KEC International

Well placed amidst headwinds

We maintain BUY on KEC International Ltd. (KEC) with a revised TP of Rs 265/sh (vs Rs 253/sh earlier) valuing the stock at 12x FY22EPS. 4QFY20 financial performance was inline with our expectations. COVID-19 impact towards end of Mar-20 resulted in Rs 5-6bn revenue miss. Whilst FY20 was a miss on ordering, KEC has started FY21E on strong note with Rs 40bn of L1 (largely International T&D) and Rs 7.4bn of new wins. Bid pipeline is strong at Rs 450-500bn including Domestic (Rs 350bn)/ International (Rs 150bn). Balance sheet net D/E is stable at 1.1x though COVID disruptions led to collection miss of Rs 3-4bn let to weak OCF. Same have been realized in Apr/May-20.

- In-line performance as lockdown situation evolves: KEC reported broadly in-line numbers with marginal miss in Rev/EBITDA/APAT of 1.2%/4.4%/2.1%. 4QFY20 EBIDTA margin (10.1%) in-line with guidance of ~10-10.5% in near term, but saw 30bps decline YoY/QoQ. ~Rs 5bn billing shortfall due to Mar-20 lockdown led to 9% rev growth vis-à-vis guidance of ~15%. While FY21E growth is difficult to ascertain at this point given the evolving lockdown situation, we have factored in a conservative scenario of 4.4% de-growth in FY21E.
- Margins to dip in FY21 on back of fixed costs under absorption on low base: While labor availability will be a key challenge (15k labours at site vs 30k), KEC's is operating at 80% utilization, contract labor migration has also plateaued now. Negative oplev may get partly offset by lower commodity prices, cost saving initiatives and automation. Large part of commodity exposure is hedged hence gains will be limited to new order wins.
- International T&D/Railways/MRTS to drive growth in FY21: Railway ramp-up has progressed quite well and may contribute ~30%+ growth for FY21E as well. Civil OB comprising largely of 3 MRTS and 1 RRTS projects will contribute significantly (~Rs 15bn) FY21E onwards. While India-T&D & SAE continue to face headwinds in the near term, Inter-T&D esp. MENA will continue to drive both orders and revenue growth in FY21E. Newly acquired Dubai facility to be levered for securing orders. SAE to remain flat/negative at best in FY21E.
- **Balance sheet stable, deleveraging required:** KEC debt remains in line with FY20 guidance of Rs 22bn. With acceptances consolidated debt is Rs 33.3bn (1.13x net D/E). The quarter also witnessed continuation of the trend of reduction in interest cost on account of higher foreign debt (50%+) in the borrowing mix as a result of robust execution in the international markets. Interest expenses to come down by further 20bps to 2.1% of the rev due to lower incremental borrowing cost in FY21E.
- We maintain BUY on KEC. KEC is bidding in Rs 50bn of projects in Middle-East, Rs 90-100bn for Indian Railways and will be beneficiary of TBCB ordering of Rs 150-200bn from PFC/REC/PGCIL during 1HFY21E besides Rs 60bn ordering from SAARC nations like Bangladesh and Nepal. KEC is already L1 in orders worth Rs 40bn (majorly International T&D) and has won Rs 7.4bn new orders for FYTD21. With strong bid pipeline, stable NWC and reducing interest costs (last borrowing at sub 7%), KEC is well placed for re-rating. Key risks (1) Adverse currency/commodity movement, (2) Further delays in capex recovery, (3) Slowdown in government T&D capex, (4) Labor unavailability due to prolonged lockdown.

Financial summary

(Rs mn)	4Q FY20	4Q FY19	YoY (%)	3Q FY20	QoQ (%)	FY19	FY20	FY21E	FY22E
Net Revenues	36,710	38,412	(4.4)	30,731	19.5	1,10,005	1,19,654	1,14,915	1,24,256
EBITDA	3,707	3,990	(7.1)	3,185	16.4	11,499	12,344	11,031	12,638
APAT	1,929	1,939	(0.5)	1,449	33.1	4,864	5,655	4,565	5,667
Diluted EPS (Rs)	7.5	7.5	(0.5)	5.6	33.1	18.9	22.0	17.8	22.0
P/E (x)						10.3	8.9	11.0	8.9
EV/EBIDTA (x)						6.8	6.6	7.2	6.2
RoE (%)						21.9	21.6	15.0	16.0

Source: Company, HSIE Research



BUY

CMP(as on 29	May 2020)	Rs 195		
Target Price		Rs 265		
NIFTY		9,580		
KEY CHANGES	OLD	NEW		
Rating	BUY	BUY		
Price Target	Rs 253	Rs 265		
EPS %	FY21E	FY22E		
EF3 70	32.7	4.4		

KEY STOCK DATA

Bloomberg code	KECI IN
No. of Shares (mn)	257
MCap (Rs bn) / (\$ mn)	51/669
6m avg traded value (Rs mn)	112
52 Week high / low	Rs 359/154

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	(36.6)	(30.2)	(39.4)
Relative (%)	(21.2)	(9.7)	(21.5)

SHAREHOLDING PATTERN (%)

	Dec-19	Mar-20
Promoters	51.59	51.66
FIs & Local MFs	27.83	27.46
FPIs	7.59	8.70
Public & Others	12.99	12.18
Pledged Shares	-	-
Source : BSE		

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Revenue: Rs 36.7bn (-4.4/19.5 % YoY/QoQ, inline). Low

tendering activity in the T&D industry in FY20. Railway supported growth

Railways/SAE grew by 36/39% respectively in 4QFY20, while other segments saw revenue degrowth

EBITDA: Rs 3.7bn (-7.1/-4.4 % YoY/QoQ, 4.4% miss). Margins were down 29/27bps YoY/QoQ at 10.1%

Depreciation at Rs 392mn (+50.2/+6.7% YoY/ QoQ) was in line with our estimates and Interest cost at Rs 652mn (-23/-20% YoY/QoQ) came in lower due to higher proportion of forex borrowings

Consequently, RPAT/APAT came in at Rs 1.93bn (-0.5%/33%) YoY/QoQ, 2% miss)

Quarterly Financials Snapshot – Standalone

Particulars	4QFY20	4QFY19	YoY (%)	3QFY20	QoQ (%)	FY20	FY19	YoY (%)
Net Sales	36,710	38,412	(4.4)	30,731	19.5	1,19,654	1,10,010	8.8
Material Expenses	26,444	29,807	(11.3)	21,422	23.4	84,182	81,235	3.6
Employee Expenses	3,067	2,109	45.4	3,014	1.8	11,044	8,322	32.7
Other Operating Expenses	3,492	2,505	39.4	3,110	12.3	12,084	8,955	34.9
EBITDA	3,707	3,990	(7.1)	3,185	16.4	12,344	11,498	7.4
Depreciation	392	261	50.3	367	6.7	1,472	1,171	25.7
EBIT	3,316	3,730	(11.1)	2,818	17.6	10,872	10,327	5.3
Other Income	27	63	(56.9)	21	33.2	111	291	(61.9)
Interest Cost	652	846	(22.9)	811	(19.5)	3,080	3,162	(2.6)
PBT	2,691	2,948	(8.7)	2,028	32.7	7,903	7,456	6.0
Tax	762	1,009	(24.5)	579	31.6	2,247	2,577	(12.8)
RPAT	1,929	1,939	(0.5)	1,449	33.1	5,655	4,880	15.9

Source: Company, HSIE Research

Margin Analysis

MARGIN ANALYSIS	4Q FY20	4Q FY19	YoY (bps)	3Q FY20	QoQ (bps)	FY20	FY19	YoY (%)
Material Expenses % Net Sales	72.0	77.6	(556.4)	69.7	232.8	70.4	73.8	(348.8)
Employee Expenses % Net Sales	8.4	5.5	286.4	9.8	(145.3)	9.2	7.6	166.5
Other Operating Expenses % Net Sales	9.5	6.5	299.0	10.1	(60.9)	10.1	8.1	195.9
EBITDA Margin (%)	10.1	10.4	(29.0)	10.4	(26.6)	10.3	10.5	(13.6)
Tax Rate (%)	28.3	34.2	(591.5)	28.5	(23.3)	28.4	34.6	(611.7)
APAT Margin (%)	5.3	5.0	20.6	4.7	53.8	4.7	4.4	29.1

Source: Company, HSIE Research

Segmental Quarterly Performance (Consolidated)

Particulars	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20
T&D (KEC)	24,680	10,070	13,350	15,630	24,340	12,940	16,210	17,030	20,180
T&D (SAE)	3,070	2,700	1,830	1,950	3,190	3,050	3,560	4,320	4,440
Railway	3,590	3,130	4,210	5,510	6,330	5,220	5,680	6,010	8,610
Civil	1,260	1,190	1,060	1,100	1,630	650	520	870	1,720
Solar and Smart Infra	1,890	1,600	1,330	160	320	340	190	420	320
Cables	2,780	2,590	2,650	3,100	3,490	2,630	2,490	2,490	2,170
Inter-SBU	(630)	(240)	(350)	(980)	(880)	(710)	(570)	(410)	(720)
Total	36,640	21,040	24,080	26,470	38,420	24,120	28,080	30,730	36,720

Source: Company, HSIE Research

Segmental Order Book Trend (Consolidated)

Particulars (Rs bn)	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20
T&D (KEC)	103.8	109.1	120.8	129.7	119.8	114.1	101.3	106.8	100.5
T&D (SAE)	19.0	18.4	20.1	20.6	20.3	19.0	16.3	13.4	10.3
Railway	41.5	47.3	50.3	47.4	52.8	47.5	52.4	68.5	59.5
Civil	3.5	4.2	4.0	4.1	4.1	3.8	7.2	24.9	26.7
Solar and Smart Infra	1.7	0.4	2.0	0.6	2.0	1.9	1.8	2.4	2.3
Cables	3.5	2.5	4.0	4.1	4.1	3.8	1.8	4.2	4.1
Total	173.0	181.9	201.4	206.5	203.1	190.2	180.9	220.1	203.2

Source: Company, HSIE Research

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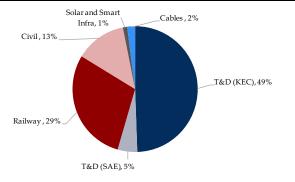
4QFY20 order inflows very weak due to stuttering economic activity even pre-COVID

Segmental Order Inflow Trend (Consolidated)

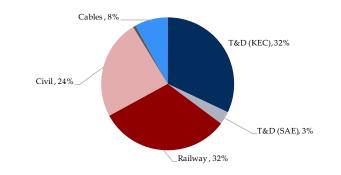
Particulars (Rs bn)	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20
T&D (KEC)	21.6	13.6	29.2	24.0	7.8	5.1	2.0	24.5	4.9
T&D (SAE)	2.7	0.3	6.8	4.4	1.1	1.4	0.8	0.9	0.5
Railway	12.1	9.3	8.2	3.3	10.2	-	18.8	12.6	4.8
Civil	0.0	2.1	1.9	0.6	2.4	0.9	3.3	19.8	3.7
Solar and Smart Infra	0.1	0.1	1.5	0.7	3.3	-	-	0.1	0.1
Cables	1.5	2.0	4.3	2.9	0.6	3.7	1.6	2.7	1.2
Total	38.1	27.5	51.8	36.0	25.5	11.2	26.5	60.5	15.2

Source : Company, HSIE Research

4QFY20 Order Book Breakup (Rs 205bn)



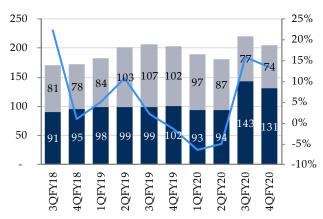
4QFY20 Order Inflow Trend (Rs 15.2bn)



Source : Company, HSIE Research

Order Book Trend (Rs bn)

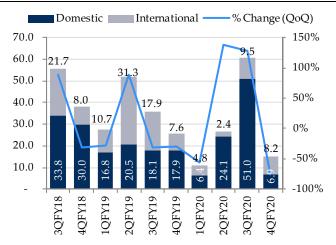
Domestic International — %Change (QoQ)



Source : Company, HSIE Research

Source : Company, HSIE Research

Order Inflow trend (Rs bn)



Source : Company, HSIE Research

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Key Assumptions & Estimates

Particulars	FY20	FY21E	FY22E Comments
Closing order book	2,05,030	1,85,115	1,87,221
Order book growth (%)	1.0%	-9.7%	1.1%
New order booking	1,13,310	95,000	1,26,362 Order booking to be driven by T&D & Railways
Book to bill ratio	1.7	1.6	1.5 Book to bill to be at 1.5-1.6
Total Revenue	1,19,654	1,14,915	1,24,256 1.9% revenue CAGR over FY20-22E
Growth (%)	8.8	(4.0)	8.1
EBIDTA	12,344	11,031	12,638
EBIDTA margin (%)	10.3	9.6	10.2 Margins to dip in FY21 due to negative oplev
Depreciation	1,472	1,467	1,581
Financial Charges	3,080	3,274	3,303 Financing charges factor in higher mix of foreign debt and reduction in interest bearing acceptances
Other Income	111	76	77
PBT	7,903	6,367	7,831 -0.5% PBT CAGR over FY20-22E
PBT margin (%)	6.6	5.5	6.3
Tax	2,248	1,802	2,163
Tax rate (%)	28.4	28.3	27.6 Tax rate to remain at ~28%
RPAT	5,655	4,565	5,667 Flat PAT over FY20-22E
Net margin (%)	4.7	4.0	4.6
Extraordinary	-	-	1
Adjusted PAT	5,655	4,565	5,668
Gross Block Turnover	6	6	6
Debtor days	166	170	170
CFO - a	929	10,013	6,370
CFI - b	(2,079)	(1,416)	(866)
FCFF	(1,150)	8,597	5,504
CFF - c	25	(7,106)	(5,235) Debt repayment in FY22E as WC relaxes
Total change in cash - a+b+c	(1,125)	1,491	269

Source: HSIE Research

Outlook and valuation

Maintain BUY – Target Price of Rs 265/sh (vs Rs 253/sh earlier)

- Valuation methodology: We have valued KEC at 12x Mar-22E EPS and arrive at Rs 265/sh target price. Our BUY stance is based on (1) Robust order book of Rs 205bn spread across T&D, Railways, Civil, Smart Infra and Cables business (2) Well diversified segmental/geographical presence and (3) Strong promoter group.
- Further re-rating is contingent on KEC's ability to secure incremental orders in the T&D segment. Railways now constitutes a significant portion of the new order inflows as well as outstanding order book and margin improvement into double digits will provide further trigger for re-rating.
- Investments in the T&D, Railways and Infra sector would continue to drive the stock's performance. KEC, with strong credentials, is likely to benefit from the pick- up in ordering activity.
- We maintain BUY on KEC with target price of Rs 265/sh.

Valuation

Business	Valuation Methodology	Multiple	Stake	Value	Rs/Sh
Consolidated EPC	P/E multiple on FY22E Earnings	12	100.0%	68,128	265
Total					265
Source: HSIE Research					

Change in Estimates

Change in Estimates								
Consolidated		FY21E		FY22E				
Rs Mn	Old	Revised	% Chg	Old	Revised	% Chg		
Net Sales (Rs bn)	1,05,909	1,14,915	8.50	1,19,847	1,24,256	3.68		
EBITDA (Rs bn)	9,615	11,031	14.74	12,526	12,638	0.89		
EBIDTA Margin (%)	9.1	9.6	52.14	10.5	10.2	-28.12		
Adj PAT (Rs bn)	3,440	4,565	32.71	5,430	5,667	4.38		
AEPS (Rs)	13.4	17.8	32.71	21.1	22.0	4.38		
TP (Rs/share)	253	265	4.38					

Source: Company, HSIE Research

We have valued KEC at

arrive at Rs 265/sh target

12x Mar-22E EPS and

price

We maintain BUY on KEC

We have revised our FY21 estimates upwards to account for earlier than expected resumption of work across plants and sites, and international execution not getting much impacted

Financials

Standalone Income Statement

Year ending March	FY16	FY17	FY18	FY19	FY20E	FY21E	FY22E
Net Revenues	85,178	85,844	1,00,580	1,10,005	1,19,654	1,14,915	1,24,256
Growth (%)		0.8	17.2	9.4	8.8	(4.0)	8.1
Material Expenses	61,798	59,489	72,716	81,230	84,182	81,117	87,643
Employee Expenses	6,392	7,327	7,984	8,322	11,044	10,871	11,806
Other Operating Expenses	10,064	10,849	9,819	8,954	12,084	11,896	12,169
EBIDTA	6,923	8,179	10,062	11,499	12,344	11,031	12,638
EBIDTA (%)	8	9.5	10.0	10.5	10.3	9.6	10.2
EBIDTA Growth (%)		18.1	23.0	14.3	7.3	(10.6)	14.6
Depreciation	1,318	1,297	1,097	1,171	1,472	1,467	1,581
EBIT	5,606	6,882	8,964	10,328	10,872	9,565	11,057
Other Income (Incl. EO Items)	103	289	404	226	111	76	77
Interest	2,794	2,536	2,466	3,119	3,080	3,274	3,303
PBT	2,914	4,634	6,902	7,435	7,903	6,367	7,831
Tax	1,436	1,587	2,298	2,571	2,248	1,802	2,163
RPAT	1,479	3,048	4,604	4,864	5,655	4,565	5,667
АРАТ	1,479	3,048	4,604	4,864	5,655	4,565	5,667
APAT Growth (%)	-5.7	106.1	51.1	5.7	16.3	(19.3)	24.1
EPS	5.8	11.9	17.9	18.9	22.0	17.8	22.0
EPS Growth (%)	-5.7	106.1	51.1	5.7	16.3	(19.3)	24.1
Source: Company, HSIE Research						. ,	
Standalone Balance Sheet							
As at March	FY16	FY17	FY18	FY19	FY20E	FY21E	FY22E
SOURCES OF FUNDS							
Share Capital	514	514	514	514	514	514	514
Reserves	12,390	15,349	19,460	23,837	27,462	32,434	37,269
Total Shareholders Funds	12,904	15,864	19,975	24,351	27,976	32,948	37,783
Minority Interest							
Long Term Debt	5,929	7,757	7,384	5,411	3,069	6,411	5,411
Short Term Debt	32,235	22,014	31,036	24,976	30,201	25,726	25,626
Total Debt	38,164	29,771	38,421	30,386	33,270	32,136	31,036
Other Non Current Liabilities	203	146	177	139	1,280	139	139
Deferred Taxes	(22)	1,240	1,007	1,183	527	1,183	1,183
TOTAL SOURCES OF FUNDS	51,248	47,020	59,579	56,060	63,052	66,407	70,142
APPLICATION OF FUNDS							
Net Block	10,025	9,577	9,202	9,787	11,292	9,761	9,031
CWIP	84	51	781	73	840	103	118
Goodwill	1,952	1,910	1,920	2,037	2,226	2,037	2,037
Other Non Current Assets	254	2,718	4,779	3,223	3,902	3,223	3,223
Total Non-current Assets	12,315	14,257	16,681	15,120	18,260	15,125	14,410
Inventories	3,602	3,947	6,274	6,410	7,758	7,653	7,891
Debtors	47,066	42,268	50,444	48,753	54,448	53,522	57,873
Cash & bank balances	853	2,080	2,313	2,762	1,637	3,128	3,397
ST Loans & Advances	1,179	624	604	336	1,130	1,065	1,118
Other Assets	22,413	23,973	28,808	43,251	45,313	47,204	48,148
Total Current Assets	75,113	72,891	88,443	1,01,511	1,10,285	1,12,572	1,18,426
Creditors	35,346	39,101	44,713	60,068	64,747	60,800	62,205
Other Current Liabilities & Provns	833	1,027	833	503	746	503	503
Total Current Liabilities	36,179	40,128	45,546	60,572	65,493	61,304	62,708
	00,17	10/120	10,010	00,072			
		32 763	42 897	40 939	44 792	51 268	55 718
Net Current Assets Misc Expenses & Others	38,933	32,763	42,897	40,939	44,792 1	51,268 15	55,718 15

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Standalone Cash Flow

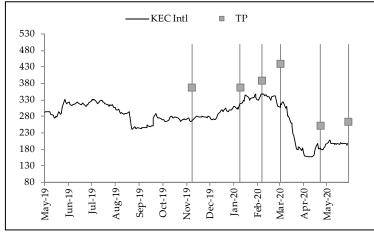
Year ending March	FY16	FY17	FY18	FY19	FY20E	FY21E	FY22E
PBT	2,914	4,634	6,902	7,476	7,903	6,367	7,831
Non-operating & EO items	1,905	2,159	764	(1,015)	637	-	-
Interest expenses	2,794	2,536	2,466	3,119	3,080	3,274	3,303
Depreciation	1,318	1,297	1,097	1,171	1,472	1,467	1,581
Working Capital Change	(8,352)	7,034	(2,338)	(5,787)	(8,670)	708	(4,181)
Tax paid	(1,332)	(1,044)	(2,296)	(2,977)	(3,493)	(1,802)	(2,163)
OPERATING CASH FLOW (a)	(753)	16,616	6,596	1,987	929	10,013	6,370
Capex	(235)	(670)	(1,355)	(1,083)	(2,065)	(1,416)	(866)
Free cash flow (FCF)	(988)	15,946	5,241	905	(1,136)	8,597	5,504
Investments	(14)	(1,050)	911	835	(93)	-	-
Non operating income	23	(111)	400	(446)	79	-	-
INVESTING CASH FLOW (b)	(226)	(1,831)	(45)	(695)	(2,079)	(1,416)	(866)
Share capital Issuance	-	-	-	-	-	-	-
Debt Issuance	3,057	(11,223)	(3,765)	2,282	4,589	(3,000)	(1,100)
Dividend Payment	(575)	(11)	(411)	(614)	(1,558)	(832)	(832)
Others	-	-	-	-	(316)	-	-
Interest expenses	(2,758)	(2,556)	(2,205)	(3,167)	(2,689)	(3,274)	(3,303)
FINANCING CASH FLOW (c)	(276)	(13,790)	(6,382)	(1,499)	25	(7,106)	(5,235)
NET CASH FLOW (a+b+c)	(1,255)	995	170	(206)	(1,125)	1,491	269
Opening Cash & Equivalents	2108	853	2,080	2,313	2,762	1,637	3,128
Closing Cash & Equivalents	853	2,080	2,313	2,762	1,637	3,128	3,397

Key Ratios

	FY16	FY17	FY18	FY19	FY20E	FY21E	FY22E
PROFITABILITY (%)							
GPM	27.4	30.7	27.7	26.2	29.6	29.4	29.5
EBITDA Margin	8.1	9.5	10.0	10.5	10.3	9.6	10.2
EBIT Margin	6.6	8.0	8.9	9.4	9.1	8.3	8.9
APAT Margin	1.7	3.6	4.6	4.4	4.7	4.0	4.6
RoE	22.9	21.2	25.7	21.9	21.6	15.0	16.0
Core RoCE	11.3	9.8	12.6	13.2	14.5	11.7	13.0
RoCE	11.3	9.8	12.0	12.2	13.6	10.9	12.0
EFFICIENCY							
Tax Rate (%)	49.3	34.2	33.3	34.6	28.4	28.3	27.6
Asset Turnover (x)	5.5	5.5	6.3	6.3	6.3	5.6	5.8
Inventory (days)	15	17	23	21	24	24	23
Debtors (days)	202	180	183	162	166	170	170
Other Current Assets (days)	101	105	107	145	142	153	145
Payables (days)	151	166	162	199	198	193	183
Other Current Liab (days)	4	4	3	2	2	2	1
Net Working Capital Cycle (Days)	163	130	147	127	132	153	154
Debt/EBITDA (x)		3.6	3.8	2.6	2.7	2.9	2.5
Net D/E		1.7	1.8	1.1	1.1	0.9	0.7
Interest Coverage		2.7	3.6	3.3	3.5	2.9	3.3
PER SHARE DATA							
EPS (Rs/sh)	5.8	11.9	17.9	18.9	22.0	17.8	22.0
CEPS (Rs/sh)	10.9	16.9	22.2	23.5	27.7	23.5	28.2
DPS (Rs/sh)	1.0	1.6	2.4	2.7	2.7	2.7	2.7
BV (Rs/sh)	50.2	61.7	77.7	94.7	108.8	128.2	147.0
VALUATION							
P/E	33.9	16.5	10.9	10.3	8.9	11.0	8.9
P/BV	3.9	3.2	2.5	2.1	1.8	1.5	1.3
EV/EBITDA	12.6	9.5	8.6	6.8	6.6	7.2	6.2
OCF/EV (%)	- 0.9	21.3	7.6	2.6	1.1	12.6	8.2
FCF/EV (%)	- 1.1	20.5	6.1	1.2	-1.4	10.9	7.1
FCFE/Market Cap (%)	4.1	9.4	2.9	6.4	6.3	11.2	8.8
Dividend Yield (%)	0.5	0.8	1.2	1.4	1.4	1.4	1.4
Source: Company, HSIE Research							

INSTITUTIONAL RESEARCH

RECOMMENDATION HISTORY



Date	СМР	Reco	Target
11-Nov-19	265	BUY	369
10-Jan-20	318	BUY	369
9-Feb-20	348	BUY	390
2-Mar-20	310	BUY	441
24-Apr-20	178	BUY	253
31-May-20	195	BUY	265

From 2nd March 2020, we have moved to new rating system

Rating Criteria

BUY:>+15% return potentialADD:+5% to +15% return potentialREDUCE:-10% to +5% return potentialSELL:>10% Downside return potential

Disclosure:

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