# Voltamp Transformers (VAMP IN)

## Rating: ACCUMULATE | CMP: Rs1,424 | TP: Rs1,565

June 28, 2021

## Q4FY21 Result Update

☑ Change in Estimates | ☑ Target | ☑ Reco

### Change in Estimates

| | Current | | Previous | |
|---|---|---|---|---|
| | FY22E | FY23E | FY22E | FY23E |
| **Rating** | **ACCUMULATE** | | **BUY** | |
| **Target Price** | **1,565** | | **1,466** | |
| Sales (Rs. m) | 9,100 | 11,206 | 9,468 | 11,101 |
| *% Chng.* | *(3.9)* | *0.9* | | |
| EBITDA (Rs. m) | 965 | 1,327 | 1,029 | 1,236 |
| *% Chng.* | *(6.2)* | *7.4* | | |
| EPS (Rs.) | 100.7 | 130.4 | 102.2 | 122.1 |
| *% Chng.* | *(1.5)* | *6.8* | | |

### Key Financials - Standalone

| Y/e Mar | FY20 | FY21 | FY22E | FY23E |
|---|---|---|---|---|
| Sales (Rs. m) | 8,586 | 6,923 | 9,100 | 11,206 |
| EBITDA (Rs. m) | 1,137 | 770 | 965 | 1,327 |
| *Margin (%)* | *13.2* | *11.1* | *10.6* | *11.8* |
| PAT (Rs. m) | 894 | 1,122 | 1,018 | 1,319 |
| EPS (Rs.) | 88.3 | 110.9 | 100.7 | 130.4 |
| *Gr. (%)* | *5.3* | *25.6* | *(9.2)* | *29.5* |
| DPS (Rs.) | 25.0 | 25.0 | 30.0 | 31.2 |
| *Yield (%)* | *1.8* | *1.8* | *2.1* | *2.2* |
| *RoE (%)* | *12.5* | *14.2* | *11.7* | *13.8* |
| *RoCE (%)* | *14.6* | *8.6* | *9.9* | *12.6* |
| EV/Sales (x) | 1.6 | 2.0 | 1.5 | 1.2 |
| EV/EBITDA (x) | 12.3 | 18.1 | 13.9 | 10.2 |
| PE (x) | 16.1 | 12.8 | 14.1 | 10.9 |
| P/BV (x) | 1.9 | 1.7 | 1.6 | 1.4 |

| Key Data | VOTL.BO \| VAMP IN |
|---|---|
| 52-W High / Low | Rs.1,568 / Rs.960 |
| Sensex / Nifty | 52,925 / 15,860 |
| Market Cap | Rs.14bn/ $ 194m |
| Shares Outstanding | 10m |
| 3M Avg. Daily Value | Rs.73.91m |

### Shareholding Pattern (%)

| | |
|---|---|
| Promoter's | 50.00 |
| Foreign | 15.95 |
| Domestic Institution | 20.37 |
| Public & Others | 13.68 |
| Promoter Pledge (Rs bn) | - |

### Stock Performance (%)

| | 1M | 6M | 12M |
|---|---|---|---|
| Absolute | 18.9 | 18.1 | 25.0 |
| Relative | 13.7 | 4.8 | (17.7) |


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## *Healthy order inflows despite pandemic*

**Quick Pointers:**

- Order backlog stand strong at Rs6.5bn as on FY21 (excluding old orders worth Rs500mn, awaiting price negotiation) providing revenue visibility.
- Factory operations impacted in April-May'21 owing to Covid second wave, however operations are ramping up from June'21.

***Voltamp Transformers reported strong quarterly performance above our and street estimates owing to ramp up in dispatches, execution and higher other income. Revenue grew 26% YoY to Rs2.8bn led by strong execution. Steep rise in RM cost such as copper, silicon steel, conventional steel, etc. from Oct'20 impacted EBITDA margins (down 510bps YoY) as management decided to execute fixed price contracts, giving preference to its commitment and long term customer relationships. Despite pandemic, the company secured orders worth ~Rs4bn in 4Q and further is negotiating prices for its orders worth Rs500mn (stuck in delayed delivery) due to non-receipt of manufacturing clearance from customers. OB stands strong at Rs6.5bn (excluding renegotiation orders) providing revenue visibility for next few quarters. Going ahead, company expects sectors like infra, water, power, mining, oil & gas, ports, pharma, data centers, etc. to be major growth drivers.***

***We remain positive on the company considering 1) its strong business model, 2) debt free balance sheet and 3) consistent free cash flow generation (current cash + investment ~Rs5.1bn). Given the steep rise in commodity price we have revised downwards our FY22E earnings by 2%, however we have revised upwards our FY23E earnings by 7% led by strong tender pipeline, and expect revenue/PAT to grow at CAGR of 27%/8% over next two years. The stock is currently trading at valuations of 14.1x/10.9x FY22E/23E earnings, however, owing to recent run up in the price we have revised our rating from 'Buy' to Accumulate with revised TP of Rs1,565 (Rs1,466 earlier).***

**Strong execution; RM cost remains concern:** Sales reported strong growth of 26% YoY to Rs2.8bn, beating our and consensus estimate of ~Rs2.2bn/Rs2.1bn, led by strong execution. Higher raw material cost resulted to contraction in gross margin by 522bps YoY to 21.8% vs 27.1% in Q4FY20. EBITDA declined by 12.3% YoY to Rs330mn (PLe ~Rs169mn), with EBITDA margins contracting by 510bps YoY to 11.6% vs 16.7% in Q4FY20 led by lower gross profit margin and increase in employee cost (up 51% YoY) and other expenses (up 15% YoY). PBT came in at Rs 415mn (up 122.3%), on back of higher other income (Rs107mn in Q4FY21 vs (Rs164mn) in Q4FY20). PAT came in at Rs311mn vs (PLe ~Rs197mn), up 169%YoY.

**OB stands strong at Rs6.5bn:** Order inflow for quarter grew by 61% YoY at Rs4bn (OI for FY21 declined by 8%). OB stands strong at Rs6.5bn (7790 MVA) up 39% YoY, excluding old order worth Rs500mn (970 MVA) which is under price negotiation. Company expects sectors like infra, water, power, mining, Oil & Gas, ports, pharma, data centers etc. to provide growth prospects going ahead.

**Exhibit 1: Q4FY21 Result Overview (Rs mn) - Higher RM cost impacted margins**

| Y/e March | Q4FY20 | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 | YoY gr. (%) | QoQ gr. (%) | FY21 | FY20 | YoY gr. (%) |
|---|---|---|---|---|---|---|---|---|---|---|
| **Revenue** | **2,250** | **723** | **1,602** | **1,757** | **2,840** | ***26.2*** | ***61.6*** | **6,923** | **8,586** | ***(19.4)*** |
| **Total Revenues** | **2,250** | **723** | **1,602** | **1,757** | **2,840** | ***26.2*** | ***61.6*** | **6,923** | **8,586** | ***(19.4)*** |
| Consumption of RM | 1,642 | 535 | 1,186 | 1,363 | 2,220 | *35.2* | *62.9* | 5,290 | 6,457 | *(18.1)* |
| *as % of sales* | *72.9* | *74.0* | *74.0* | *77.6* | *78.2* | | | *76.4* | *75.2* | |
| Gross Profit | 609 | 188 | 417 | 395 | 620 | *1.8* | *57.1* | 1,633 | 2,129 | *(23.3)* |
| *Gross margins%* | *27.1* | *26.0* | *26.0* | *22.4* | *21.8* | | | *23.6* | *24.8* | |
| Employee Cost | 61 | 78 | 79 | 84 | 92 | *51.3* | *9.4* | 332 | 333 | *(0.2)* |
| *as % of sales* | *2.7* | *10.8* | *4.9* | *4.8* | *3.2* | | | *4.8* | *3.9* | |
| Other expenditure | 172 | 82 | 119 | 131 | 198 | *15.4* | *51.0* | 531 | 658 | *(19.4)* |
| *as % of sales* | *7.6* | *11.3* | *7.4* | *7.5* | *7.0* | | | *7.7* | *7.7* | |
| **EBITDA** | **376** | **29** | **219** | **179** | **330** | ***(12.3)*** | ***84.0*** | **770** | **1,137** | ***(32.3)*** |
| Depreciation | 26 | 22 | 22 | 23 | 22 | *(14.4)* | *(2.4)* | 89 | 90 | *(1.6)* |
| **EBIT** | **350** | **7** | **197** | **157** | **308** | ***(12.2)*** | ***96.5*** | **682** | **1,048** | ***(34.9)*** |
| Other Income | (164) | 224 | 156 | 249 | 107 | *NA* | *(57.1)* | 723 | 86 | *739.9* |
| Interest | - | 0 | - | - | - | *NA* | *NA* | 0 | 0 | *NA* |
| **PBT** | **186** | **231** | **353** | **406** | **415** | ***122.3*** | ***2.1*** | **1,405** | **1,134** | ***23.9*** |
| Total Tax | 71 | 38 | 55 | 85 | 104 | *46.1* | *21.7* | 282 | 240 | *17.8* |
| **Adjusted PAT** | **115** | **193** | **298** | **321** | **311** | ***169.2*** | ***(3.1)*** | **1,122** | **894** | ***25.6*** |
| (Profit)/loss from JV's/Ass/MI | - | - | - | - | - | - | - | - | - | - |
| **PAT after MI** | **115** | **193** | **298** | **321** | **311** | ***169.2*** | ***(3.1)*** | **1,122** | **894** | ***25.6*** |
| Extra ordinary items | - | - | - | - | - | - | - | - | - | - |
| **Reported PAT** | **115** | **193** | **298** | **321** | **311** | ***169.2*** | ***(3.1)*** | **1,122** | **894** | ***25.6*** |
| **Adjusted EPS** | **11.4** | **19.1** | **29.5** | **31.7** | **30.8** | ***169.2*** | ***(3.1)*** | **111.1** | **88.5** | ***25.6*** |
| | | | | | | | | | | |
| **Margins (%)** | **Q4FY20** | **Q1FY21** | **Q2FY21** | **Q3FY21** | **Q4FY21** | ***bps*** | ***bps*** | **FY21** | **FY20** | ***bps*** |
| EBIDTA | 16.7 | 4.0 | 13.7 | 10.2 | 11.6 | *(510)* | *141* | 11.1 | 13.2 | *(212)* |
| EBIT | 15.6 | 1.0 | 12.3 | 8.9 | 10.8 | *(473)* | *193* | 9.8 | 12.2 | *(235)* |
| EBT | 8.3 | 31.9 | 22.0 | 23.1 | 14.6 | *631* | *(850)* | 20.3 | 13.2 | *709* |
| PAT | 5.1 | 26.7 | 18.6 | 18.2 | 10.9 | *581* | *(730)* | 16.2 | 10.4 | *580* |
| Effective Tax rate | 38.1 | 16.5 | 15.6 | 21.0 | 25.1 | *(1,306)* | *404* | 20.1 | 21.2 | *(105)* |

*Source: Company, PL*

# Financials

### Income Statement (Rs m)

| Y/e Mar | FY20 | FY21 | FY22E | FY23E |
|---|---|---|---|---|
| **Net Revenues** | **8,586** | **6,923** | **9,100** | **11,206** |
| *YoY gr. (%)* | *3.6* | *(19.4)* | *31.4* | *23.2* |
| Cost of Goods Sold | 6,457 | 5,290 | 7,122 | 8,632 |
| Gross Profit | 2,129 | 1,633 | 1,978 | 2,574 |
| *Margin (%)* | *24.8* | *23.6* | *21.7* | *23.0* |
| Employee Cost | 333 | 332 | 364 | 448 |
| Other Expenses | 306 | 185 | 250 | 308 |
| **EBITDA** | **1,137** | **770** | **965** | **1,327** |
| *YoY gr. (%)* | *21.5* | *(32.3)* | *25.3* | *37.5* |
| *Margin (%)* | *13.2* | *11.1* | *10.6* | *11.8* |
| Depreciation and Amortization | 90 | 89 | 104 | 124 |
| **EBIT** | **1,048** | **682** | **861** | **1,203** |
| *Margin (%)* | *12.2* | *9.8* | *9.5* | *10.7* |
| Net Interest | 0 | - | - | - |
| Other Income | 86 | 723 | 500 | 560 |
| **Profit Before Tax** | **1,134** | **1,405** | **1,362** | **1,763** |
| *Margin (%)* | *13.2* | *20.3* | *15.0* | *15.7* |
| Total Tax | 240 | 282 | 343 | 444 |
| *Effective tax rate (%)* | *21.2* | *20.1* | *25.2* | *25.2* |
| **Profit after tax** | **894** | **1,122** | **1,018** | **1,319** |
| Minority interest | - | - | - | - |
| Share Profit from Associate | - | - | - | - |
| **Adjusted PAT** | **894** | **1,122** | **1,018** | **1,319** |
| *YoY gr. (%)* | *5.3* | *25.6* | *(9.2)* | *29.5* |
| *Margin (%)* | *10.4* | *16.2* | *11.2* | *11.8* |
| Extra Ord. Income / (Exp) | - | - | - | - |
| **Reported PAT** | **894** | **1,122** | **1,018** | **1,319** |
| *YoY gr. (%)* | *5.3* | *25.6* | *(9.2)* | *29.5* |
| *Margin (%)* | *10.4* | *16.2* | *11.2* | *11.8* |
| Other Comprehensive Income | - | - | - | - |
| Total Comprehensive Income | 894 | 1,122 | 1,018 | 1,319 |
| **Equity Shares O/s (m)** | **10** | **10** | **10** | **10** |
| **EPS (Rs)** | **88.3** | **110.9** | **100.7** | **130.4** |

*Source: Company Data, PL Research*

### Balance Sheet Abstract (Rs m)

| Y/e Mar | FY20 | FY21 | FY22E | FY23E |
|---|---|---|---|---|
| **Non-Current Assets** | | | | |
| **Gross Block** | **796** | **840** | **1,040** | **1,240** |
| Tangibles | 796 | 840 | 1,040 | 1,240 |
| Intangibles | - | - | - | - |
| **Acc: Dep / Amortization** | **229** | **318** | **422** | **546** |
| Tangibles | 229 | 318 | 422 | 546 |
| Intangibles | - | - | - | - |
| **Net fixed assets** | **567** | **523** | **619** | **695** |
| Tangibles | 567 | 523 | 619 | 695 |
| Intangibles | - | - | - | - |
| Capital Work In Progress | 22 | 87 | 87 | 87 |
| Goodwill | - | - | - | - |
| Non-Current Investments | 4,344 | 4,875 | 4,702 | 5,061 |
| Net Deferred tax assets | 25 | 4 | 4 | 4 |
| Other Non-Current Assets | 24 | 4 | 36 | 45 |
| **Current Assets** | | | | |
| Investments | 368 | 234 | 234 | 234 |
| Inventories | 1,155 | 1,273 | 1,247 | 1,535 |
| Trade receivables | 1,503 | 1,707 | 2,148 | 2,655 |
| Cash & Bank Balance | 60 | 203 | 764 | 673 |
| Other Current Assets | 66 | 139 | 64 | 78 |
| **Total Assets** | **8,143** | **9,100** | **9,955** | **11,131** |
| **Equity** | | | | |
| Equity Share Capital | 101 | 101 | 101 | 101 |
| Other Equity | 7,381 | 8,240 | 8,955 | 9,959 |
| **Total Networth** | **7,482** | **8,341** | **9,056** | **10,060** |
| **Non-Current Liabilities** | | | | |
| Long Term borrowings | - | - | - | - |
| Provisions | - | - | - | - |
| Other non current liabilities | - | - | - | - |
| **Current Liabilities** | | | | |
| ST Debt / Current of LT Debt | - | - | - | - |
| Trade payables | 69 | 68 | 100 | 123 |
| Other current liabilities | 618 | 695 | 803 | 951 |
| **Total Equity & Liabilities** | **8,143** | **9,100** | **9,955** | **11,131** |

*Source: Company Data, PL Research*

## Cash Flow (Rs m)

| Y/e Mar | FY20 | FY21 | FY22E | FY23E |
|---|---|---|---|---|
| PBT | 1,134 | 1,405 | 1,362 | 1,763 |
| Add. Depreciation | 90 | 89 | 104 | 124 |
| Add. Interest | 0 | - | - | - |
| Less Financial Other Income | 86 | 723 | 500 | 560 |
| Add. Other | (69) | (712) | (500) | (560) |
| Op. profit before WC changes | 1,154 | 782 | 965 | 1,327 |
| Net Changes-WC | 224 | (363) | (249) | (707) |
| Direct tax | 300 | 231 | 343 | 444 |
| **Net cash from Op. activities** | **1,078** | **188** | **373** | **176** |
| Capital expenditures | (194) | (97) | (200) | (200) |
| Interest / Dividend Income | 126 | 107 | 500 | 560 |
| Others | (790) | 197 | 191 | (311) |
| **Net Cash from Invt. activities** | **(857)** | **207** | **491** | **49** |
| Issue of share cap. / premium | - | - | - | - |
| Debt changes | - | - | - | - |
| Dividend paid | (274) | (253) | (303) | (315) |
| Interest paid | 0 | - | - | - |
| Others | - | - | - | - |
| **Net cash from Fin. activities** | **(275)** | **(253)** | **(303)** | **(315)** |
| **Net change in cash** | **(54)** | **142** | **561** | **(90)** |
| Free Cash Flow | 1,083 | 190 | 173 | (24) |

*Source: Company Data, PL Research*

## Key Financial Metrics

| Y/e Mar | FY20 | FY21 | FY22E | FY23E |
|---|---|---|---|---|
| **Per Share(Rs)** | | | | |
| EPS | 88.3 | 110.9 | 100.7 | 130.4 |
| CEPS | 97.2 | 119.7 | 110.9 | 142.6 |
| BVPS | 739.6 | 824.5 | 895.2 | 994.4 |
| FCF | 107.0 | 18.8 | 17.1 | (2.4) |
| DPS | 25.0 | 25.0 | 30.0 | 31.2 |
| **Return Ratio(%)** | | | | |
| RoCE | 14.6 | 8.6 | 9.9 | 12.6 |
| ROIC | 12.2 | 7.3 | 8.4 | 10.4 |
| RoE | 12.5 | 14.2 | 11.7 | 13.8 |
| **Balance Sheet** | | | | |
| Net Debt : Equity (x) | (0.1) | (0.1) | (0.1) | (0.1) |
| Net Working Capital (Days) | 110 | 154 | 132 | 132 |
| **Valuation(x)** | | | | |
| PER | 16.1 | 12.8 | 14.1 | 10.9 |
| P/B | 1.9 | 1.7 | 1.6 | 1.4 |
| P/CEPS | 14.6 | 11.9 | 12.8 | 10.0 |
| EV/EBITDA | 12.3 | 18.1 | 13.9 | 10.2 |
| EV/Sales | 1.6 | 2.0 | 1.5 | 1.2 |
| Dividend Yield (%) | 1.8 | 1.8 | 2.1 | 2.2 |

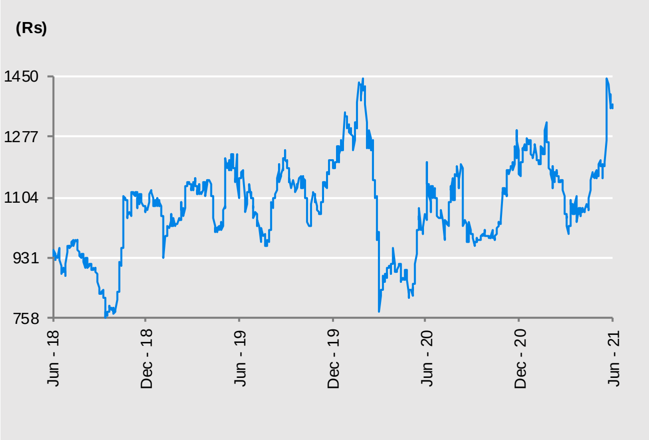
*Source: Company Data, PL Researchs*

## Quarterly Financials (Rs m)

| Y/e Mar | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 |
|---|---|---|---|---|
| **Net Revenue** | **723** | **1,602** | **1,757** | **2,840** |
| *YoY gr. (%)* | *(61.4)* | *(17.8)* | *(30.1)* | *26.2* |
| Raw Material Expenses | 535 | 1,186 | 1,363 | 2,220 |
| Gross Profit | 188 | 417 | 395 | 620 |
| *Margin (%)* | *26.0* | *26.0* | *22.4* | *21.8* |
| **EBITDA** | **29** | **219** | **179** | **330** |
| *YoY gr. (%)* | *(86.1)* | *4.4* | *(41.0)* | *(12.3)* |
| *Margin (%)* | *4.0* | *13.7* | *10.2* | *11.6* |
| Depreciation / Depletion | 22 | 22 | 23 | 22 |
| **EBIT** | **7** | **197** | **157** | **308** |
| *Margin (%)* | *1.0* | *12.3* | *8.9* | *10.8* |
| Net Interest | - | - | - | - |
| Other Income | 224 | 156 | 249 | 107 |
| **Profit before Tax** | **231** | **353** | **406** | **415** |
| *Margin (%)* | *31.9* | *22.0* | *23.1* | *14.6* |
| Total Tax | 38 | 55 | 85 | 104 |
| *Effective tax rate (%)* | *16.5* | *15.6* | *21.0* | *25.1* |
| **Profit after Tax** | **193** | **298** | **321** | **311** |
| Minority interest | - | - | - | - |
| Share Profit from Associates | - | - | - | - |
| **Adjusted PAT** | **193** | **298** | **321** | **311** |
| *YoY gr. (%)* | *14.1* | *15.0* | *(8.5)* | *169.2* |
| *Margin (%)* | *26.7* | *18.6* | *18.2* | *10.9* |
| Extra Ord. Income / (Exp) | - | - | - | - |
| **Reported PAT** | **193** | **298** | **321** | **311** |
| *YoY gr. (%)* | *14.1* | *15.0* | *(8.5)* | *169.2* |
| *Margin (%)* | *26.7* | *18.6* | *18.2* | *10.9* |
| Other Comprehensive Income | - | - | - | - |
| **Total Comprehensive Income** | **193** | **298** | **321** | **311** |
| Avg. Shares O/s (m) | 10 | 10 | 10 | 10 |
| **EPS (Rs)** | **19.1** | **29.5** | **31.7** | **30.8** |

*Source: Company Data, PL Research*

## Price Chart




## Recommendation History

| No. | Date | Rating | TP (Rs.) | Share Price (Rs.) |
|---|---|---|---|---|
| 1 | 07-Apr-21 | BUY | 1,466 | 1,058 |
| 2 | 12-Feb-21 | BUY | 1,466 | 1,260 |
| 3 | 08-Jan-21 | BUY | 1,283 | 1,254 |
| 4 | 02-Dec-20 | BUY | 1,283 | 1,186 |
| 5 | 10-Nov-20 | BUY | 1,283 | 1,032 |
| 6 | 08-Oct-20 | BUY | 1,244 | 988 |
| 7 | 17-Aug-20 | BUY | 1,244 | 1,095 |
| 8 | 08-Jul-20 | BUY | 1,244 | 1,132 |

## Analyst Coverage Universe

| Sr. No. | Company Name | Rating | TP (Rs) | Share Price (Rs) |
|---|---|---|---|---|
| 1 | ABB India | Hold | 1,337 | 1,388 |
| 2 | Ahluwalia Contracts (India) | BUY | 384 | 293 |
| 3 | Apar Industries | BUY | 696 | 524 |
| 4 | Ashoka Buildcon | BUY | 160 | 98 |
| 5 | Bharat Electronics | BUY | 208 | 169 |
| 6 | BHEL | Sell | 34 | 67 |
| 7 | Capacite's Infraprojects | BUY | 270 | 210 |
| 8 | Container Corporation of India | Hold | 607 | 634 |
| 9 | Cummins India | Hold | 796 | 772 |
| 10 | Engineers India | BUY | 129 | 84 |
| 11 | GE T&D India | Hold | 141 | 137 |
| 12 | H.G. Infra Engineering | BUY | 476 | 333 |
| 13 | IRB Infrastructure Developers | BUY | 179 | 106 |
| 14 | ITD Cementation India | BUY | 97 | 83 |
| 15 | J.Kumar Infraprojects | BUY | 272 | 177 |
| 16 | Kalpataru Power Transmission | BUY | 448 | 382 |
| 17 | KEC International | Accumulate | 420 | 417 |
| 18 | KNR Constructions | Accumulate | 253 | 227 |
| 19 | Larsen & Toubro | BUY | 1,604 | 1,416 |
| 20 | NCC | BUY | 111 | 83 |
| 21 | PNC Infratech | BUY | 295 | 256 |
| 22 | Power Grid Corporation of India | BUY | 205 | 170 |
| 23 | Sadbhav Engineering | BUY | 115 | 63 |
| 24 | Siemens | Accumulate | 2,101 | 2,064 |
| 25 | Thermax | Accumulate | 1,559 | 1,455 |
| 26 | Triveni Turbine | BUY | 98 | 102 |
| 27 | Voltamp Transformers | BUY | 1,466 | 1,058 |

## PL's Recommendation Nomenclature (Absolute Performance)

**Buy** : > 15%
**Accumulate** : 5% to 15%
**Hold** : +5% to -5%
**Reduce** : -5% to -15%
**Sell** : < -15%
**Not Rated (NR)** : No specific call on the stock
**Under Review (UR)** : Rating likely to change shortly

## ANALYST CERTIFICATION

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We/I, Mr. Viral Shah- BE Chemical Engineering, MBA Finance, Mr. Nilesh Soni- BCom, MBA (Finance) Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

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