

# Sun Pharma

**BUY**

## Positive outlook persists

We maintain **BUY** on **SUNP** following a beat to our estimates. Our TP is at Rs 545 (22x FY21E EPS). The execution in specialty segment is crucial.

### HIGHLIGHTS OF THE QUARTER

- Sun Pharma improved its operational performance on all parameters driven by a one-time generic order in the US and lower R&D spend. Revenue/EBITDA/PAT were up 16/14/31% YoY in 1QFY20.
- At US\$ 424mn, the US revenues grew 16/-6% YoY/QoQ, largely driven by a one-time six-month contract during the last two quarters. The top-line is likely to normalize from 2Q onwards. However, overall US revenues were still ahead of expectations in 1QFY20. We believe specialty ramp-up remains the key contributor for Sun Pharma to grow its US top line over the next two years. Anticipate ~10% CAGR over FY19-21. Ilumya scale-up continues to happen at a slow rate.
- Post the restructuring in 4QFY19, India biz grew 8% YoY to Rs 23bn in 1QFY20. According to the management, the underlying growth remains at 12-13%. We continue to model India segment's growth at high single digits with slowed IPM growth over the last 2 years. An 8.2% market share and leadership across all therapies make it difficult to outperform the IPM rate, in our view.

- EBITDA margin at 23% was up 807bps QoQ, 228bps higher than expectations as R&D spend fell to 5% of sales v/s expectation of ~7.5%. Discretionary specialty spend continues to weigh in on margin expansion.
- **Near-term outlook:** Expect the stock to remain range-bound.

### STANCE

**SUNP remains on track to achieve its double-digit revenue growth guidance for FY20E. However, margins may remain subdued as it spends 3-5% of total revenues on its specialty business, whose revenues are catching up slowly. With higher R&D guidance and the expected launch of Cequa in 3QFY20, EBITDA margins are likely to contract over the following quarters, in our view. However, we do expect a recovery in profitability (24% margin) by FY21E once Ilumya and Cequa achieve scale in the US, while the generics business's growth is supported by quality approvals from Halol.**

**At CMP, the stock is trading at 23.5/17.7x FY20/21E EPS, a ~15% premium to peers. With a significant part of revenues expected to come in from the branded business in 3-4 years, we believe the stock will continue to command a premium.**

### Financial Summary (Consolidated)

Year Ending March (Rs bn)	1QFY20	1QFY19	YoY (%)	4QFY19	QoQ (%)	FY18	FY19	FY20E	FY21E
Net Sales	83.74	72.24	15.9	71.64	16.9	264.89	290.66	324.92	365.85
EBITDA	19.28	16.97	13.7	10.72	79.9	56.08	59.98	72.77	87.80
APAT	13.87	10.57	31.2	6.36	118.2	30.46	35.70	44.88	59.34
Diluted Adj EPS (Rs)	5.8	4.4	31.2	2.7	118.2	12.7	14.9	18.7	24.7
P/E (x)						34.6	29.5	23.5	17.7
RoE (%)						8.2	9.0	10.4	12.4

Source: Company, HDFC sec Inst Research

INDUSTRY	PHARMA
<b>CMP (as on 13 Aug 2019)</b>	<b>Rs 439</b>
<b>Target Price</b>	<b>Rs 545</b>
Nifty	10,926
Sensex	36,958

KEY STOCK DATA			
Bloomberg	SUNP IN		
No. of Shares (mn)	2,399		
MCap (Rs bn) / (\$ mn)	1,054/14,791		
6m avg traded value (Rs mn)	3,089		

STOCK PERFORMANCE (%)			
<b>52 Week high / low</b>	<b>Rs 679/345</b>		
	3M	6M	12M
Absolute (%)	10.3	1.9	(22.1)
Relative (%)	11.7	(0.4)	(19.7)

SHAREHOLDING PATTERN (%)		
	Dec-18	Mar-19
Promoters	54.38	54.38
FIs & Local MFs	17.32	17.98
FPIs	15.54	14.93
Public & Others	12.76	12.71
Pledged Shares*	5.97	5.97

Source : BSE, % of total

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**Revenue grew 15.9/16.9% YoY/QoQ, inline with estimates**

**Raw material cost was higher QoQ due to poor product mix across geographies, as well as an impact of the change in distributor for the domestic biz**

**Other expenses were higher owing to branding and promotional spend for specialty, as well as consolidation of Pola Pharma**

**The expense for Modafinil litigation during the quarter was not material**

### Quarterly Financials Snapshot (Consolidated)

Particulars (Rs mn)	1QFY20	1QFY19	YoY (%)	4QFY19	QoQ (%)
<b>Net Sales</b>	<b>83,744</b>	<b>72,242</b>	<b>15.9</b>	<b>71,639</b>	<b>16.9</b>
Material Expenses	24,578	21,068	16.7	18,388	33.7
Employee Expenses	15,404	14,330	7.5	15,688	(1.8)
R&D Expenses	4,220	4,849	(13.0)	5,670	(25.6)
Other Operating Expenses	20,259	15,028	34.8	21,177	(4.3)
<b>EBITDA</b>	<b>19,282</b>	<b>16,966</b>	<b>13.7</b>	<b>10,716</b>	<b>79.9</b>
Depreciation	4,571	4,016		4,541	
<b>EBIT</b>	<b>14,711</b>	<b>12,950</b>	<b>13.6</b>	<b>6,176</b>	<b>138.2</b>
Other Income	2,804	1,099	155.3	2,267	
Interest Cost	1,041	1,309		1,500	
Exceptional item	-	-		-	
<b>PBT</b>	<b>16,474</b>	<b>12,739</b>	<b>29.3</b>	<b>6,942</b>	<b>137.3</b>
Tax	1,461	891		(288)	
Minority Interest + Share of profit/loss of Asso.	(1,139)	(1,275)		(872)	
<b>RPAT</b>	<b>13,875</b>	<b>10,573</b>	<b>31.2</b>	<b>6,359</b>	<b>118.2</b>

Source: Company, HDFC sec Inst Research

### Margin Analysis

	1QFY20	1QFY19	YoY (bps)	4QFY19	QoQ (bps)
Material Expenses % Net Sales	29.3	29.2	19	25.7	368
Employee Expenses % Net Sales	18.4	19.8	(144)	21.9	(350)
R&D Expenses % Net Sales	5.0	6.7	(167)	7.9	(288)
Other Operating Expenses % Net Sales	24.2	20.8	339	29.6	(537)
<b>EBITDA Margin (%)</b>	<b>23.0</b>	<b>23.5</b>	<b>(46)</b>	<b>15.0</b>	<b>807</b>
Tax Rate (%)	8.9	7.0	187	6.3	253
<b>APAT Margin (%)</b>	<b>16.6</b>	<b>14.6</b>	<b>193</b>	<b>8.9</b>	<b>769</b>

Source: Company, HDFC sec Inst Research

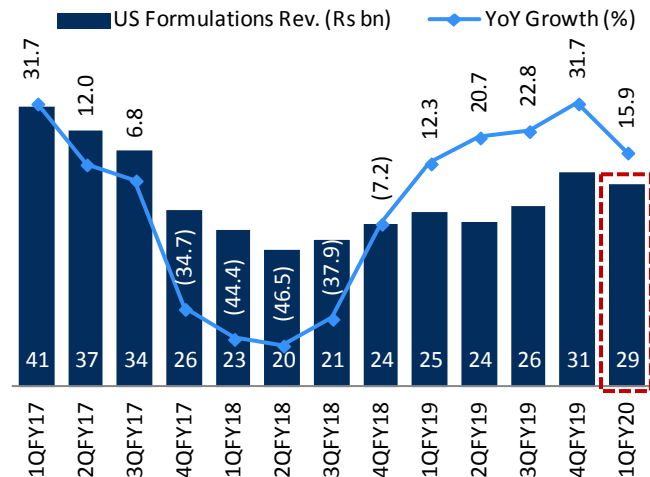
**US biz grew 16% YoY aided by a 4% growth in Taro as well as a one-time contract in the generics biz**

**Recovering from a subdued 4QFY19 on the back of change in distributor for the domestic biz, India sales grew 7.5% YoY**

**Despite higher material cost, EBITDA margin recovered 807bps QoQ on a low base impacted by the change in distributor, also aided by lower R&D spend**

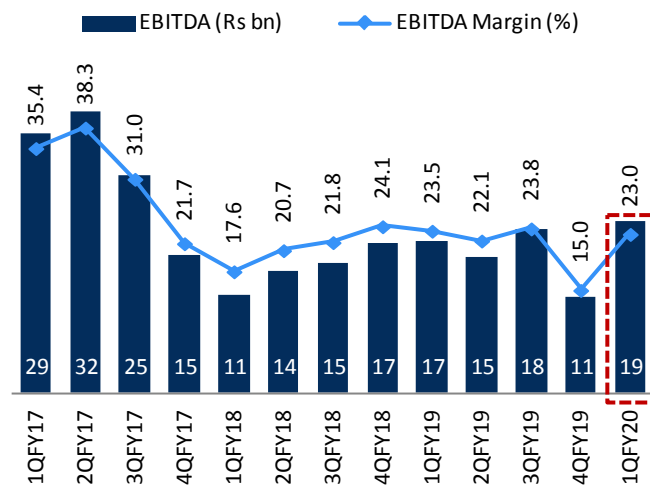
**R&D spend was lower during the quarter due to timing of the spend. To be higher in the coming quarters and normalize for the full year**

### US Business: Aided By A One-Time Contract



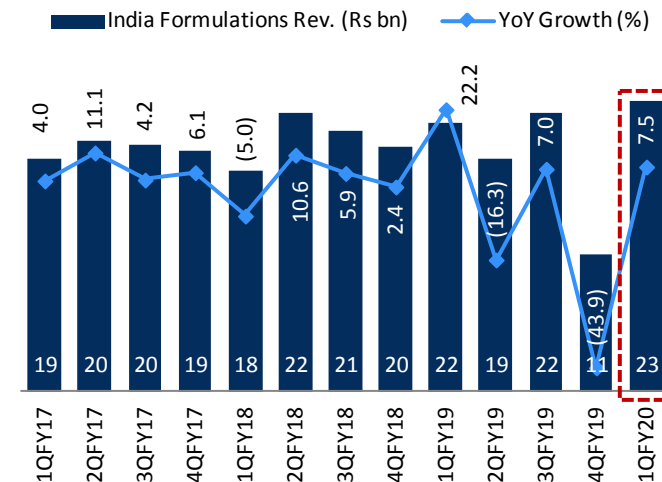
Source: Company, HDFC sec Inst Research

### EBITDA Margin: Aided By Lower R&D Spend



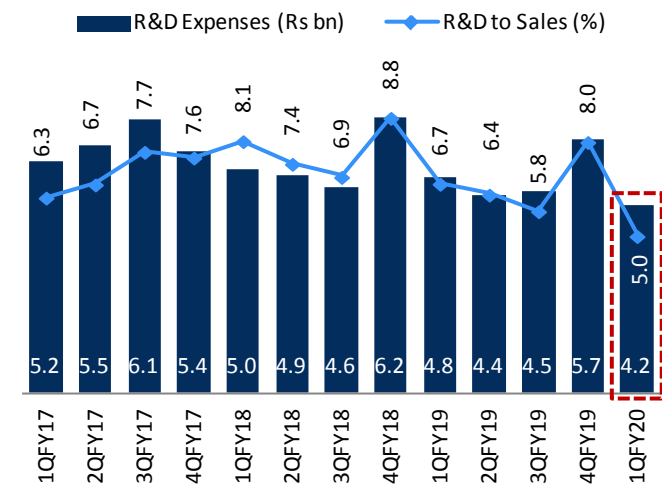
Source: Company, HDFC sec Inst Research

### India Business: Sequential Recovery On A Low Base



Source: Company, HDFC sec Inst Research

### R&D: To Ramp-up In The Following Quarters



Source: Company, HDFC sec Inst Research

*We expect a ramp up in specialty products as well as quality approvals from Halol to enable US growth going ahead*

*The growth in the India biz was impacted by the change in distributor. Underlying growth is at 12-13% as per the mgmt*

*EM revenues at US\$ 194mn were flat YoY despite growth in the base business owing to volatile currencies*

*ROW segment grew 56% YoY to US\$ 167mn driven by organic growth as well as consolidation of Pola Pharma in Japan*

### Segmental Quarterly Performance

(Rs mn)	1QFY20	1QFY19	YoY (%)	4QFY19	QoQ (%)
India	23,137	21,520	7.5	11,013	110.1
USA	29,474	25,437	15.9	31,238	(5.6)
RoW & EM	25,077	20,265	23.7	22,980	9.1
API	4,612	3,942	17.0	4,837	(4.7)
Other	293	225	30.4	374	(21.6)
<b>Total</b>	<b>82,593</b>	<b>71,388</b>	<b>15.7</b>	<b>70,443</b>	<b>17.2</b>

Source: HDFC sec Inst Research

### Assumptions

Key Segments (Rs mn)	FY17	FY18	FY19	FY20E	FY21E
India	77,491	80,293	73,480	90,339	99,523
Growth (%)	6.4	3.6	(8.5)	22.9	10.2
USA	137,588	87,466	106,789	114,296	128,661
Growth (%)	0.0	(36.4)	22.1	7.0	12.6
RoW	71,131	78,132	88,245	97,097	111,856
Growth (%)	23.0	9.8	12.9	10.0	15.2
API	13,609	13,993	17,300	18,689	20,761
Growth (%)	(3.0)	2.8	23.6	8.0	11.1
Other	750	775	1,050	1,000	1,000
<b>Total</b>	<b>300,568</b>	<b>260,659</b>	<b>286,864</b>	<b>321,421</b>	<b>361,801</b>
<b>Growth (%)</b>	<b>6.2</b>	<b>(13.3)</b>	<b>10.1</b>	<b>12.0</b>	<b>12.6</b>

Source: HDFC sec Inst Research

## Peer Set Comparison

	Mcap (Rs bn)	CMP (Rs/sh)	Reco	TP/FV	Adj EPS (Rs/sh)				P/E (x)				RoE (%)			
					FY18	FY19	FY20E	FY21E	FY18	FY19	FY20E	FY21E	FY18	FY19	FY20E	FY21E
<b>Sun Pharma</b>	<b>1,054</b>	<b>439</b>	<b>BUY</b>	<b>545</b>	<b>12.7</b>	<b>14.9</b>	<b>18.7</b>	<b>24.7</b>	<b>34.6</b>	<b>29.5</b>	<b>23.5</b>	<b>17.7</b>	<b>8.2</b>	<b>9.0</b>	<b>10.4</b>	<b>12.4</b>
Dr Reddy's Labs	425	2,556	BUY	3,360	59.2	104.9	128.4	148.8	43.2	24.4	19.9	17.2	7.8	13.1	14.3	14.5
Divi's Labs	405	1,524	SELL	1,320	32.4	48.8	51.5	60.1	47.1	31.2	29.6	25.4	15.2	20.1	18.7	19.4
Cipla	383	476	NEU	565	18.5	19.0	19.1	25.8	25.7	25.0	25.0	18.4	11.2	10.5	9.7	11.9
Aurobindo Pharma	353	603	BUY	835	41.7	42.9	50.9	55.6	14.5	14.0	11.8	10.9	23.2	19.7	19.5	17.8
Lupin	339	748	NEU	760	38.1	16.4	23.6	34.3	19.6	45.6	31.7	21.8	12.8	5.4	7.6	10.3
Torrent Pharma	280	1,654	NEU	1,615	37.0	40.1	52.5	67.3	44.7	41.2	31.5	24.6	14.0	14.5	17.6	19.5
Cadila Healthcare	225	220	BUY	265	13.0	11.6	11.5	14.6	16.9	18.9	19.0	15.0	17.0	12.4	10.8	12.4
Alkem Laboratories	214	1,790	BUY	2,180	57.0	63.6	77.4	99.6	31.4	28.1	23.1	18.0	14.6	14.8	16.0	18.2
Abbott India	194	9,117	NR	8,990	188.8	211.9	248.6	299.6	48.3	43.0	36.7	30.4	26.1	24.3	24.1	24.5
Glenmark	117	416	BUY	565	17.5	27.4	29.6	35.4	23.8	15.2	14.0	11.7	9.4	13.3	13.1	13.9
Alembic Pharma	100	530	NEU	570	21.9	25.8	25.1	31.6	24.2	20.5	21.1	16.8	20.0	19.7	16.4	18.1
Jubilant Life Sciences	70	438	BUY	845	45.5	53.8	54.1	67.2	9.6	8.1	8.1	6.5	19.3	19.3	16.6	17.7
Strides Pharma	37	417	BUY	650	13.2	6.9	30.4	41.5	31.7	60.7	13.7	10.1	2.9	2.3	9.9	12.3
Laurus Labs	36	338	BUY	470	15.8	10.7	15.0	26.0	21.4	31.6	22.5	13.0	11.9	6.2	9.6	15.1
Dishman Carbogen Amcis	32	197	BUY	375	13.2	16.7	19.6	24.9	14.9	11.8	10.0	7.9	14.6	15.4	15.1	16.4
J B Chemicals & Pharmaceuticals	30	375	NR	485	16.6	24.1	28.9	34.7	22.6	15.5	13.0	10.8	9.9	13.3	14.7	15.6
Suven Life Sciences	30	233	NR	455	9.7	6.8	9.1	10.7	23.9	34.0	25.6	21.7	17.2	10.9	13.2	13.9
Granules India	24	93	BUY	170	5.2	9.3	11.4	13.9	17.9	10.0	8.2	6.7	12.0	16.7	17.5	18.5
Solara Active Pharma Science	11	421	NR	650	2.4	26.0	26.9	43.1	173.9	16.2	15.6	9.8	2.9	13.4	10.9	12.6
Neuland Labs	6	473	BUY	920	10.8	12.8	31.3	65.0	43.7	36.9	15.1	7.3	2.2	2.6	5.6	10.8

Source: HDFC sec Inst Research

## Change In Estimates (Consolidated)

Rs mn	Previous			New			% Chg		
	FY19	FY20E	FY21E	FY19	FY20E	FY21E	FY19	FY20E	FY21E
Net Sales	290,659	324,921	365,851	290,659	324,921	365,851	0.0	0.0	0.0
EBITDA	59,980	72,770	87,800	59,980	72,770	87,800	0.0	0.0	0.0
APAT	35,702	43,123	58,922	35,702	44,883	59,341	0.0	4.1	0.7

Source: HDFC sec Inst Research

## Income Statement (Consolidated)

Year ending March (Rs mn)	FY17	FY18	FY19	FY20E	FY21E
<b>Net Revenues</b>	<b>315,784</b>	<b>264,895</b>	<b>290,659</b>	<b>324,921</b>	<b>365,851</b>
<b>Growth (%)</b>	<b>10.9</b>	<b>(16.1)</b>	<b>9.7</b>	<b>11.8</b>	<b>12.6</b>
Material Expenses	81,307	74,247	78,690	88,391	97,686
Employee Expenses	49,023	53,671	59,671	63,360	68,048
SG&A Expenses	29,210	25,430	29,647	32,492	36,585
Other Operating Expenses	55,351	55,466	62,671	67,908	75,731
<b>EBITDA</b>	<b>100,893</b>	<b>56,081</b>	<b>59,980</b>	<b>72,770</b>	<b>87,800</b>
<b>EBITDA Margin (%)</b>	<b>31.9</b>	<b>21.2</b>	<b>20.6</b>	<b>22.4</b>	<b>24.0</b>
<b>EBITDA Growth (%)</b>	<b>23.7</b>	<b>(44.4)</b>	<b>7.0</b>	<b>21.3</b>	<b>20.7</b>
Depreciation	12,648	14,998	17,533	18,214	18,975
<b>EBIT</b>	<b>88,245</b>	<b>41,083</b>	<b>42,447</b>	<b>54,556</b>	<b>68,825</b>
Other Income (Including EO Items)	6,232	4,013	1,207	7,750	9,500
Interest	3,998	5,176	5,553	4,150	4,050
<b>PBT</b>	<b>90,479</b>	<b>39,920</b>	<b>38,102</b>	<b>58,156</b>	<b>74,275</b>
Tax (Incl Deferred)	12,116	14,241	6,009	8,723	11,884
Minority Interest	(8,719)	(4,722)	(5,439)	(4,550)	(3,050)
<b>RPAT</b>	<b>69,644</b>	<b>20,957</b>	<b>26,654</b>	<b>44,883</b>	<b>59,341</b>
EO (Loss) / Profit (Net Of Tax)	7,316	(9,505)	(9,048)	-	-
<b>APAT</b>	<b>62,327</b>	<b>30,462</b>	<b>35,702</b>	<b>44,883</b>	<b>59,341</b>
<b>APAT Growth (%)</b>	<b>37.4</b>	<b>-51.1</b>	<b>17.2</b>	<b>25.7</b>	<b>32.2</b>
<b>Adjusted EPS (Rs)</b>	<b>26.0</b>	<b>12.7</b>	<b>14.9</b>	<b>18.7</b>	<b>24.7</b>

Source: Company, HDFC sec Inst Research

## Balance Sheet (Consolidated)

As at March (Rs mn)	FY17	FY18	FY19	FY20E	FY21E
<b>SOURCES OF FUNDS</b>					
Share Capital - Equity	2,399	2,399	2,399	2,399	2,399
Reserves	363,997	378,606	411,691	448,854	500,476
<b>Total Shareholders Funds</b>	<b>366,397</b>	<b>381,006</b>	<b>414,091</b>	<b>451,254</b>	<b>502,875</b>
<b>Minority Interest</b>	<b>37,909</b>	<b>38,842</b>	<b>33,135</b>	<b>37,685</b>	<b>40,735</b>
Long Term Debt	14,361	17,721	15,226	12,181	9,745
Short Term Debt	66,549	86,132	89,918	66,966	53,573
<b>Total Debt</b>	<b>80,910</b>	<b>103,853</b>	<b>105,144</b>	<b>79,147</b>	<b>63,318</b>
<b>Net Deferred Taxes</b>	<b>(21,780)</b>	<b>(19,748)</b>	<b>(24,506)</b>	<b>(24,506)</b>	<b>(24,506)</b>
<b>Other Non-current Liabilities &amp; Provns</b>	<b>13,418</b>	<b>4,045</b>	<b>4,304</b>	<b>4,627</b>	<b>5,089</b>
<b>TOTAL SOURCES OF FUNDS</b>	<b>476,853</b>	<b>507,996</b>	<b>532,168</b>	<b>548,207</b>	<b>587,511</b>
<b>APPLICATION OF FUNDS</b>					
Net Block	121,390	132,460	158,807	154,593	154,618
CWIP	31,986	29,082	18,006	24,877	24,991
Goodwill	55,362	56,067	59,558	59,558	59,558
Investments	9,610	30,523	39,518	39,518	39,518
Other Non-current Assets	41,291	56,600	34,808	30,601	28,110
<b>Total Non-current Assets</b>	<b>259,638</b>	<b>304,731</b>	<b>310,697</b>	<b>309,147</b>	<b>306,795</b>
<b>Cash &amp; Equivalents</b>	<b>153,717</b>	<b>140,200</b>	<b>112,263</b>	<b>140,927</b>	<b>170,586</b>
Inventories	68,328	68,807	78,860	79,915	88,319
Debtors	72,026	78,153	88,842	89,019	100,233
Other Current Assets	35,465	29,199	30,727	31,202	35,123
<b>Total Current Assets</b>	<b>175,819</b>	<b>176,159</b>	<b>198,429</b>	<b>200,137</b>	<b>223,675</b>
Creditors	43,954	47,662	41,479	44,195	48,843
Other Current Liabilities & Provns	68,367	65,432	47,743	57,809	64,702
<b>Total Current Liabilities</b>	<b>112,321</b>	<b>113,094</b>	<b>89,222</b>	<b>102,005</b>	<b>113,545</b>
<b>Net Current Assets</b>	<b>63,498</b>	<b>63,065</b>	<b>109,207</b>	<b>98,132</b>	<b>110,130</b>
<b>TOTAL APPLICATION OF FUNDS</b>	<b>476,853</b>	<b>507,996</b>	<b>532,168</b>	<b>548,206</b>	<b>587,511</b>

Source: Company, HDFC sec Inst Research

## Cash Flow

Year ending March (Rs mn)	FY17	FY18	FY19	FY20E	FY21E
Reported PBT	90,479	34,790	38,102	58,156	74,275
Non-operating & EO items	(11,849)	(5,653)	(8,500)	(9,500)	(9,500)
Interest expenses	3,998	5,176	5,553	4,150	4,050
Depreciation	12,648	14,998	17,533	18,214	18,975
Working Capital Change	(4,092)	(2,123)	(23,554)	14,625	(9,658)
Tax Paid	(20,571)	(7,417)	(10,767)	(8,723)	(11,884)
<b>OPERATING CASH FLOW ( a )</b>	<b>70,612</b>	<b>39,771</b>	<b>18,366</b>	<b>76,922</b>	<b>66,258</b>
Capex	(35,904)	(18,943)	(38,654)	(19,892)	(18,500)
Free cash flow (FCF)	34,708	20,828	(20,288)	57,030	47,758
Investments	(10,108)	(19,386)	(7,597)	-	-
Non-operating Income	3,796	5,475	(9,596)	9,500	9,500
<b>INVESTING CASH FLOW ( b )</b>	<b>(42,216)</b>	<b>(32,853)</b>	<b>(55,847)</b>	<b>(10,392)</b>	<b>(9,000)</b>
Debt Issuance/(Repaid)	10,721	5,876	1,276	(25,997)	(15,829)
Interest Expenses	(3,338)	(4,765)	(5,553)	(4,150)	(4,050)
FCFE	42,091	21,939	(24,565)	26,883	27,879
Share Capital Issuance	(27,317)	(6,898)	(11,145)	0	0
Dividend	(2,889)	(9,605)	(7,720)	(7,720)	(7,720)
Others	(385)	(1,626)	3,005	(8,131)	0
<b>FINANCING CASH FLOW ( c )</b>	<b>(23,208)</b>	<b>(17,018)</b>	<b>(20,136)</b>	<b>(45,997)</b>	<b>(27,599)</b>
<b>NET CASH FLOW (a+b+c)</b>	<b>5,187</b>	<b>(10,101)</b>	<b>(57,617)</b>	<b>20,533</b>	<b>29,659</b>
Add Equivalents (As At Year End)	2,309	40,906	85,204	39,507	39,507
<b>Closing Cash &amp; Equivalents</b>	<b>139,313</b>	<b>182,214</b>	<b>126,881</b>	<b>132,796</b>	<b>170,586</b>

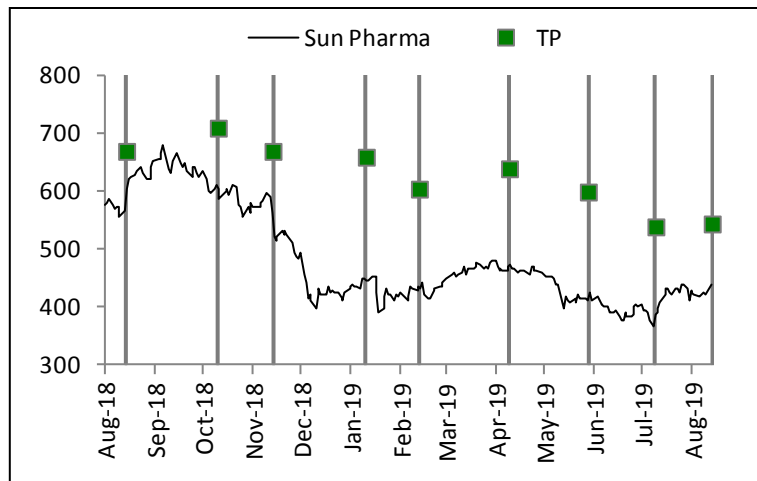
Source: Company, HDFC sec Inst Research

## Key Ratios

	FY17	FY18	FY19	FY20E	FY21E
<b>PROFITABILITY (%)</b>					
GPM	74.3	72.0	72.9	72.8	73.3
EBITDA Margin	31.9	21.2	20.6	22.4	24.0
APAT Margin	19.7	11.5	12.3	13.8	16.2
RoE	17.9	8.2	9.0	10.4	12.4
RoIC (or Core RoCE)	28.4	9.6	11.4	13.6	16.8
RoCE	14.3	6.9	7.8	9.0	11.0
<b>EFFICIENCY</b>					
Tax Rate (%)	13.4	35.7	15.8	15.0	16.0
Fixed Asset Turnover (x)	2.4	1.8	1.7	1.9	2.0
Inventory (days)	79.0	94.8	99.0	89.8	88.1
Debtors (days)	83.3	107.7	111.6	100.0	100.0
Other Current Assets (days)	41.0	40.2	38.6	35.1	35.0
Payables (days)	50.8	65.7	52.1	49.6	48.7
Other Current Liab & Provns (days)	79.0	90.2	60.0	64.9	64.6
Cash Conversion Cycle (days)	73.4	86.9	137.1	110.2	109.9
Debt/EBITDA (x)	0.8	1.9	1.8	1.1	0.7
Net D/E (x)	(0.2)	(0.1)	(0.0)	(0.1)	(0.2)
Interest Coverage (x)	22.1	7.9	7.6	13.1	17.0
<b>PER SHARE DATA (Rs)</b>					
EPS	26.0	12.7	14.9	18.7	24.7
Dividend	3.5	2.0	2.8	2.8	2.8
Book Value	152.7	158.8	172.6	188.1	209.6
<b>VALUATION</b>					
P/E (x)	16.9	34.6	29.5	23.5	17.7
P/BV (x)	2.9	2.8	2.5	2.3	2.1
EV/EBITDA (x)	9.7	18.1	17.4	13.6	10.8
EV/Revenues (x)	3.1	3.8	3.6	3.1	2.6
OCF/EV (%)	7.2	3.9	1.8	7.8	0.0
FCF/EV (%)	3.5	2.0	(1.9)	5.8	5.0
FCFE/Mkt Cap (%)	4.0	2.1	(2.3)	2.6	2.6
Dividend Yield (%)	0.8	0.5	0.6	0.6	0.6

Source: Company, HDFC sec Inst Research

## RECOMMENDATION HISTORY



Date	CMP	Reco	Target
16-Aug-18	602	BUY	670
10-Oct-18	604	BUY	710
14-Nov-18	562	BUY	670
10-Jan-19	445	BUY	660
13-Feb-19	437	BUY	605
9-Apr-19	471	BUY	640
29-May-19	413	BUY	600
9-Jul-19	386	BUY	540
14-Aug-19	439	BUY	545

## Rating Definitions

**BUY** : Where the stock is expected to deliver more than 10% returns over the next 12 month period  
**NEUTRAL** : Where the stock is expected to deliver (-)10% to 10% returns over the next 12 month period  
**SELL** : Where the stock is expected to deliver less than (-)10% returns over the next 12 month period



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