

Jul-Sep'21 Earnings Preview

IPM to drive growth, US on slow progression

October 6, 2021

Exhibit 1: PL Universe

Companies	Rating	CMP (Rs)	TP (Rs)
Aurobindo Pharma	HOLD	724	795
Cadila Healthcare	BUY	564	696
Cipla	Acc	935	980
Dr. Lal PathLabs	SELL	3,775	2,633
Dr. Reddy's Laboratories	Acc	5,035	5,114
Eris Lifesciences	BUY	751	909
Glenmark Pharma	HOLD	520	555
Indoco Remedies	BUY	449	518
Ipca Laboratories	Acc	2,349	2,290
Lupin	Reduce	964	955
Sun Pharmaceutical Ind.	BUY	821	922
Thyrocare Technologies	UR	1,170	NA

Source: PL

Acc=Accumulate / UR=Under Review

Top Picks

Eris LifeSciences

Indoco Remedies

Sun Pharmaceutical Industries

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Quick Pointers:

- IPM gradually normalized with traction in non-Covid portfolio (acute and seasonal segments) and declining trend in Covid drugs; expect 17-20% QoQ growth in FY22E.
- US to remain muted while hospital and specialty segment to grow at lower rate than expected.
- EBITDAM to remain at normalized level (between 23-24%) in-line with company guidance, due to robust IPM and cost optimization (R&D).

We expect Q2FY22E Revenue/EBITDA/PBT of pharma companies under our coverage to grow by 5%/11%/12% YoY, while diagnostic companies to report 20%/17%/17% YoY growth. Growth is largely driven by increased traction in domestic market and robust growth from Ex-US/EU market. Declining COVID-portfolio revenue is indicating higher normalization in the economy thereby resulting in opening up of travel destinations and other major segments. We believe that ease in RT/PCR tests will remain intact, while demand for core tests may increase with digitalization in diagnostic segment. Similarly, as vaccination ratio improves, less impact is expected from newer COVID wave.

We expect pharma companies to continue maintaining its healthy growth in Q2FY22 as 1) India formulations are expected to rebound growth from its core segment with higher vaccinated population and lesser restrictions across India and 2) US generics to be driven by better portfolio in complex injectable and oncology drugs as well as entry into more branded spaces. We expect generics market in US to remain challenging due to increased competition, higher pricing pressure and absence of one-time opportunities, while non-generic players to gain opportunities mainly on increased footfalls of patients. We also noticed lack of traction in US anti-biotic sales, which is not only a lead indicator of hospital business but also lead growth driver of SUNP, ARBP and DRRD in our coverage (as injectable/hospital sales are key growth elements in US). Pharmaceutical companies to record normalized EBITDAM (23%-24%) during Q2FY22E, led by improved revenue tractions and cost optimization measures in the business. We expect EBITDAM to be flattish QoQ, however impact of plant inspection by US FDA will be a key to watch in future.

Top picks: ERIS, INDR and SUNP with better growth traction in India's core business along with patented biz in exports.

US Approvals: In Q2FY22E, Indian companies' received around 53 ANDAs approvals out of which 12 ANDAs were with tentative approvals. Among companies under our coverage Zydus Cadila (CDH) received 10 ANDA approvals, followed by Aurobindo (ARBP) with 6 approvals. Dr. Reddy's Labs (DRRD) and Sun Pharma (SUNP) have received 2 and 3 ANDA approvals respectively. In 2QFY22E, Cipla (CIPLA) and Lupin (LPC) received 1 approval each.

Exhibit 2: Foreign Exchange Rates vis-à-vis USD

FOREX Rates vis-à-vis USD	Q2FY22	Q1FY22	Growth (%)
Euro	1.2	1.2	2.2
GB Pound Sterling	1.4	1.4	1.4
Japanese Yen	110.1	109.5	(0.6)
Russian Rouble	73.5	74.2	1.0
South African Zar	14.6	14.1	(3.4)
Brazilian Real	5.2	5.3	1.4
Indian Rupee	74.1	73.7	(0.5)
Mexican Peso	20.0	20.0	0.0

Source: Company, PL

Top Picks

ERIS - BUY (TP Rs909): Given 1) strong growth outlook with high contribution of chronic/sub-chronic products and 2) pure domestic play with insignificant regulatory risks along with strong pipeline of patent expiration opportunities in cardio-metabolic segment, we maintain our positive outlook with average EBITDA margin of 35%. Company is confident about achieving its FY22E guidance of 15% sales growth with 35-36% margins and maintaining the trend of 10 plus new launches annually. We value ERIS at P/E of 25x FY23E.

INDR - BUY (TP Rs518): With strong growth in India formulations (15-17%) and guidance of strong pipeline in US Gx, we maintain our positive outlook on INDR. Improved productivity from existing MR strength, sustainable growth of 15% YoY from India market, new ophthalmic products and ANDAs in partnership in oral segments of US market are the key growth drivers for its earnings expansion. We assign P/E of 23x on FY23E.

SUNP - BUY (TP Rs922): Despite sectoral headwinds in key markets we are positive on growth prospect of SUNP's specialty portfolio. We maintain SUNP in our top pick with its better traction of specialty portfolio in US, EU and ROW markets, healthy pipeline of quality products and sustainable approval rate in US(Gx), successful resolution of Halol plant in FY22/23E and cost optimization measures to help expand EBITDA margins to be growth drivers in medium term. We assume 17% EPS CAGR over FY21-23E. We value SUNP at P/E of 24x FY23E.

IPM to maintain healthy growth core portfolio in 2QFY22E

- IPM is expected to grow at high teen YoY ~17-20% in 2QFY22E with traction in non-Covid portfolio.
- Normalization returned in IPM with volume, value and new products.

Due to increased vaccination drive, there was decline in number of active COVID cases and lesser fear of new COVID wave. Also the antibody cocktail treatment has resulted in lower demand for COVID drugs in the market. COVID product led performers like GNP, CIPLA and CDH have already registered continuous de-growth from its COVID product portfolio since June'21. Further normalization in the country will regularize demand for acute therapies and seasonally agnostic non-COVID drugs, which may likely bring expansion in margins going ahead.

Diagnostic biz to register healthy growth in core biz

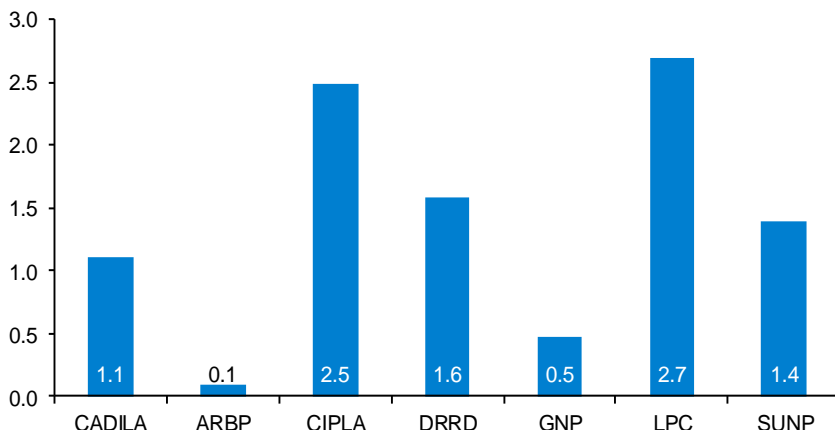
In Q2FY22E vaccination is picking up and we expect non-Covid business to likely witness increased demand in coming period. Geographic expansion, new technology led infrastructure and adopting culture of online platform will remain important strategies of many players in the industry. Companies' core business is expected to remain healthy from Q2FY22E onwards with less fear of new COVID wave and normalization in economic activities. We expect gradual increase in core business portfolio led by vector-borne diseases (Dengue, Malaria) in 2QFY22E. This will especially help DLPL and hospital business of THYROCAR in Delhi and NCR area. With benefits of lower base case of Dengue/Malaria, we expect better YoY traction due to lack of lockdown in 2QFY22E, unlike the scenario in 2QFY21.

Complex injectables and oncology drugs to drive US

- US remains muted in revival of hospital generics as growth in footfall are lower than expected. Specialty and complex generics maintains better tractions.
- Expect improved rate of inspections by US FDA which may lead to increased new ANDA approvals in US Gx.

With 35% average revenue contribution of US in our coverage universe (EX-JUBILANT), we expect muted growth for Q2FY22E with average sequential growth of only 1.4% in last 12 quarters led by price erosion in key products, increased competition and delay in non-compliance of plants. Among our coverage universe we expect SUNP to post robust double digit growth of 28.4% YoY, mainly from pick-up in key specialty products across the globe while ARBP and CDH to witness decline of 13.9% and 11.4% YoY in Q2FY22E.

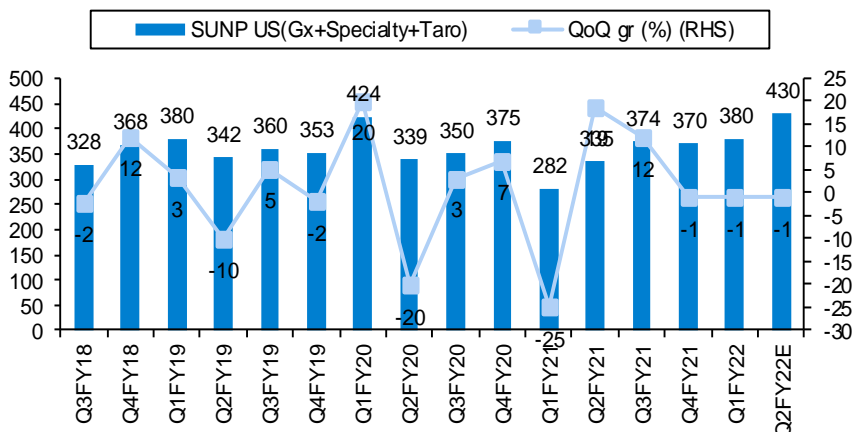
Exhibit 3: US QoQ average Gr (%) rate in last 12 quarters



Source: Company, PL

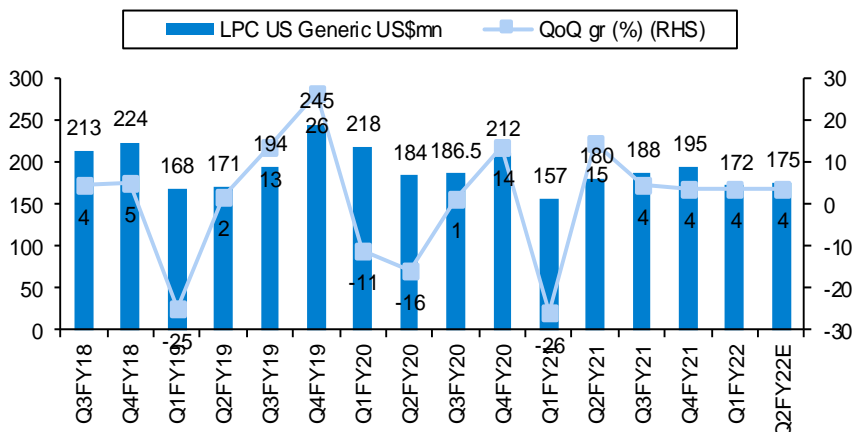
In the last 12 quarters, LPC and CIPLA avg. growth has been highest at 2.7% and 2.5% QoQ followed by DRRD at 1.6% led by continued momentum from new products and scale up from new launches. ARBP US growth has been the lowest at 0.1% QoQ, due to higher price erosion and tepid hospital sales.

Exhibit 4: SUNP: Avg 0.5%gr with cGMP issue in HaloI



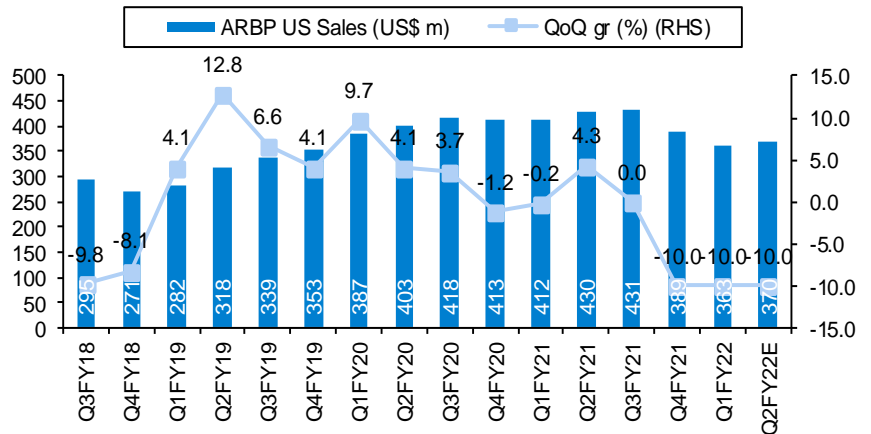
Source: Company, PL

Exhibit 5: LPC: Avg 2.6%gr with cGMP issues and GAVIS underperformance



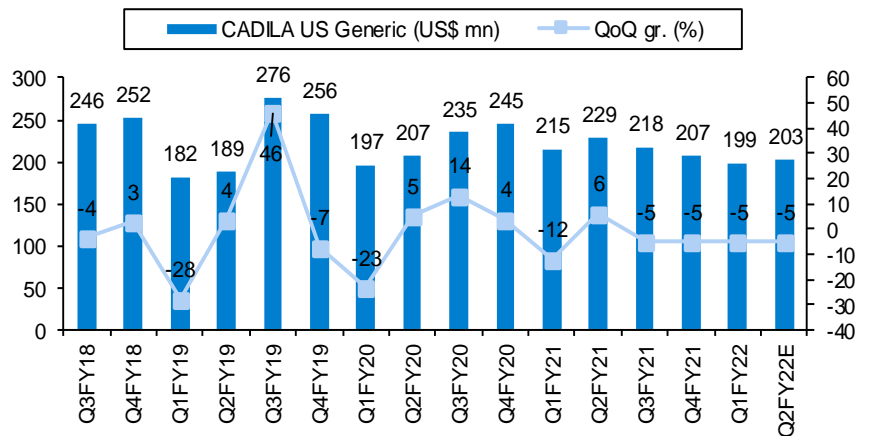
Source: Company, PL

Exhibit 6: ARBP: Avg 1.1% gr led by new approvals



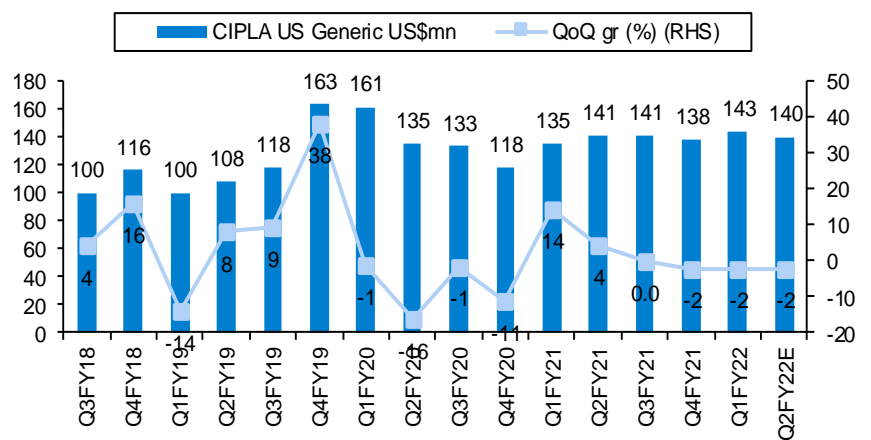
Source: Company, PL

Exhibit 7: CDH: Avg Gr 1.0 %, Lack of growth post the peak on Asacol HD



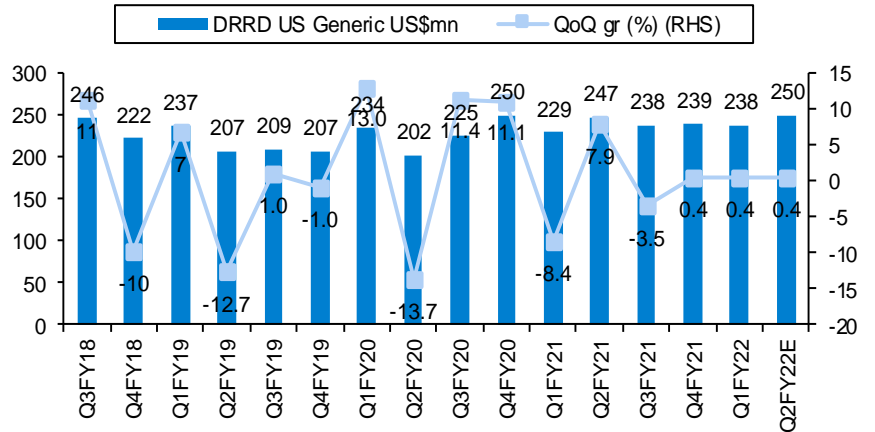
Source: Company, PL

Exhibit 8: CIPLA: Avg Gr 3% led by gAlbuterol and gCinacalcet



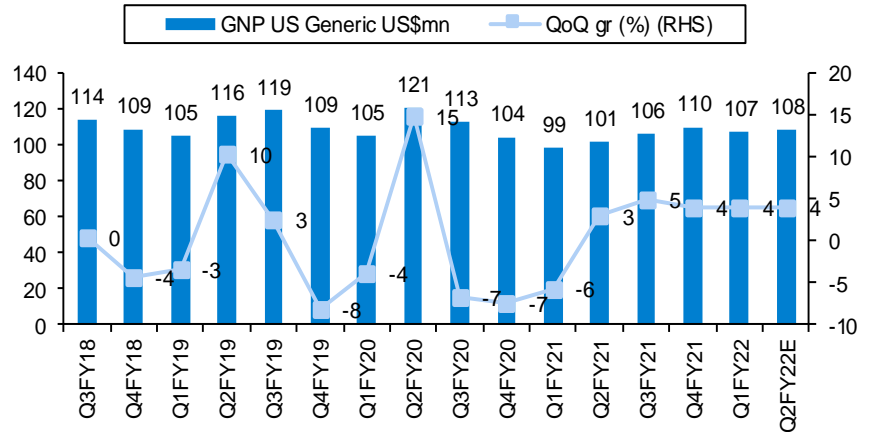
Source: Company, PL

Exhibit 9: DRRD: Avg Gr 0.5 %, Long impacted on cGMP issues



Source: Company, PL

Exhibit 10: GNP: Avg growth of 1.0 % with small portfolio and few approvals



Source: Company, PL

Exhibit 11: Q2FY22 Result Preview

Company Name		Q2FY22E	Q1FY22	YoY gr. (%)	Q4FY21	QoQ gr. (%)	Remark
Aurobindo Pharma	Sales	57,715	63,779	-9.5	56,919	1.4	US revenue to be around US\$350-370mn mainly after divestment of Natrol. EU & EM to maintain its growth rate. We expect US specialty business to contribute after FY22. The observations related to Unit-I, IX, VII and XI remain unresolved.
	EBITDA	11,399	13,273	(14.1)	11,993	(5.0)	
	Margin (%)	19.8	20.8		21.1		
	PBT	9,263	12,135	(23.7)	10,267	(9.8)	
	Adj. PAT	6,663	8,057	(17.3)	7,700	(13.5)	
Cadila Healthcare	Sales	36,858	38,200	-3.5	40,254	(8.4)	Being key regions, we expect India and US business to be a performer for this quarter with lower tractions from Covid product portfolio. India formulations to grow at lower single digit while International formulations to de-grow during the quarter. COVID vaccine to become a part of national vaccine programme.
	EBITDA	8,853	8,634	2.5	9,330	(5.1)	
	Margin (%)	24.0	22.6		23.2		
	PBT	7,122	6,662	6.9	7,546	(5.6)	
	Adj. PAT	5,633	4,734	19.0	5,648	(0.3)	
Cipla	Sales	51,697	49,726	4.0	54,707	(5.5)	India formulation to show decent growth of 13% YoY while on QoQ it is expected to record de-growth on absence of Covid product benefits. US (Gx) could be US\$145-150mn led by market key products like gAlbuterol. EBITAM to be 24% led by lower SG&A as indicated.
	EBITDA	12,245	11,109	10.2	13,123	(6.7)	
	Margin (%)	23.7	22.3		24.0		
	PBT	10,309	9,257	11.4	11,201	(8.0)	
	Adj. PAT	7,934	6,594	20.3	7,147	11.0	
Dr. Lal PathLabs	Sales	5,476	4,320	26.8	6,066	(9.7)	Revenue growth to remain softer on QoQ basis with normalization in core business at 13% YoY growth while COVID testing revenue to be at lower side. High revenue contribution expected from other regions than Delhi-NCR. EBITDAM to come in at 29% with increase in employee cost during the quarter.
	EBITDA	1,588	1,273	24.8	1,890	(16.0)	
	Margin (%)	29.0	29.5		31.2		
	PBT	1,493	1,167	28.0	1,793	(16.7)	
	Adj. PAT	1,120	872	28.4	1,337	(16.2)	
Dr. Reddy's Laboratories	Sales	51,534	49,109	4.9	49,451	4.2	India formulations business to grow with 13% YoY in 2QFY22 while US (Gx) to de-grow by 5% on YoY mainly on increased competition and lower traction from launches. Uncertainty about commercial roll-out of Sputnik vaccine across the country has continued.
	EBITDA	11,595	12,342	(6.1)	9,183	26.3	
	Margin (%)	22.5	25.1		18.6		
	PBT	9,442	9,437	0.1	7,230	30.6	
	Adj. PAT	7,522	8,499	(11.5)	5,642	33.3	
Eris Lifesciences	Sales	3,611	3,253	11.0	3,437	5.1	With revival in IPM, consistent growth is expected during Q2FY22 as per company guidance. Growth in top brands and pick up in marketing activities likely to yield additional benefit during the quarter. With continues cost controlling measures, EBITDA margins to come in at 36.6% during Q2FY22.
	EBITDA	1,321	1,200	10.0	1,209	9.2	
	Margin (%)	36.6	36.9		35.2		
	PBT	1,285	1,158	10.9	1,171	9.7	
	Adj. PAT	1,169	1,077	8.5	1,067	9.6	
Glenmark Pharmaceuticals	Sales	27,867	29,081	-4.2	29,461	(5.4)	India formulation business to registered de-growth during the quarter mainly due to absence of major contribution from COVID related products. US derma portfolio (25-30% of US revenue) could continue strong price erosion and remain flat QoQ to US\$105-110mn.
	EBITDA	5,155	5,084	1.4	5,548	(7.1)	
	Margin (%)	18.5	17.5		18.8		
	PBT	3,692	3,362	9.8	4,436	(16.8)	
	Adj. PAT	2,695	2,277	18.4	3,065	(12.1)	
Indoco Remedies	Sales	4,005	3,225	24.2	3,812	5.1	With normalization in IPM, an acute segment once again leading the market, India formulation to post strong growth of 17% YoY in Q2FY22. Resolution of regulatory issues and pick up of ophthalmic and oral products may result in decent growth from export formulations business during the quarter.
	EBITDA	781	550	42.0	815	(4.2)	
	Margin (%)	19.5	17.1		21.4		
	PBT	577	362	59.1	612	(5.8)	
	Adj. PAT	386	251	53.9	396	(2.5)	
Ipca Laboratories	Sales	14,372	12,978	10.7	14,786	(2.8)	India formulation growth in Q2FY22 could be 15-18% YoY while API biz to continue its growth between 10-13% YoY. Generic biz to drive export formulation but with lower single digit growth rate while branded business is expected to grow with double digit growth on YoY basis during the quarter.
	EBITDA	3,880	3,602	7.7	3,940	(1.5)	
	Margin (%)	27.0	27.8		26.6		
	PBT	3,550	3,272	8.5	3,564	(0.4)	
	Adj. PAT	2,926	2,727	7.3	2,847	2.8	

Company Name		Q2FY22E	Q1FY22	YoY gr. (%)	Q4FY21	QoQ gr. (%)	Remark
Lupin	Sales	38,028	37,818	0.6	38,640	(1.6)	Steady growth of gAlbuterol to drive the growth of US market while Glumetza lost its Rx share recently. The steeper price erosion in key products to continue challenging environment in the US market. With revamp in acute segment, India formulations to grow at 13% YoY while EM's could be at 6% QoQ.
	EBITDA	5,514	5,280	4.4	5,214	5.8	
	Margin (%)	14.5	14.0		13.5		
	PBT	3,841	3,598	6.8	3,770	1.9	
	Adj. PAT	2,809	2,110	33.1	2,735	2.7	
Sun Pharmaceutical Industries	Sales	95,843	84,588	13.3	96,694	(0.9)	Promising growth from specialty product portfolio across the globe. Taro is likely to report flat to marginal QoQ revenue growth of \$145-150mn in Q2FY22. Sectorial tailwinds in IPM to witness improved growth from India formulation business on YoY basis. Halol plant will continue to be under observation.
	EBITDA	26,740	20,989	27.4	27,718	(3.5)	
	Margin (%)	27.9	24.8		28.7		
	PBT	23,158	19,172	20.8	24,353	(4.9)	
	Adj. PAT	20,948	18,128	15.6	14,442	45.1	
Thyrocare Technologies	Sales	1,556	1,533	1.6	1,650	(5.7)	With normalization and lower active cases of COVID-19 across the country, COVID testing revenue to be lower during the quarter while revenue from core testing business to grow with 16% YoY and PET scan segment has also expected to grow at improved rate on QoQ.
	EBITDA	619	619	0.0	716	(13.6)	
	Margin (%)	39.8	40.4		43.4		
	PBT	553	589	(6.0)	742	(25.4)	
	Adj. PAT	418	430	(2.9)	560	(25.4)	

Source: Company, PL

Exhibit 12: Valuation Summary

Company Names	S/C Rating	CMP (Rs)	TP (Rs)	MCAp (Rs bn)	Sales (Rs bn)				EBITDA (Rs bn)				PAT (Rs bn)				EPS (Rs)				RoE (%)				PE (x)			
					FY21	FY22E	FY23E	FY24E	FY21	FY22E	FY23E	FY24E	FY21	FY22E	FY23E	FY24E	FY21	FY22E	FY23E	FY24E	FY21	FY22E	FY23E	FY24E	FY21	FY22E	FY23E	FY24E
Aurobindo Pharma	C HOLD	724	795	424.2	244.2	234.7	263.1	289.1	49.8	47.1	51.1	56.1	52.5	28.0	31.0	34.1	89.7	47.7	52.9	58.2	27.1	12.1	12.1	11.8	8.1	15.2	13.7	12.4
Cadila Healthcare	C BUY	564	696	577.5	148.2	156.8	195.6	260.4	30.6	36.6	46.3	61.7	20.9	23.4	32.4	43.1	20.4	22.9	31.6	42.1	17.8	16.6	19.3	21.1	27.7	24.6	17.8	13.4
Cipla	C Acc	935	980	753.7	189.9	206.8	217.7	231.1	40.8	48.6	52.0	56.4	24.2	29.9	34.1	36.0	30.0	37.1	42.2	44.7	14.2	16.2	18.4	19.6	31.2	25.2	22.1	20.9
Dr. Lal PathLabs	C SELL	3,775	2,633	314.5	15.8	22.3	24.1	25.8	4.4	6.4	6.8	7.1	2.9	4.5	4.8	5.2	35.0	54.0	58.1	61.9	25.6	33.7	30.6	26.9	107.9	70.0	65.0	61.0
Dr. Reddy's Labs.	C Acc	5,035	5,114	837.8	190.5	204.5	227.4	249.6	76.8	43.6	53.3	58.6	57.7	27.3	34.2	48.3	346.5	160.4	205.0	225.7	34.7	14.6	16.1	19.7	14.5	31.4	24.6	22.3
Eris Lifesciences	C BUY	751	909	102.0	11.9	13.6	15.4	17.4	4.1	4.8	5.6	6.4	3.6	4.2	4.9	5.6	26.1	31.1	36.4	41.5	24.7	24.3	23.5	22.3	28.7	24.1	20.7	18.1
Glenmark Pharma	C HOLD	520	555	146.7	108.1	113.1	123.9	136.3	19.5	20.2	20.6	22.7	9.7	10.6	11.2	8.1	34.4	37.5	39.7	28.8	14.8	14.0	13.1	8.6	15.1	13.9	13.1	18.1
Indoco Remedies	C BUY	449	518	41.4	12.2	15.6	18.8	22.5	2.0	3.0	3.6	4.3	0.9	1.4	2.1	2.5	10.1	15.7	22.8	27.2	12.8	17.2	19.5	16.6	44.5	28.7	19.7	16.5
Ipca Laboratories	S Acc	2,349	2,290	297.9	54.2	55.5	63.2	72.2	15.4	13.6	16.3	18.9	11.4	9.9	12.1	14.1	90.0	78.0	95.4	111.2	27.4	19.2	19.7	19.2	26.1	30.1	24.6	21.1
Lupin	C Reduce	964	955	437.3	149.3	156.2	177.9	199.0	23.3	24.6	34.8	39.0	12.3	15.8	19.8	22.1	27.1	34.8	43.7	48.8	9.3	11.2	13.0	13.0	35.6	27.7	22.1	19.8
Sun Pharma Industries	C BUY	821	922	1,968.6	332.3	387.7	432.7	469.2	82.3	106.2	118.6	129.2	109.0	74.0	92.1	100.5	27.5	33.5	38.4	41.9	23.8	15.7	18.3	17.7	29.9	24.5	21.4	19.6
Thyrocare Tech.	C UR	1,170	NA	61.9	4.9	6.5	7.3	8.0	1.7	2.6	2.9	3.0	1.1	1.8	1.9	2.0	21.4	34.1	36.0	37.5	28.5	36.7	30.5	25.9	54.7	34.3	32.5	31.2

Source: Company, PL S=Standalone / C=Consolidated / Acc = Accumulate / UR = Under Review

Exhibit 13: Change in Estimates

	Rating		Target Price			Sales						PAT						EPS					
						FY22			FY23			FY22			FY23			FY22			FY23		
	C	P	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.
Aurobindo Pharma	HOLD	HOLD	795	795	0.0%	2,34,740	2,34,740	0.0%	2,63,111	2,63,111	0.0%	27,960	27,960	0.0%	31,022	31,022	0.0%	47.7	47.7	0.0%	52.9	52.9	0.0%
Cadila Healthcare	BUY	BUY	696	695	0.1%	1,56,757	1,56,757	0.0%	1,95,593	1,95,593	0.0%	23,434	23,434	0.0%	32,355	32,355	0.0%	22.9	22.9	0.0%	31.6	31.6	0.0%
Cipla	Acc	Acc	980	980	0.0%	2,06,765	2,06,765	0.0%	2,17,683	2,17,683	0.0%	29,886	29,886	0.0%	34,067	34,067	0.0%	37.1	37.1	0.0%	42.2	42.2	0.0%
Dr. Lal PathLabs	SELL	SELL	2,633	2,626	0.3%	22,262	22,244	0.1%	24,116	24,088	0.1%	4,494	4,370	2.8%	4,837	4,824	0.3%	54.0	52.5	2.8%	58.1	57.9	0.3%
Dr. Reddy's Labs.	Acc	Acc	5,114	5,114	0.0%	2,04,527	2,04,527	0.0%	2,27,374	2,27,374	0.0%	27,328	27,328	0.0%	34,230	34,230	0.0%	160.4	160.4	0.0%	205.0	205.0	0.0%
Eris Lifesciences	BUY	BUY	909	909	0.0%	13,649	13,650	0.0%	15,394	15,394	0.0%	4,226	4,228	-0.1%	4,939	4,940	0.0%	31.1	31.1	-0.1%	36.4	36.4	0.0%
Glenmark Pharma	HOLD	HOLD	555	555	0.0%	1,13,107	1,13,107	0.0%	1,23,946	1,23,946	0.0%	10,570	10,570	0.0%	11,191	11,191	0.0%	37.5	37.5	0.0%	39.7	39.7	0.0%
Indoco Remedies	BUY	BUY	518	518	-0.2%	15,604	15,604	0.0%	18,774	18,774	0.0%	1,444	1,444	0.0%	2,098	2,077	1.0%	15.7	15.7	0.0%	22.8	22.5	1.0%
Ipca Laboratories	Acc	Acc	2,290	2,290	0.0%	55,519	55,519	0.0%	63,245	63,245	0.0%	9,889	9,889	0.0%	12,103	12,103	0.0%	78.0	78.0	0.0%	95.4	95.4	0.0%
Lupin	Acc	Acc	1,088	1,088	0.0%	1,13,889	1,13,889	0.0%	1,26,729	1,26,729	0.0%	11,525	11,525	0.0%	14,686	14,686	0.0%	72.3	72.3	0.0%	92.2	92.2	0.0%
Sun Pharma Industries	Reduce	Reduce	955	955	0.0%	1,56,241	1,56,241	0.0%	1,77,882	1,77,882	0.0%	15,810	15,810	0.0%	19,826	19,826	0.0%	34.8	34.8	0.0%	43.7	43.7	0.0%
Thyrocare Tech.	BUY	BUY	922	922	0.0%	3,87,735	3,87,735	0.0%	4,32,657	4,32,790	0.0%	73,953	73,953	0.0%	92,105	92,138	0.0%	33.5	33.5	0.0%	38.4	38.4	0.0%

Source: Company, PL C=Current / P=Previous / Acc = Accumulate / UR = Under Review

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Aurobindo Pharma	Hold	795	761
2	Cadila Healthcare	BUY	695	547
3	Cipla	Accumulate	980	945
4	Dr. Lal PathLabs	Sell	2,626	3,889
5	Dr. Reddy's Laboratories	Accumulate	5,114	4,843
6	Eris Lifesciences	BUY	909	768
7	Glenmark Pharmaceuticals	Hold	555	569
8	Indoco Remedies	BUY	518	442
9	Ipca Laboratories	Accumulate	2,290	2,171
10	Lupin	Reduce	955	1,050
11	Sun Pharmaceutical Industries	BUY	922	774
12	Thyrocare Technologies	UR	-	1,343

PL's Recommendation Nomenclature

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

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