this to be one of the fastest growing verticals this fiscal. **Telecom and Hi-Tech** was relatively soft, impacted by project delays in the Media sub-vertical. The company won a USD25m+ deal in the Media vertical in 2QFY22. The management expects growth traction to improve in the coming quarters. **Medical Devices** crossed

USD100m+ in revenue run-rate. The company has a good pipeline that would help drive continued traction.

- On the back of strong performances from the US and Europe and recovery in India and RoW, the management expects growth to be broad-based and has raised the revenue guidance to 19–20% YoY for FY22 (v/s 15–17% earlier).
- The company is seeing positive response from clients on CY22 budgets. However, there are concerns regarding supply chain issues, labor shortages, and cost inflation.
- 3Q has some seasonal headwinds from furloughs, but the management expects broad-based growth to continue. Higher-than-normal furloughs, if any, would be customer-specific and not broad-based.

Margin performance

- EBIT margins for the quarter were at all-time highs of 18.4% – this was the 5th consecutive quarter of improvement.
- Operational efficiency measures, including productivity improvement and cost optimization, helped absorb the impact of wage hikes. Scale benefits realized from account-mining-driven growth led to better margins. Moreover, favorable depreciation and amortization as a percentage of revenue aided the operating margin.
- The management has highlighted its long-term margin outlook of 18% by FY25. While the current margin performance is trending higher than 18%. However, the management sees certain headwinds from 1) the gradual increase in travel costs and facility expenses, 2) supply-side challenges and wage hikes, and 3) inorganic investments. Tailwinds to margins include a) revenue growth and the quality of the revenues, b) economies of scale, and c) productivity improvement. Within segments, there is further scope for margin improvement in the Telecom and Hi-Tech vertical.

Other highlights

- Other income during the quarter came in lower due to the reversal of accrued income from SEIS – in accordance with revised government guidelines. SEIS' incentives have now been capped at INR50m and would no longer be material for LTTS.
- DSO for the quarter was flat QoQ at 85 days, while unbilled days improved to 15 days (v/s 27 days in 1Q). Total DSO (including unbilled) stood at 100, still higher than the management's comfort range of below 95 days. The management expects a further reduction in DSO.
- The headcount has increased by 1,011 people. The company hired ~1.2k freshers in 1HFY22 and plans to hire ~2k freshers in 2HFY22 (largely during 3Q).
- The company is open to larger acquisitions in the range of USD50–75m v/s USD20–25m earlier.

Exhibit 1: Robust growth within geographies, but ROW continues to decline

Geographies	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
North America	62.9	6.7	28.0
Europe	16.7	5.1	27.5
India	13.0	6.5	16.7
RoW	7.4	(2.2)	(13.1)

Source: Company, MOFSL

Exhibit 2: Broad-based growth across verticals, but Telecom and Hi-Tech relatively soft

Verticals	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
Transportation	31.4	6.4	21.7
Industrial Products	20.0	8.4	25.3
Telecom and Hi-Tech	21.1	1.4	20.4
Plant Engineering	15.3	4.3	29.8
Medical Devices	12.2	10.2	12.9

Source: MOFSL, Company

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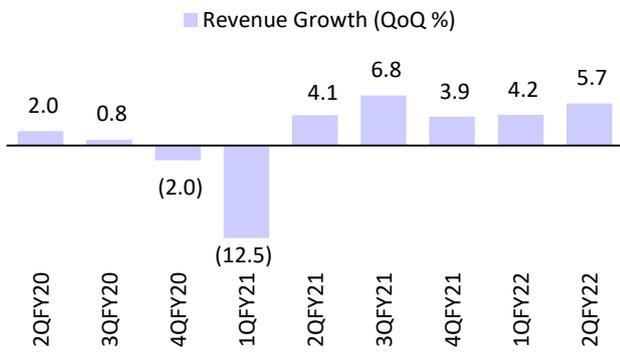
Exhibit 3: Revisions to our estimates

	Revised		Earlier		Change	
	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
INR/USD	74.4	75.0	74.1	75.6	0.5%	-0.8%
USD Revenue – m	893	1,095	876	1,058	1.9%	3.5%
Growth (%)	21.2	22.6	18.9	20.7	230bps	180bps
EBIT margin (%)	18.3	18.7	17.4	18.5	90bps	20bps
PAT (INR m)	9,882	12,753	9,364	12,214	5.5%	4.4%
EPS	93.5	120.7	88.5	115.5	5.6%	4.5%

Source: MOFSL

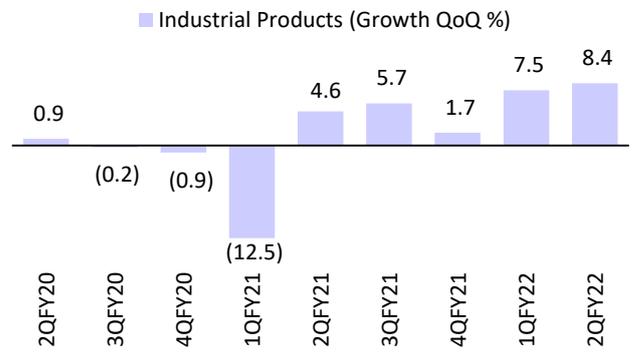
Story in charts

Exhibit 4: LTTS reports strong sequential growth...



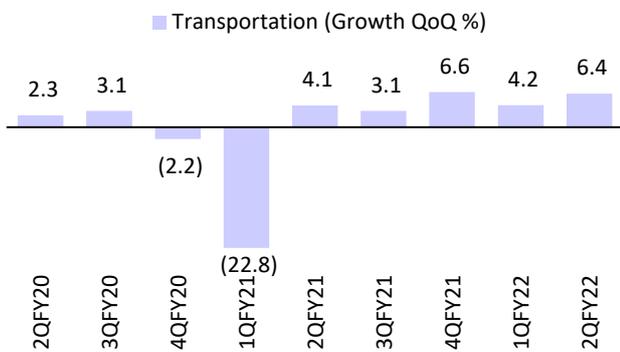
Source: Company, MOFSL

Exhibit 5: ...on robust growth in Industrial Products...



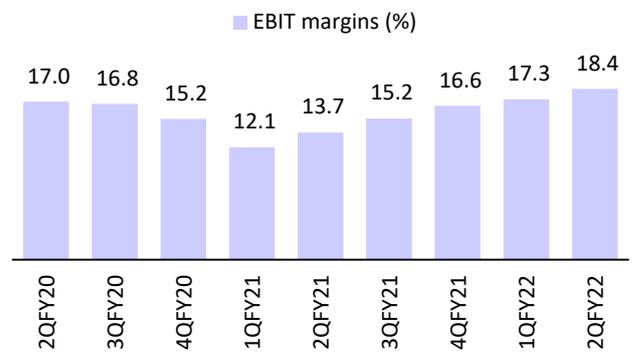
Source: Company, MOFSL

Exhibit 6: ...and Transportation



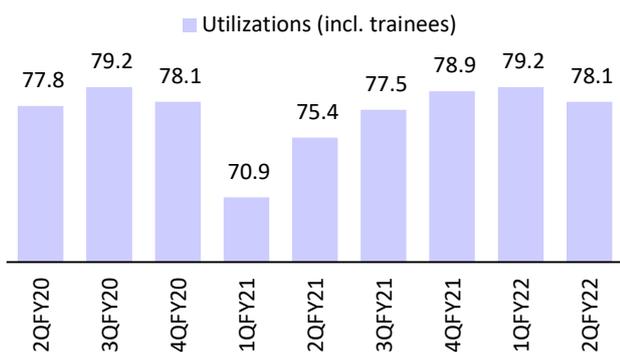
Source: Company, MOFSL

Exhibit 7: Margins expand 120bps QoQ / 470bps YoY



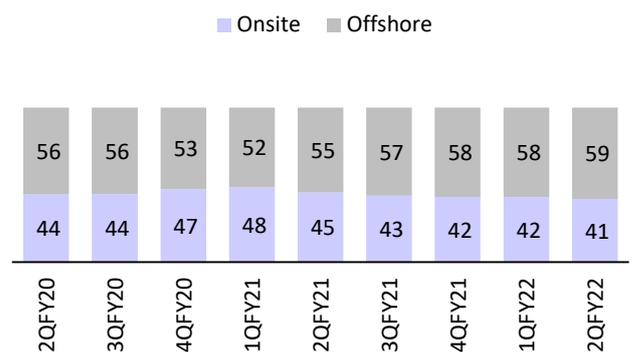
Source: Company, MOFSL

Exhibit 8: Utilization dips marginally



Source: Company, MOFSL

Exhibit 9: Offshoring improves in 2QFY22



Source: Company, MOFSL

Operating metrics

Exhibit 10: Operating metrics

	2QFY20	3QFY20	4QFY20	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22
Revenue by Verticals (%)									
Transportation	35.0	35.8	35.7	31.5	31.5	30.4	31.2	31.2	31.4
Industrial Products	19.4	19.2	19.4	19.4	19.5	19.3	18.9	19.5	20.0
Telecom & Hi-Tech	20.6	18.5	18.7	22.4	21.4	22.9	22.1	22.0	21.1
Plant Engineering	16.2	17.2	16.0	13.8	14.4	14.7	15.5	15.5	15.3
Medical Devices	8.8	9.4	10.3	12.8	13.2	12.7	12.3	11.7	12.2
Revenue by Geographies (%)									
North America	61.7	61.2	61.2	61.2	60.0	61.2	61.5	62.3	62.9
Europe	14.4	14.1	16.7	16.0	16.0	16.1	16.7	16.8	16.7
India	13.1	13.2	12.8	13.0	13.6	13.9	13.1	12.9	13.0
RoW	10.8	11.5	9.3	9.8	10.4	8.8	8.7	8.0	7.4
Client Metrics									
Top 5 Clients	22.9	21.1	19.2	17.8	17.0	16.3	16.1	16.4	17.0
Top 10 Clients	35.7	33.9	31.8	29.7	28.3	27.3	26.9	27.4	28.2
Top 20 Clients	51.3	49.8	48.5	46.8	44.9	44.0	43.8	43.9	44.1
Million \$ clients									
30 Million \$ +	3	3	2	1	1	1	-	-	1
20 Million \$ +	7	7	8	4	5	4	3	5	6
10 Million \$ +	17	20	21	22	20	18	20	20	21
5 Million \$ +	42	43	43	43	44	41	39	43	45
1 Million \$ +	106	107	113	113	116	118	122	122	125
Employee Metrics									
Billable	15,614	15,604	15,667	15,481	14,778	14,975	15,335	15,896	16,875
Sales & Support	1,175	1,183	1,216	1,160	1,124	1,094	1,117	1,076	1,108
Total Employees	16,789	16,787	16,883	16,641	15,902	16,069	16,452	16,972	17,983
Attrition (%)	13.4	13.9	13.8	11.4	10.8	10.7	12.2	14.5	16.5
Utilization (incl. trainees)	77.8	79.2	78.1	70.9	75.4	77.5	78.9	79.2	78.1

Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement

	(INR m)					
Y/E March	FY18	FY19	FY20	FY21	FY22E	FY23E
Total Income from Operations	37,471	50,783	56,192	54,497	66,507	82,108
Change (%)	15.4	35.5	10.7	-3.0	22.0	23.5
Employees Cost	24,600	31,440	32,747	33,550	37,763	46,055
Other Expenses	7,060	10,185	12,340	10,873	14,339	17,982
Total Expenditure	31,660	41,625	45,087	44,423	52,102	64,036
% of Sales	84.5	82.0	80.2	81.5	78.3	78.0
EBITDA	5,811	9,158	11,105	10,074	14,405	18,072
Margin (%)	15.5	18.0	19.8	18.5	21.7	22.0
Depreciation	888	1,053	1,829	2,183	2,228	2,710
EBIT	4,923	8,105	9,276	7,891	12,177	15,362
Other Income	1,910	2,210	1,727	1,082	1,254	1,888
PBT	6,833	10,315	11,003	8,973	13,431	17,250
Total Tax	1,712	2,630	2,779	2,307	3,529	4,485
Tax Rate (%)	25.1	25.5	25.3	25.7	26.3	26.0
Reported PAT	5,121	7,685	8,224	6,666	9,902	12,765
Change (%)	20.5	50.1	7.0	-18.9	48.5	28.9
Margin (%)	13.7	15.1	14.6	12.2	14.9	15.5
Minority Interest	-6	-28	-38	-32	-20	-12
PAT to shareholders	5,115	7,657	8,186	6,634	9,882	12,753

Consolidated - Balance Sheet

	(INR m)					
Y/E March	FY18	FY19	FY20	FY21	FY22E	FY23E
Equity Share Capital	205	208	209	210	210	210
Total Reserves	19,159	24,583	27,477	34,521	40,253	47,650
Net Worth	19,364	24,791	27,686	34,731	40,463	47,860
Minority Interest	3	31	69	101	121	133
Borrowings	702	702	303	0	0	0
Other Long term liabilities	47	194	4,890	4,915	5,998	7,405
Capital Employed	20,116	25,718	32,948	39,747	46,582	55,398
Net Fixed Assets	2,173	2,435	6,275	6,997	5,692	4,121
Goodwill	4,921	5,365	5,460	5,827	5,827	5,827
Capital WIP	1	0	87	119	119	119
Other Assets	1,349	2,123	2,109	2,760	3,323	3,717
Curr. Assets, Loans&Adv.	18,607	23,715	29,102	35,026	42,756	53,324
Account Receivables	9,623	10,643	13,807	12,346	14,577	17,996
Cash and Bank Balance	1,541	2,048	2,179	1,751	3,974	7,616
Current Investments	2,208	5,752	6,370	15,725	18,225	20,725
Other Current Assets	5,235	5,272	6,746	5,204	5,979	6,987
Curr. Liability & Prov.	6,935	7,920	10,085	10,982	11,135	11,710
Account Payables	1,807	1,879	1,975	2,352	2,505	3,080
Other Current Liabilities	3,922	4,700	6,456	7,046	7,046	7,046
Provisions	1,206	1,341	1,654	1,584	1,584	1,584
Net Current Assets	11,672	15,795	19,017	24,044	31,621	41,614
Appl. of Funds	20,116	25,718	32,948	39,747	46,582	55,398

Financials and valuations

Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22E	FY23E
Basic EPS (INR)	48.1	72.6	77.5	62.8	93.5	120.7
Cash EPS	56.6	82.6	94.9	83.5	114.6	146.3
BV/Share	188.9	238.4	264.9	330.8	385.4	455.8
DPS	15.6	21.0	21.0	22.0	32.7	42.2
Payout (%)	32.4	28.9	27.1	35.0	35.0	35.0
Valuation (x)						
P/E	106.7	70.6	66.2	81.7	54.9	42.5
Cash P/E	90.7	62.1	54.1	61.4	44.8	35.1
P/BV	27.2	21.5	19.4	15.5	13.3	11.3
EV/Sales	14.0	10.3	9.4	9.5	7.8	6.2
EV/EBITDA	90.3	57.1	47.4	51.6	35.9	28.3
Dividend Yield (%)	0.3	0.4	0.4	0.4	0.6	0.8
Return Ratios (%)						
RoE	29.6	34.7	31.1	21.2	26.2	28.8
RoCE	21.5	27.2	24.0	16.2	20.8	22.3

Consolidated - Cash Flow Statement

Y/E March	FY18	FY19	FY20	FY21	FY22E	FY23E
OP/(Loss) before Tax	6,778	10,314	11,002	8,973	13,431	17,250
Depreciation	888	1,042	1,829	2,183	2,228	2,710
Interest & Finance Charges	24	19	365	455	0	0
Direct Taxes Paid	-1,721	-2,808	-2,119	-2,523	-3,529	-4,485
(Inc)/Dec in WC	-1,701	-739	-4,287	4,245	-2,334	-2,838
Others	-132	234	-409	-60	0	0
CF from Operations	4,136	8,062	6,381	13,273	9,796	12,637
(Inc)/Dec in FA	-851	-885	-1,511	-756	-923	-1,139
Free Cash Flow	3,285	7,177	4,870	12,517	8,874	11,498
(Pur)/Sale of Investments	-1,231	-4,389	-1,039	-9,653	-2,500	-2,500
Others	78	181	328	355	0	0
CF from Investments	-2,004	-5,093	-2,222	-10,054	-3,423	-3,639
Issue of Shares	2	3	1	1	0	0
Inc/(Dec) in Debt	-317	2	-1,028	-995	0	0
Interest Paid	-25	-19	-365	-455	0	0
Dividend Paid	-983	-2,440	-2,636	-2,198	-4,150	-5,356
CF from Fin. Activity	-1,323	-2,454	-4,028	-3,647	-4,150	-5,356
Inc/Dec of Cash	809	515	131	-428	2,223	3,641
Forex Adjustment	60	-8	0	0	0	0
Opening Balance	672	1,541	2,048	2,179	1,751	3,974
Closing Balance	1,541	2,048	2,179	1,751	3,974	7,616

NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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