Amara Raja

Estimate changes	↔
TP change	↔
Rating change	↔

Bloomberg	ARE&M IN
Equity Shares (m)	171
M.Cap.(INRb)/(USDb)	105.5 / 1.3
52-Week Range (INR)	709 / 509
1, 6, 12 Rel. Per (%)	0/-2/15
12M Avg Val (INR M)	587

Financials & Valuations (INR b)

Y/E March	2023	2024E	2025E
Sales	103.9	112.0	123.1
EBITDA	13.6	15.1	17.0
Adj. PAT	7.3	8.3	9.2
EPS (INR)	42.7	48.7	53.7
EPS Gr. (%)	42.7	14.1	10.3
BV/Sh. (INR)	310	344	383
Ratios			
RoE (%)	14.8	14.9	14.8
RoCE (%)	14.9	14.9	14.9
Payout (%)	15.0	30.8	27.9
Valuations			
P/E (x)	14.5	12.7	11.5
P/BV (x)	2.0	1.8	1.6
Div. Yield (%)	1.0	2.4	2.4
FCF yield (%)	4.5	7.9	6.4

Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	28.1	28.1	28.1
DII	16.8	10.5	10.0
FII	24.6	35.2	18.5
Others	30.5	26.3	43.5

FII Includes depository receipts

CMP: INR618 TP: INR660 (+7%) Neutral

In-line performance despite certain one-time other expenses

New energy business contributed ~5% to revenue (vs. 4% in 1QFY24)

- 2QFY24 EBITDA grew ~7% YoY to INR3.9b (in line) despite weak product mix and certain one-time expenses during the quarter. EBITDA growth was driven by lower RM costs and better realizations. Management indicated recovery in all the segments, including exports, wherein aftermarket PV/2W is expected to grow 6-7%/12-13% YoY and industrials should grow 7-8%.
- We revise our FY24E by +4% to factor in for lower other expenses in the coming quarters, while we maintain our FY25E EPS. We reiterate our **Neutral** rating on the stock with a TP of INR660 (12x Sep'25E EPS).

Gross margin expansion offset by higher other expenses

- 2QFY24 revenue/EBITDA/adj. PAT grew 4%/7%/6% YoY to INR28.1b/ INR3.9b/INR2.1b (vs. est. INR28.1b/INR3.8b/INR2.1b). 1HFY24 revenue/EBITDA/adj. PAT increased 5%/19%/22% YoY.
- Revenue grew 4% YoY to INR28.1b (in line). Within auto, 4W/2W revenue grew ~7%/9% YoY, while revenue from inverters declined ~11% YoY. Overall industrials grew 8-9% YoY.
- Revenue from the new energy business for 2QFY24 stood at INR1.5b (INR2.4b for 1HFY24), contributing to ~5% of revenue (vs. ~4% in 1QFY24).
- Gross margin expanded 110bp YoY/270bp QoQ to 31.6% (vs. est. 29.2%).
- Better gross margin was partially offset by higher other expenses (including certain one-time expenses, +180bp QoQ/+50bps YoY) resulting in an EBITDA margin of 13.8% (+50bp YoY/+100bp QoQ vs. est. 13.3%). EBITDA rose 7% YoY to INR3.87b (in line).
- Further, higher 'other income' was diluted by a higher tax rate, eventually leading to 6% YoY adj. PAT growth to INR2.1b (in line).
- FCFF in 1HFY24 stood at INR6.2b (vs. INR4b in 1HFY23) led by better operating cashflow of INR7.5b (vs. INR6.7b in 1HFY23), and lower capex of INR1.3b (vs. INR2.6b in 1HFY23).
- The company declared an interim dividend of INR4.8 for FY24.
- The board further approved an investment of INR5b in the wholly owned subsidiary, Amara Raja Advanced Cell Technologies, for Li-ion battery manufacturing.
- Of the total INR4.4b loss recognized by the company due to a fire at its Chitoor facility in AP (happened in 4QFY23), it has so far recovered an ad hoc payment of INR1b and INR929m from the sale of scrap.

Highlights from the management commentary

- **FY24 demand outlook-** Expect 6-7% YoY growth in aftermarket 4W and 12-13% growth in aftermarket 2W. Seeing growth of 7-8% YoY in industrials. There is a certain uptick in the demand in the telecom segment because of the expansion.

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- **Revenue from LAB grew 6.4% YoY,** led by 4W/2W volume growth of ~7%/9% YoY and inverter batteries declined ~11% YoY, while a substantial portion was supplied through trading (~11% of revenue). For 4Ws, revenue for aftermarket grew 8% YoY, while OEM/exports grew 3-4%. 2W aftermarket grew 12-13% YoY, while OEM revenue grew 2-3% YoY.
- **New energy business-** Revenue has doubled on a YoY basis. The company reported revenue of INR2.4b in 1HFY24 and INR1.5b in 2QFY24. Currently, it is seeing margins in the range of 7-8%. Expect to sustain the margin in the pack business as the volume increases going forward.
- **Capex-** For new energy, there are three major projects- i) setting up research hub (near Hyderabad), ii) customer qualification plant, iii) First 2GW hour NMC line (operational by FY26). The initial outlay over the next two to three years is INR15b. The land acquisition has been successfully completed, and the construction has recently commenced. A capex of INR 5-6 billion is anticipated in the upcoming year for equipment purchase and various other activities. A similar amount is also expected to be incurred in FY26.

Valuation and view

- The stock trades at 12.7 x/11.5x FY24E/FY25E EPS. We reiterate our **Neutral** rating on the stock with a TP of INR660 (12x sep'25E EPS), as the expectation of better earnings growth balances out the increasing threat of lithium chemistry to the Auto and Industrial businesses.

Quarterly Performance **(INR M)**

Y/E March (INR m)	FY23				FY24E				FY23	FY24E	
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE
Net Sales	**26,200**	**26,995**	**26,372**	**24,292**	**27,699**	**28,108**	**28,482**	**27,744**	**1,03,859**	**1,12,034**	**28,614**
YoY Change (%)	38.9	19.2	11.5	11.4	5.7	4.1	8.0	14.2	19.4	7.9	6.0
RM Cost (% of sales)	73.4	69.5	66.6	67.0	71.1	68.4	69.0	68.9	69.2	69.4	70.8
Staff Cost (% of sales)	5.1	5.6	6.1	6.0	5.8	5.8	5.7	5.9	5.7	5.8	5.7
Other Exp (% of sales)	11.5	11.6	12.2	13.1	10.3	12.1	11.6	11.6	12.1	11.4	10.2
EBITDA	**2,609**	**3,602**	**3,969**	**3,373**	**3,535**	**3,870**	**3,902**	**3,784**	**13,552**	**15,091**	**3,806**
Margins (%)	10.0	13.3	15.0	13.9	12.8	13.8	13.7	13.6	13.0	13.5	13.3
Depreciation	963	1,019	1,145	1,145	1,111	1,148	1,155	1,163	4,272	4,577	1130
Interest	46	54	58	62	56	62	65	62	221	245	70
Other Income	170	237	261	226	216	275	220	229	893	940	200
PBT before EO expense	**1,770**	**2,765**	**3,026**	**2,392**	**2,584**	**2,935**	**2,902**	**2,789**	**9,952**	**11,209**	**2806**
Extra-Ord expense	0	0	0	477	0	0	0	0	477	0	0
PBT after EO	**1,770**	**2,765**	**3,026**	**1,915**	**2,584**	**2,935**	**2,902**	**2,789**	**9,476**	**11,209**	**2,806**
Tax	455	744	798	535	659	791	733	703	2,532	2,886	710
Tax Rate (%)	25.7	26.9	26.4	28.0	25.5	27.0	25.3	25.2	26.7	25.8	25.3
Adj PAT	**1,315**	**2,022**	**2,228**	**1,729**	**1,925**	**2,143**	**2,169**	**2,085**	**7,293**	**8,323**	**2,096**
YoY Change (%)	6.1	40.3	54.0	75.5	46.4	6.0	-2.6	20.6	42.7	14.1	3.7

E: MOFSL Estimates

Key takeaways from the management commentary

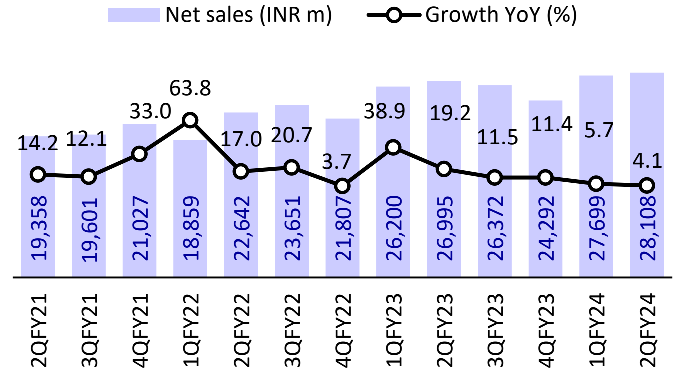
- **Outlook-** Expect 6-7% YoY growth in the aftermarket for 4W and a robust 12-13% growth in the aftermarket for 2W. Additionally, there is steady growth trend of 7-8% YoY in the industrials sector. Furthermore, there has been a noticeable uptick in demand within the telecom segment due to ongoing expansion efforts.
- **Revenue from LAB grew 6.4% YoY,** led by 4W/2W volume growth of ~7%/9% YoY and inverters batteries declining ~11% YoY, while substantial portion was supplied through trading (~11% of revenue).
  - **4W-** Revenue for the aftermarket grew 8% YoY, while OEM/exports grew 3-4%. Export activities experienced delays due to a name change, causing certain customs processes to be delayed. However, these issues are expected to be resolved in the coming quarters, leading to a resumption of regular export activities.
  - **2W-** Aftermarket grew 12-13% YoY, while OEM revenue grew 2-3% YoY
  - Exports are witnessing growth despite the reasonable base of 2QFY23.
- **New energy business-** Revenue has doubled on a YoY basis. The company reported revenue of INR2.4b in 1HFY24 and INR1.5b in 2QFY24.
  - The division witnessed healthy volume growth in both chargers and battery packs, being supplied to 3Ws and for other storage requirements.
  - Currently seeing margins in the range of 7-8%. Expects to sustain the margin in pack business as the volume increases going forward.
- **EBITDA margin improved 100bp QoQ,** led by better realizations and savings on RM cost**.**
  - However, other expenses during the quarter increased due to higher insurance premium, consultancy charges of INR100m for cost reduction processes, and provision toward warranty expenses.
  - No price hike was implemented in the last quarter in the aftermarket segment as RM remained stable in 2Q. Although there might be some negative impact due to the increase in lead prices and currency depreciation, the company has indicated that this impact will not be significant or material.
  - EBITDA margin of 15-16% is achievable even if lead prices stays around 175-180k/ton levels (vs 200k/ton now). Previous margins of 16-17% were employed to lead prices in the range of 135-150k.
- **Capex-** For new energy, there are three major projects- i) setting up a research hub (near Hyderabad), ii) customer qualification plant, iii) First 2GW hour NMC line (starting the commercial production some time in FY26).
  - The initial outlay over the next 2-3 years is INR15b. Land acquisition has been successfully concluded, and construction has recently commenced. The company plans to incur a capex of INR 5-6b in the next year for equipment purchase and various other activities. A similar expenditure is also expected in FY26.
  - LAB- Continue to have regular capex of INR1.5b and another INR2-3b for line expansions in the existing facilities.
- **Li-ion- It has laid out the plan for two major chemistries**- NMC and LFP. The company is currently engaged in in-house development efforts related to NMC, while also collaborating with external partners for the development of LFP.

- Plans to go for commercial production in FY26 with the first 2GWH line.
- NMC would be used in 2Ws/3Ws. These are reasonably fungible; LFP is expected to have a market share of ~60%, 30-35% for NMC, and the rest for others.

- **Recycling plant-** It is expected to commence production in the first phase. Overall capacity of the plant is planned in 2 phases of about 1.5L metric tons. The first phase is for 100k metric tons and is expected to commence in 1QFY25.
- This production output will be utilized for captive purposes within the company. The plant is projected to fulfill 25-30% of the total requirement, leading to significant cost savings ranging between 1-2%.
- **Completed acquisition of Amara Raja power system Ltd** (charger manufacturing unit). Also entered into tech development agreement for other range of chargers for 2W and 3W and storage applications. It will help increase local value addition.
- **Plastic business integration** started 10 months ago and is almost at its fag end, expected sometime in November, after which, the company will complete the integration of plastic component business.
- **Market share-** Last year, the company's market share stood at around 35-36% and the management expects it to remain the same this year as well.
- **Lubricant business-** The company is currently engaged in trading activities for 2Ws, 4Ws, trucks, and tractors. There are minimal capex planned for this segment.

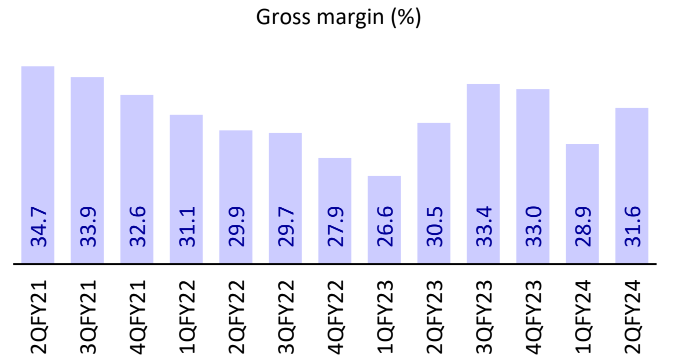
Key exhibits

Exhibit 1: Trend in revenue and growth



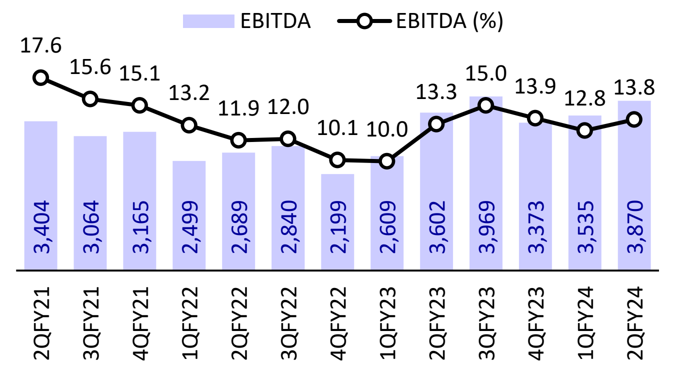
Source: Company, MOFSL

Exhibit 2: Gross margin impacted by RM cost inflation



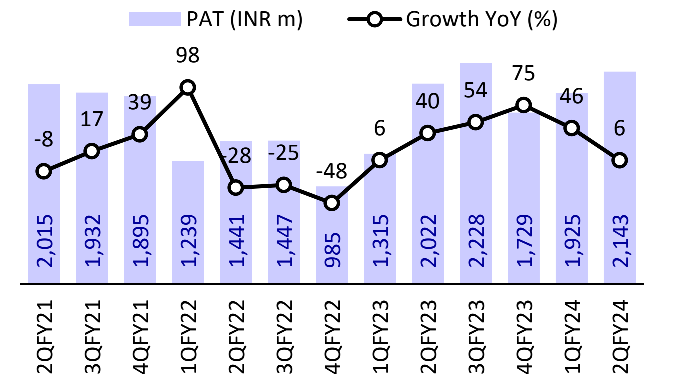
Source: Company, MOFSL

Exhibit 3: Trend in EBITDA and EBITDA margin



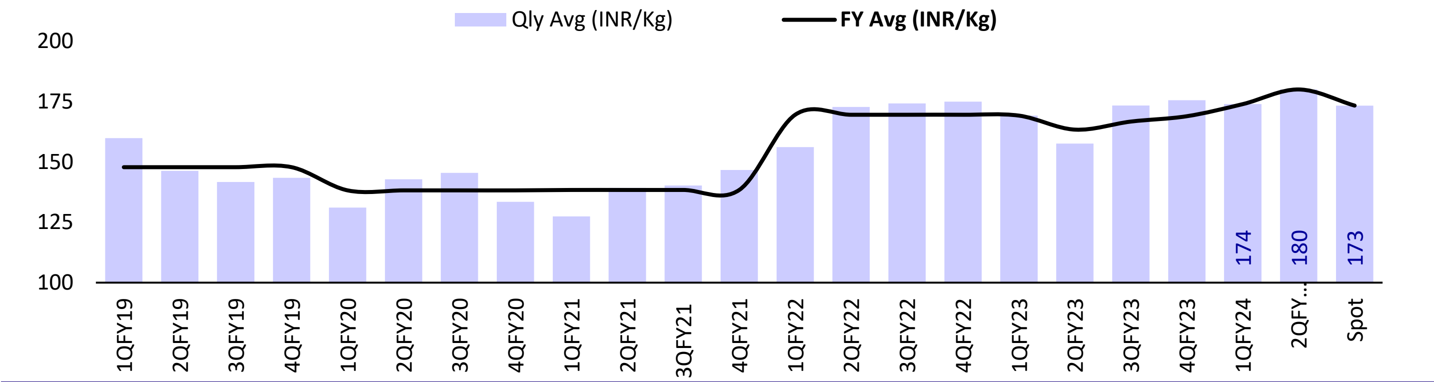
Source: Company, MOFSL

Exhibit 4: PAT and growth trend



Source: Company, MOFSL

Exhibit 5: Trend in spot lead prices (INR/kg)



Source: Bloomberg, MOFSL

Valuation and view

- **Industry structure remains a duopoly, but AMRJ strong in second position:** While the industry structure remains largely a duopoly, AMRJ has emerged as a formidable challenger to leader EXID, with market leadership in Telecom and UPS segments; and it is fast gaining share in the Auto sector. Over FY13-23, it clocked 13%/10% CAGRs in net sales/PAT, exceeding EXID's 9%/6%. This was driven by a combination of technological innovations (first to introduce maintenance-free, factory-charged, extended-warranty batteries), witty advertising, and a unique distribution model (franchisee-based), supported by operational efficiency-led competitive pricing.

- **Gearing up to lead:** AMRJ is gearing up to be a leader by undertaking new business opportunities in the battery space, mainly Home UPS, Solar, and Motive Power, and by expanding capacity and network, along with consolidation in existing areas. In the Telecom segment, the management expects to maintain its market share at current levels (~55%). In the Auto segment, the market share is expected to remain stable at 35-36%.
- **Li-ion technology poses risk to Auto and Industrial segments**: The declining cost of lithium batteries poses a threat to the Auto and the Industrial Batteries business. E-2Ws/e-3Ws do not require a lead acid battery as an auxiliary battery. This will in turn impact 15-20% of revenue of lead acid battery players. At USD100/KwHr, lithium can offer competition to a lead acid battery (LAB) in the Industrial segment – particularly Telecom, UPS, and other nascent but growth-driving businesses such as Motive Power and Solar. Any further development in this direction could lead to the de-rating of the P/E multiple (due to the decline in terminal growth).
- **Strategic initiatives to drive growth**: AMRJ is focusing on maximizing its core LAB business and foraying into the New Energy business (in the form of li-ion cells and battery packs, EV charging products, energy storage solutions, etc.). While the LAB business will go global, the New Energy business will focus on opportunities in India. Growth in LAB will recover strongly, and the delivery of a 13-15% CAGR over the next five years depends on the successful execution of its export strategy. Its entry into the New Energy business is a step in the right direction, but its success will depend on the technology partner, cost competitiveness, targeted segments, etc. For lithium cell manufacturing, it targets an 8-10GW capacity (requiring an investment of USD0.8-1b) to achieve global competitiveness. As the investment in the New Energy business will be spread over 5-10 years, it can fund the capex through free cash flows in the core business (average INR3-4b p.a.) as well as debt (currently net cash on the balance sheet).
- **Valuations fair, reiterate our Neutral rating:** We revise our FY24E by +4% to factor in for lower other expenses in the coming quarters, while we maintain our FY25E EPS. We expect value migration to organized players (such as EXID and AMRJ) from unorganized ones in the Replacement segment, driven by tax reforms, such as GST and lower corporate tax rates. With the exit of Johnson Controls, promoters are expected to play a pivotal role in its long-term strategy as well as technology sourcing. The stock trades at 12.7x/11.5x FY24E/FY25E EPS. We reiterate our **Neutral** rating with a TP of INR660 (12x Sep'25E EPS), as the expectation of better earnings growth balances out the increasing threat of lithium chemistry to the Auto and Industrial businesses.

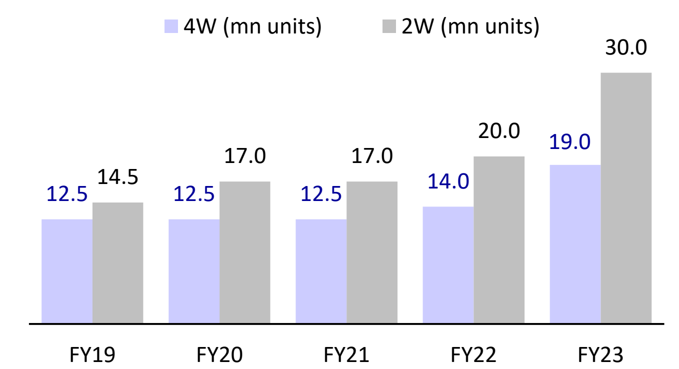
Exhibit 6: Revisions to our estimates

(INR M)	FY24E			FY25E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	1,12,034	1,12,554	-0.5	1,23,069	1,24,017	-0.8
EBITDA (%)	13.5	13.1	40bp	13.8	13.5	30bp
Net Profit	8,323	7,990	4.2	9,177	9,020	1.7
EPS (INR)	48.7	46.8	4.2	53.7	52.8	1.7

Source: MOFSL

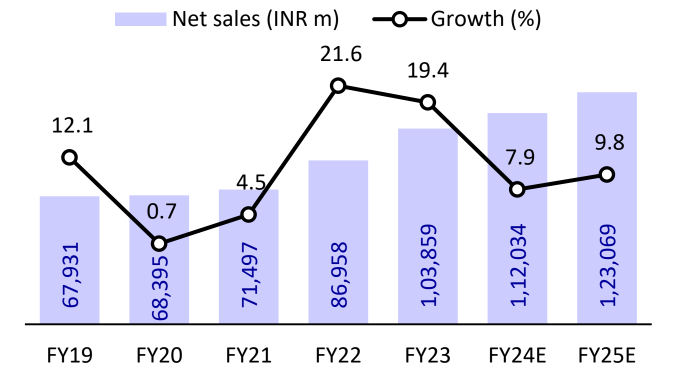
Story in charts

Exhibit 7: Significant addition in 2W capacity



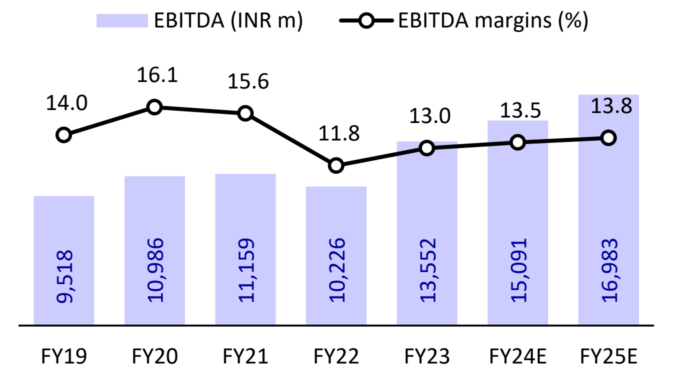
Source: Company, MOFSL

Exhibit 8: Trend in revenue



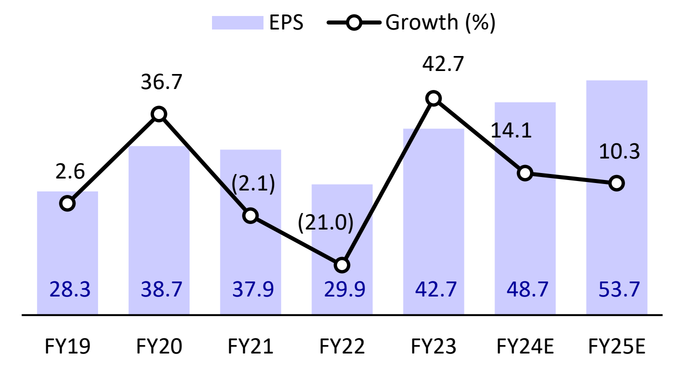
Source: Company, MOFSL

Exhibit 9: EBITDA and EBITDA margin trend



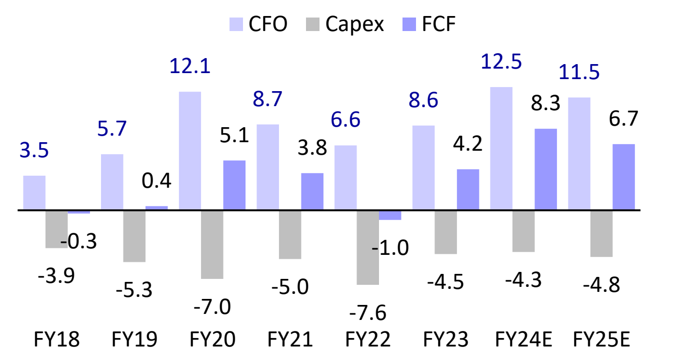
Source: Company, MOFSL

Exhibit 10: Earnings bottomed out in FY22



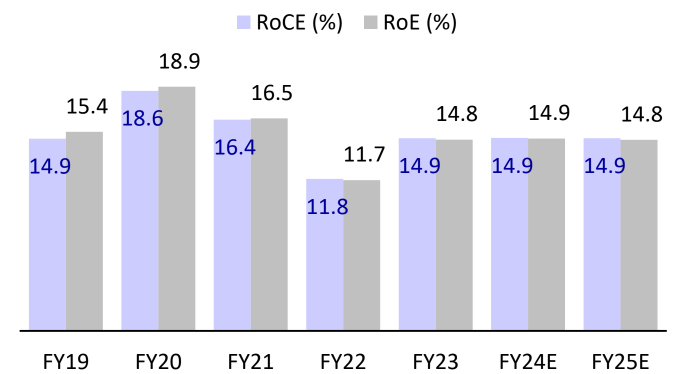
Source: Company, MOFSL

Exhibit 11: Trend in CFO, capex, and FCF



Source: Company, MOFSL

Exhibit 12: Return ratios to recover moderately



Source: Company, MOFSL

Financials and valuations

Standalone - Income Statement							(INR M)
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Net Sales	**67,931**	**68,395**	**71,497**	**86,958**	**1,03,859**	**1,12,034**	**1,23,069**
Change (%)	12.1	0.7	4.5	21.6	19.4	7.9	9.8
EBITDA	**9,518**	**10,986**	**11,159**	**10,226**	**13,552**	**15,091**	**16,983**
Margin (%)	14.0	16.1	15.6	11.8	13.0	13.5	13.8
Depreciation	2,612	3,007	3,192	3,957	4,272	4,577	5,082
EBIT	**6,906**	**7,978**	**7,967**	**6,269**	**9,280**	**10,514**	**11,902**
Int. and Finance Charges	70	122	105	151	221	245	350
Other Income - Rec.	468	551	874	780	893	940	850
PBT bef. EO Exp.	**7,304**	**8,407**	**8,736**	**6,898**	**9,952**	**11,209**	**12,402**
EO Expense/(Income)	0	0	0	0	477	0	0
PBT after EO Exp.	**7,304**	**8,407**	**8,736**	**6,898**	**9,475**	**11,209**	**12,402**
Current Tax	2,469	1,799	2,265	1,786	2,479	2,886	3,224
Deferred Tax	0	0	0	0	53	0	0
Tax Rate (%)	33.8	21.4	25.9	25.9	26.7	25.8	26.0
Reported PAT	**4,835**	**6,608**	**6,470**	**5,112**	**6,944**	**8,323**	**9,177**
PAT Adj for EO items	**4,835**	**6,608**	**6,470**	**5,113**	**7,293**	**8,323**	**9,177**
Change (%)	2.6	36.7	-2.1	-21.0	42.7	14.1	10.3
Margin (%)	7.1	9.7	9.0	5.9	7.0	7.4	7.5

Standalone - Balance Sheet							(INR M)
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Equity Share Capital	171	171	171	171	171	171	171
Total Reserves	33,182	36,385	41,932	45,343	52,808	58,568	65,184
Net Worth	**33,353**	**36,556**	**42,103**	**45,514**	**52,978**	**58,739**	**65,354**
Deferred Liabilities	959	441	407	314	728	728	728
Total Loans	468	343	234	234	165	500	500
Capital Employed	**34,780**	**37,341**	**42,744**	**46,062**	**53,872**	**59,967**	**66,582**
Gross Block	26,165	29,269	38,628	42,498	50,816	54,403	59,153
Less: Accum. Deprn.	8,037	10,977	14,081	17,575	21,847	26,424	31,506
Net Fixed Assets	**18,128**	**18,292**	**24,548**	**24,923**	**28,969**	**27,979**	**27,647**
Capital WIP	3,147	8,270	3,993	8,297	2,337	3,000	3,000
Total Investments	**205**	**1,562**	**2,805**	**778**	**4,860**	**8,860**	**15,860**
Curr. Assets, Loans&Adv.	**23,480**	**21,882**	**26,625**	**29,761**	**34,825**	**39,137**	**40,290**
Inventory	10,614	11,427	14,382	18,038	16,434	19,951	21,916
Account Receivables	7,686	6,363	7,875	7,926	7,797	9,822	10,790
Cash and Bank Balance	502	326	967	536	998	3,762	1,431
Loans and Advances	4,678	3,766	3,401	3,262	9,596	5,602	6,153
Curr. Liability & Prov.	**10,179**	**12,665**	**15,227**	**17,697**	**17,119**	**19,009**	**20,215**
Account Payables	5,104	6,149	7,465	8,065	7,508	9,208	10,115
Other Current Liabilities	3,761	4,685	5,623	7,177	6,892	8,963	9,845
Provisions	1,314	1,832	2,140	2,455	2,720	838	254
Net Current Assets	**13,301**	**9,217**	**11,398**	**12,064**	**17,706**	**20,128**	**20,075**
Appl. of Funds	**34,780**	**37,341**	**42,744**	**46,062**	**53,872**	**59,967**	**66,582**

Financials and valuations

Ratios							
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Basic (INR)							
EPS	**28.3**	**38.7**	**37.9**	**29.9**	**42.7**	**48.7**	**53.7**
Cash EPS	43.6	56.3	56.6	53.1	67.7	75.5	83.5
BV/Share	195.3	214.0	246.5	266.5	310.2	343.9	382.6
DPS	7.1	11.0	11.0	4.5	6.1	15.0	15.0
Payout (%)	30.0	34.1	29.0	15.0	15.0	30.8	27.9
Valuation (x)							
P/E	21.8	16.0	16.3	20.6	14.5	12.7	11.5
Cash P/E	14.2	11.0	10.9	11.6	9.1	8.2	7.4
P/BV	3.2	2.9	2.5	2.3	2.0	1.8	1.6
EV/Sales	1.6	1.5	1.5	1.2	1.0	0.9	0.9
EV/EBITDA	11.1	9.6	9.4	10.3	7.7	6.8	6.2
Return Ratios (%)							
RoE	15.4	18.9	16.5	11.7	14.8	14.9	14.8
RoCE	14.9	18.6	16.4	11.8	14.9	14.9	14.9
RoIC	15.8	21.6	19.0	13.0	16.6	17.3	19.4
Working Capital Ratios							
Gross Fixed Asset Turnover (x)	2.6	2.3	1.9	2.0	2.0	2.1	2.1
Inventory (Days)	57.0	61.0	73.4	75.7	57.8	65.0	65.0
Debtor (Days)	41	34	40	33	27	32	32
Creditor (Days)	27	33	38	34	26	30	30
Working Capital Turnover (Days)	69	47	53	48	59	53	55
Leverage Ratio (x)							
Current Ratio	2.3	1.7	1.7	1.7	2.0	2.1	2.0
Debt/Equity	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Standalone - Cash Flow Statement							(INR M)
Y/E March	**FY19**	**FY20**	**FY21**	**FY22**	**FY23**	**FY24E**	**FY25E**
Net P/L Before Tax and E/O Items	7,304	8,407	8,733	6,898	9,952	11,209	12,402
Depreciation	2,612	3,007	3,192	3,957	4,272	4,577	5,082
Interest & Finance Charges	42	122	105	151	-673	-695	-500
Direct Taxes Paid	2,417	2,364	1,995	1,993	2,401	2,886	3,224
(Inc)/Dec in WC	-1,843	2,892	-1,301	-2,406	-2,529	341	-2,278
CF from Operations	**5,698**	**12,065**	**8,734**	**6,607**	**8,622**	**12,546**	**11,481**
Others	-284	-296	-714	-277	638	0	0
CF from Operating incl EO	**5,413**	**11,769**	**8,020**	**6,329**	**9,259**	**12,546**	**11,481**
(inc)/dec in FA	-5,282	-6,999	-4,964	-7,598	-4,459	-4,250	-4,750
Free Cash Flow	**131**	**4,770**	**3,056**	**-1,268**	**4,800**	**8,296**	**6,731**
Others	10,904	13,305	13,212	16,219	24,731	-3,060	-6,150
CF from Investments	**-4,629**	**-8,497**	**-6,350**	**-4,819**	**-7,704**	**-3,310**	**-3,900**
(Inc)/Dec in Debt	-51	-275	-321	-359	-335	335	0
Interest Paid	-11	-52	-40	-67	-88	-245	-350
Dividend Paid	-855	-3,311	-854	-1,708	-581	-2,562	-2,562
CF from Fin. Activity	**-916**	**-3,638**	**-1,215**	**-2,135**	**-1,004**	**-2,472**	**-2,912**
Inc/Dec of Cash	**-131**	**-365**	**455**	**-624**	**551**	**6,764**	**4,669**
Add: Beginning Balance	2,644	2,512	512	967	343	894	7,658
Closing Balance	**2,512**	**2,147**	**967**	**343**	**894**	**7,658**	**12,327**

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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