MOTILAL OSWAL

30 January 2021

3QFY21 Results Update | Sector: Healthcare

Cipla

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	CIPLA IN
Equity Shares (m)	805
M.Cap.(INRb)/(USDb)	665.8 / 9.3
52-Week Range (INR)	870 / 356
1, 6, 12 Rel. Per (%)	3/0/67
12M Avg Val (INR M)	5217

Financials & Valuations (INR b)

Y/E MARCH	2021E	2022E	2023E
Sales	198.1	217.1	242.6
EBITDA	47.0	51.9	58.5
Adj. PAT	27.0	29.4	33.6
EBIT Margin (%)	18.3	18.4	18.9
Cons. Adj. EPS (INR)	33.6	36.6	41.8
EPS Gr. (%)	71.1	9.0	14.3
BV/Sh. (INR)	228.3	261.2	299.3
Ratios			
Net D:E	0.0	-0.1	-0.2
RoE (%)	14.7	14.0	13.9
RoCE (%)	13.9	13.6	14.0
Payout (%)	9.0	9.9	8.6
Valuations			
P/E (x)	24.7	22.6	19.8
EV/EBITDA (x)	14.2	12.5	10.7
Div. Yield (%)	0.3	0.4	0.4
FCF Yield (%)	3.1	3.2	4.5
EV/Sales (x)	3.4	3.0	2.6

Shareholding pattern (%)

As On	Dec-20	Sep-20	Dec-19
Promoter	36.6	36.6	36.7
DII	17.9	19.7	20.9
FII	22.2	20.2	20.4
Others	23.2	23.5	22.1

FII Includes depository receipts

CMP: INR826 TP: INR900 (+9%) Neutral

All round beat

Strengthening complex pipeline to cater to future growth

- CIPLA delivered an operationally in line performance in 3QFY21. Superior execution in Domestic Formulations (DF), EU segment, and reduced opex led almost to the doubling of earnings YoY. The management is seeing good progress in the building of a pipeline in the Complex Inhaler space. It is gaining market share in the commercialized Inhaler (Albuterol Sulfate).
- We have raised our FY21E/FY22E/FY23E EPS estimate by 7%/8%/10% to factor in: a) manufacturing constraints of one of its peers in Albuterol Sulfate, b) superior execution in DF across Prescription, Trade Generics, and consumer Healthcare segments, and c) gradual increase in operational cost in the Branded Generics space. We roll our price target to INR900, based on 22x 12 months forward earnings. We maintain Neutral due to limited upside from current levels.

PAT at record highs

- Revenue increased 18% YoY in 3QFY21 to INR51.6b (v/s our estimate of INR50.8b)
- DF sales rose 22% YoY to INR22b (43% of sales). EM sales grew 51% YoY to INR4.9b (9% of sales) on a low base of last year. US sales grew 10% YoY to INR10.4b (USD141m; up 6% in CC terms; 20% of sales). SAGA sales increased 10% YoY to INR9b (18% of sales). EU sales were up 33% YoY (5% of sales). API sales grew 22% YoY (4% of sales).
- Gross margin fell ~90bp YoY to 61.4% due to changes in the product mix.
- EBITDA margin expanded ~650bp YoY to 23.8% due to lower employee cost/other expenses/R&D/ (down 70bp/390bp/280bp YoY as a percentage of sales).
- EBITDA grew ~62% YoY to INR12.3b (v/s our estimate of INR11.5b).
- Adjusted PAT grew 2.1x YoY to INR7.5b (v/s our estimate of INR6.5b) due to better profitability and lower tax rate YoY.
- In 9MFY21, revenue/EBITDA/adjusted PAT grew 14%/34%/53% YoY to INR145.5b/INR34.6b/INR20b.

Highlights from the management commentary

- Traction in US sales has been lower, despite ramp-up of Albuterol sales, due to a product recall that happened in 3QFY21.
- g-Advair is under active review. While the target action date (TAD) is in 4QFY21/1QFY22, CIPLA expects approval to take time given the complexity associated with the product.
- The US business is close to company-level profitability in 3QFY21.
- CIPLA has a TRx market share of 86% in Proventil at present. It commands 18% TRx share considering all the brands of Albuterol Sulfate.
- An USD137m loan availed by InvaGen Pharmaceuticals (a subsidiary of CIPLA) has been repaid ahead of schedule. An INR3b working capital loan has been repaid during 3QFY21.

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Valuation and view

- We have raised our FY21E/FY22E/FY23E EPS estimate by 7%/8%/10% to factor in: a) benefit from cost optimization measures, b) better offtake of niche products/robust ANDA pipeline in US Generics, and c) healthy traction in Trade Generics as well as Prescription Generics in DF.
- We expect 29% earnings CAGR, led by 14%/14%/12% sales CAGR in US Generics/DF/SAGA over FY20-23E.
- With improving profitability, we expect RoE to expand 400bp from 9.9% in FY20 to 13.9% in FY23.
- We continue to value CIPLA at 22x 12 months forward earnings to arrive at our TP of INR900. We maintain **Neutral** on limited upside from current levels.

Consolidated quarterly performance **(INR m)**

Y/E March	FY20				FY21				FY20	FY21E		Variance (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QFY21E	
Net Revenues	**39,890**	**43,958**	**43,710**	**43,762**	**43,462**	**50,383**	**51,687**	**52,577**	**171,320**	**198,108**	**50,844**	**1.7**
YoY Change (%)	1.3	9.6	9.1	-0.6	9.0	14.6	18.2	20.1	4.7	15.6	16.3	
Total Expenditure	30,844	34,863	36,127	37,427	32,973	38,617	39,378	40,188	139,260	151,156	39,302	
EBITDA	**9,046**	**9,095**	**7,583**	**6,335**	**10,488**	**11,766**	**12,309**	**12,389**	**32,060**	**46,952**	**11,542**	**6.6**
YoY Change (%)	24.5	29.5	7.2	-34.1	15.9	29.4	62.3	95.6	3.5	46.4	52	
Margin (%)	22.7	20.7	17.3	14.5	24.1	23.4	23.8	23.6	18.7	23.7	22.7	
Depreciation	2,680	2,830	2,779	3,134	2,690	2,651	2,484	2,886	11,423	10,711	2,850	
EBIT	**6,366**	**6,265**	**4,804**	**3,201**	**7,799**	**9,115**	**9,825**	**9,502**	**20,637**	**36,241**	**8,692**	
YoY Change (%)	31.2	49.1	15.9	-51.6	22.5	45.5	104.5	196.9	4.2	75.6	**81**	
Interest	521	461	462	530	460	393	479	431	1,974	1,764	380	
Other Income	784	1,005	721	932	655	535	869	441	3,442	2,500	575	
Profit before Tax	**6,629**	**6,810**	**5,064**	**3,603**	**7,993**	**9,257**	**10,215**	**9,512**	**22,105**	**36,977**	**8,887**	
One-time (expense)/income	0	0	-	-324	0	0	-	0	-324	0	0	
PBT after EO expense	**6,629**	**6,810**	**5,064**	**3,279**	**7,993**	**9,257**	**10,215**	**9,512**	**21,782**	**36,977**	**8,887**	**14.9**
Tax	1,922	2,006	1,528	856	2,278	2,638	2,690	2,563	6,312	10,169	2,470	
Rate (%)	29.0	29.4	30.2	23.8	28.5	28.5	26.3	26.9	28.6	27.5	27.8	
Minority Interest	-75.4	90.9	25.5	-36.4	-64.8	-35.8	43.6	-93.0	4.6	-150.0	-30.0	
Reported PAT	**4,782**	**4,714**	**3,510**	**2,460**	**5,780**	**6,654**	**7,481**	**7,042**	**15,465**	**26,958**	**6,446**	**16.1**
Adj. PAT	**4,782**	**4,714**	**3,510**	**2,747**	**5,780**	**6,654**	**7,481**	**7,042**	**15,752**	**26,958**	**6,446**	**16.1**
YoY Change (%)	31.4	59.8	5.7	-46.4	20.9	41.2	113.1	156.4	4.8	71.1	83.6	

Key performance indicators (consolidated)

Y/E March	FY20				FY21				FY20	FY21E	
INR m	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QFY21E
Domestic Formulations	13,880	17,890	18,340	17,504	16,080	20,900	22,310	20,219	66,815	79,510	19,892
YoY Change (%)	(10.1)	8.8	15.7	13.5	15.9	16.8	21.6	15.5	4.1	19.0	11.0
North America	11,190	9,530	9,460	8,752	10,210	10,490	10,370	11,617	39,404	42,687	12,097
YoY Change (%)	53.2	67.1	25.7	11.4	(8.8)	10.1	9.6	32.7	15.2	8.3	25.8
Europe	2,010	1,900	1,900	2,188	2,400	2,470	2,520	2,547	8,566	9,937	2,360
YoY Change (%)	50.0	34.8	0.5	(7.3)	19.4	30.0	32.6	16.4	22.0	16.0	35.0
South Africa	6,910	7,400	8,310	8,314	7,630	9,240	9,130	10,080	30,838	36,080	9,301
YoY Change (%)	19.9	47.1	49.2	1.1	10.4	24.9	9.9	21.2	(3.3)	17.0	12.0
Emerging market	2,792	4,510	3,230	3,938	4,570	4,740	4,880	4,467	15,419	18,657	4,437
YoY Change (%)	(65.7)	(43.3)	(52.1)	(3.0)	63.7	5.1	51.1	13.4	(11.4)	21.0	45.0
API	1,820	1,570	1,650	2,626	1,840	1,890	2,010	2,072	6,853	7,812	1,836
YoY Change (%)	(9.5)	(8.2)	15.0	50.9	1.1	20.4	21.8	(21.1)	(2.2)	14.0	5.0
Cost Break-up											
RM Cost (% of Sales)	30.0	33.2	37.6	38.6	36.6	38.6	38.6	38.4	35.0	36.6	38.2
Staff Cost (% of Sales)	19.0	17.3	17.1	17.5	17.8	16.3	16.3	15.8	17.7	17.8	16.5
R&D (% of Sales)	6.5	6.7	7.0	7.1	4.6	4.5	4.3	4.7	7.0	4.6	5.0
Other Cost (% of Sales)	21.8	22.0	20.9	22.4	16.9	17.2	17.0	17.6	21.8	16.9	17.6
Gross Margin (%)	70.0	66.8	62.4	61.4	63.4	61.4	61.4	61.6	65.0	63.4	61.8
EBITDA Margin (%)	22.7	20.7	17.3	14.5	24.1	23.4	23.8	23.6	18.7	23.7	22.7
EBIT Margin (%)	16.0	14.3	11.0	7.3	17.9	18.1	19.0	18.1	12.0	18.3	17.1

Highlights from the conference call

- Revenue from US respiratory franchise now stands over USD100m in 9MFY21.
- CIPLA's partner in the inhaler asset has received queries from the USFDA. Its partner is addressing the same.
- The management has guided for one limited competition launch per quarter from 1QFY22 onwards.
- DF prescription grew 25% YoY led by the COVID-19 portfolio, healthy traction in Respiratory and Chronic therapies, and better recovery in hospitals and Acute products with the opening of OPDs.
- The Trade Generics business grew 7% YoY adjusted for brands that transitioned to the Consumer Health business.
- Sale of COVID-led products is ~5% of total sales at present.
- ETR to be ~27.5% in FY21
- An USD137m loan availed by InvaGen Pharmaceuticals (a subsidiary of CIPLA) has been repaid ahead of schedule. An INR3b working capital loan has been repaid during 3QFY21.
- CIPLA has a net cash of INR9.4b at the end of 3QFY21.

Wide array of growth levers in key geographies

US: Limited competition/complex products to drive profitability

CIPLA's US revenue declined 3% YoY to USD417m in 9MFY21. The management was able to arrest this decline due to new launches and ramp-up in Albuterol, despite the high base of last year from g-Sensipar exclusivity. It sees scope to increase Albuterol's market share owing to its low cost. It has 66 ANDAs on which approvals are pending. Its g-Advair application is under active review by the USFDA, but a launch may be some time away because of the complexity of the product. A good number of complex products in the Inhaler space are being lined up for launch in FY22 and limited competition product launches are expected to resume in 1QFY22. Based on this, we expect 14% US sales CAGR to USD792m over FY20-23E.

DF: One India strategy paying benefits in the form of better growth

Despite COVID-related challenges, CIPLA has continued to outperform in the DF market. DF sales grew 18% YoY in 9MFY21 aided by growth in Chronic therapies, recovery in Acute therapies and Trade Generics, and COVID-related products. Contribution to growth from Trade Generics has significantly fallen, with prescription drugs and consumer products supporting growth in 3QFY21.

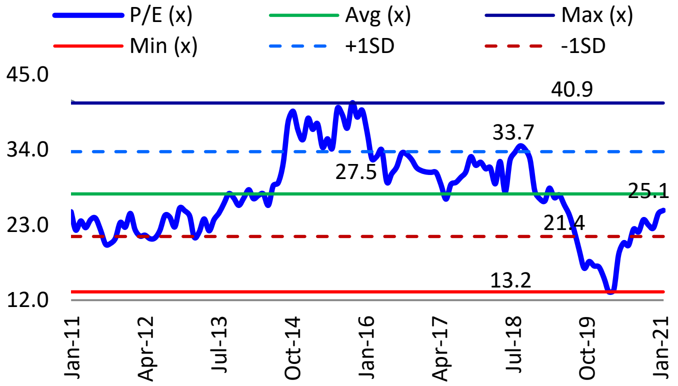
The company's One India strategy is on track with consumerization driving uptake of products shifted from Trade Generics. Digital transformation is expected to aid structural cost savings and further support better margin in the DF segment. We expect CIPLA to deliver DF sales CAGR of 14% to INR98b over FY20-23E.

Higher growth/cost savings to drive 400bp expansion in RoE to 13.9%

- We have raised our FY21E/FY22E/FY23E EPS estimate by 7%/8%/10% to factor in: a) benefit from cost optimization measures, b) better offtake of niche products/robust ANDA pipeline in US Generics, and c) healthy traction in Trade Generics as well as Prescription Generics in DF.

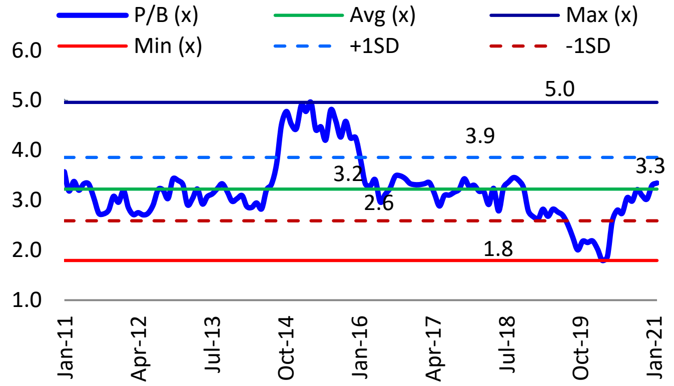
- We expect 29% earnings CAGR, led by 14%/14%/12% sales CAGR in US Generics/DF/SAGA over FY20-23E.
- With improving profitability, we expect RoE to expand 400bp from 9.9% in FY20 to 13.9% in FY23.
- We continue to value CIPLA at 22x 12 months forward earnings to arrive at our TP of INR900. We maintain **Neutral** on limited upside from current levels.

Exhibit 1: P/E chart



Source: MOFSL, Company, Bloomberg

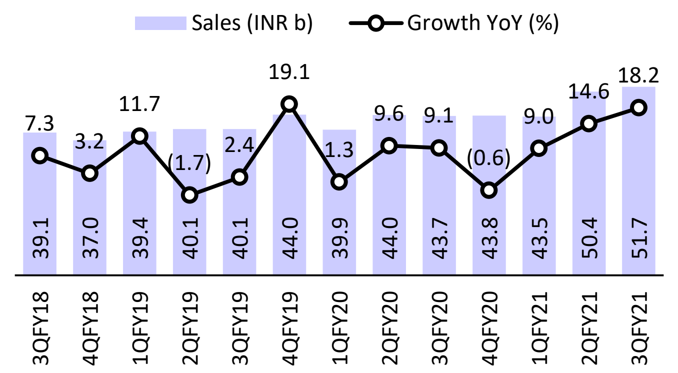
Exhibit 2: P/B chart



Source: MOFSL, Company, Bloomberg

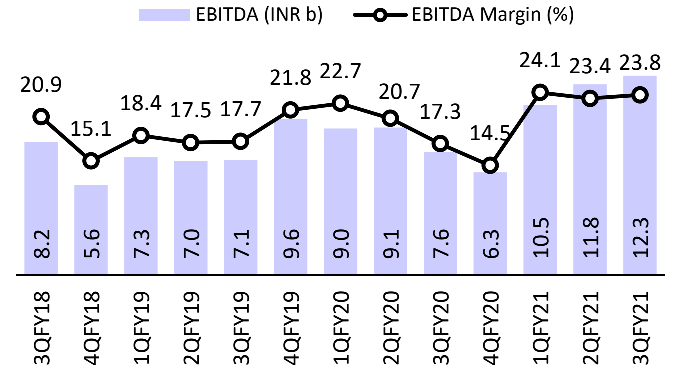
Story in charts

Exhibit 3: Revenue grew 18.2% in 3QFY21



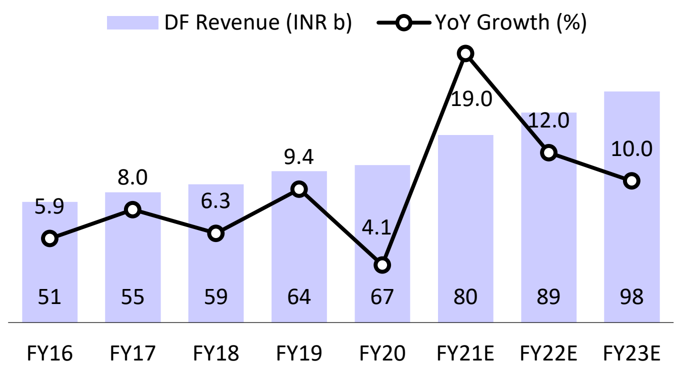
Source: MOFSL, Company

Exhibit 4: EBITDA margin expands 650bp YoY in 3QFY21



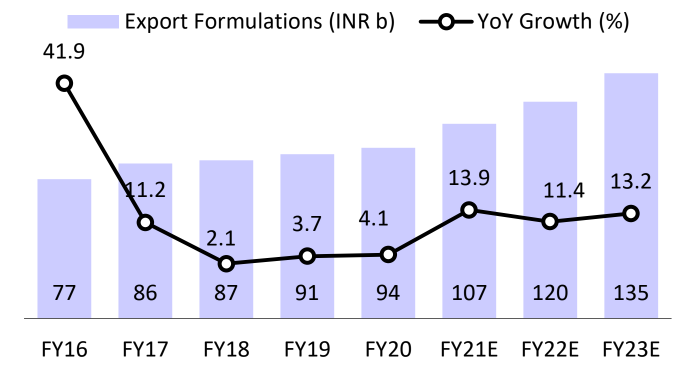
Source: MOFSL, Company

Exhibit 5: Expect 14% DF sales CAGR over FY20-23E…



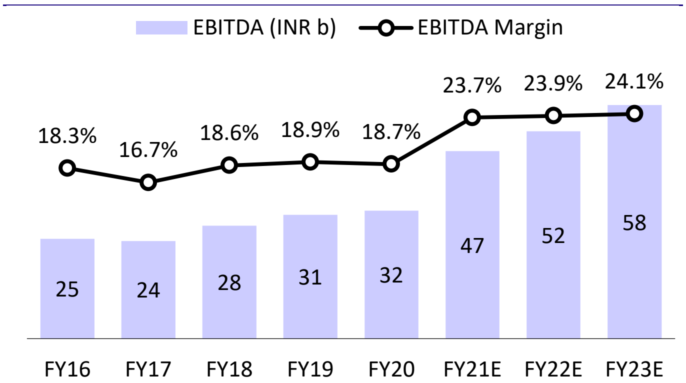
Source: MOFSL, Company

Exhibit 6: …and 13% CAGR in exports over FY20-23E



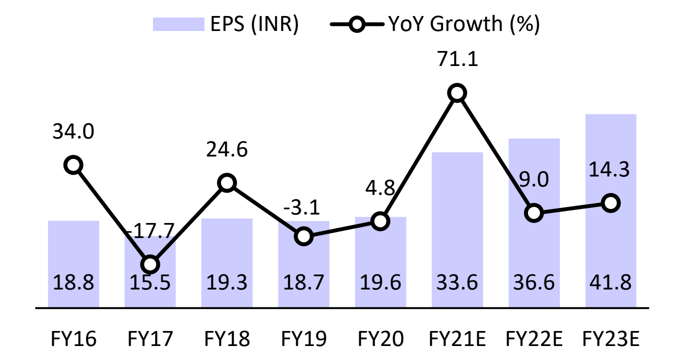
Source: MOFSL, Company

Exhibit 7: Niche products/brands to step-up EBITDA margin



Source: MOFSL, Company

Exhibit 8: Expect 29% earnings CAGR over FY20-23E



Source: MOFSL, Company

Financials and valuations

Income Statement (INR m)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Net Income	**113,454**	**136,783**	**145,980**	**152,200**	**163,624**	**171,320**	**198,108**	**217,130**	**242,642**
Change (%)	12.3	20.6	6.7	4.3	7.5	4.7	15.6	9.6	11.7
EBITDA	**21,617**	**25,011**	**24,436**	**28,271**	**30,973**	**32,060**	**46,952**	**51,894**	**58,477**
Change (%)	1.3	15.7	-2.3	15.7	9.6	3.5	46.4	10.5	12.7
Margin (%)	19.1	18.3	16.7	18.6	18.9	18.7	23.7	23.9	24.1
Depreciation	5,047	5,417	9,229	11,491	11,163	11,423	10,711	11,867	12,736
EBIT	**16,570**	**19,594**	**15,207**	**16,780**	**19,810**	**20,637**	**36,241**	**40,027**	**45,741**
Int. and Finance Charges	726	710	1,594	1,142	1,684	1,974	1,764	1,629	1,558
Other Income - Rec.	1,226	1,130	2,287	3,577	2,796	3,442	2,500	2,200	2,350
PBT before EO Items	**17,069**	**20,015**	**15,900**	**19,214**	**20,922**	**22,105**	**36,977**	**40,598**	**46,533**
One-time (Expense)/Income	527	-55	0	-2,512	-130	324	0	0	0
PBT but after EO Exp.	**16,543**	**20,070**	**15,900**	**16,702**	**20,792**	**21,782**	**36,977**	**40,598**	**46,533**
Tax	4,000	4,396	3,094	2,501	5,695	6,312	10,169	11,368	13,262
Tax Rate (%)	24.2	21.9	19.5	15.0	27.4	29.0	27.5	28.0	28.5
Minority Interest	482	494	290	60	(353)	(470)	(300)	(250)	(350)
Income from associates	-253	-120	-70	-28	-171	-475	-150	-100	-50
Reported PAT	**11,808**	**15,059**	**12,446**	**14,113**	**15,278**	**15,465**	**26,958**	**29,381**	**33,571**
Adj. PAT	**11,281**	**15,114**	**12,446**	**15,511**	**15,032**	**15,752**	**26,958**	**29,381**	**33,571**
Change (%)	-18.6	34.0	-17.7	24.6	-3.1	4.8	71.1	9.0	14.3
Margin (%)	9.9	11.0	8.5	10.2	9.2	9.2	13.6	13.5	13.8

Balance Sheet (INR m)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Equity Share Capital	1,606	1,607	1,609	1,610	1,611	1,613	1,610	1,610	1,610
Reserves	106,197	113,555	123,645	140,682	152,298	157,630	182,172	208,653	239,326
Net Worth	**107,892**	**115,162**	**125,254**	**142,292**	**150,123**	**159,242**	**183,782**	**210,264**	**240,936**
Loans	17,018	51,916	41,126	40,980	43,162	28,164	24,164	19,164	14,164
Deferred Liabilities	2846	8970	5888	3157	2239	1254	1254	1254	1254
Minority Interest	1927	3501	4382	3524	3320	2943	2943	2943	2943
Capital Employed	**129,684**	**179,549**	**176,650**	**189,953**	**198,844**	**191,604**	**212,144**	**233,625**	**259,297**
Gross Block	95,935	111,688	114,562	120,454	126,353	138,480	144,481	149,981	155,481
Less: Accum. Deprn.	27,178	4,806	10,204	16,273	27,436	38,859	49,570	61,437	74,172
Net Fixed Assets	**68,757**	**106,882**	**104,358**	**104,181**	**98,916**	**99,621**	**94,911**	**88,544**	**81,308**
Capital WIP	5,349	7,410	7,192	5,124	3,311	4,210	5,124	5,124	5,124
Investments	6,398	1,764	141	107	2,963	3,593	3,593	3,593	3,593
Curr. Assets	**76,201**	**94,440**	**96,159**	**117,318**	**132,429**	**128,416**	**158,778**	**189,773**	**227,165**
Inventory	37,806	38,081	34,853	40,447	39,648	43,776	55,100	60,736	67,692
Account Receivables	20,043	23,563	24,974	31,025	41,507	38,913	44,376	55,151	61,631
Cash and Bank Balance	5,643	8,714	6,242	9,656	6,188	10,039	22,796	34,706	55,719
Others	12,710	24,082	30,090	36,190	45,085	35,688	36,507	39,181	42,122
Curr. Liability and Prov.	**27,021**	**30,946**	**31,201**	**36,776**	**38,775**	**44,236**	**50,262**	**53,408**	**57,892**
Account Payables	21,215	27,837	27,982	30,505	31,408	34,755	40,780	43,926	48,411
Provisions	5,806	3,109	3,219	6,271	7,368	9,482	9,482	9,482	9,482
Net Current Assets	**49,180**	**63,494**	**64,959**	**80,542**	**93,654**	**84,180**	**108,516**	**136,365**	**169,273**
Appl. of Funds	**129,684**	**179,549**	**176,650**	**189,953**	**198,844**	**191,604**	**212,144**	**233,625**	**259,297**

Financials and valuations

Ratios									
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
EPS	**14.0**	**18.8**	**15.5**	**19.3**	**18.7**	**19.6**	**33.6**	**36.6**	**41.8**
Cash EPS	20.3	25.6	26.9	33.5	32.5	33.7	46.8	51.2	57.5
BV/Share	134.3	143.3	155.7	176.7	186.3	197.5	228.3	261.2	299.3
DPS	2.0	2.0	2.0	2.0	3.0	2.5	2.5	3.0	3.0
Payout (%)	16.4	12.0	15.6	13.4	18.6	15.6	9.0	9.9	8.6
Valuation (x)									
P/E	58.9	44.0	53.4	42.9	44.2	42.2	24.7	22.6	19.8
Cash P/E	40.7	32.4	30.7	24.7	25.5	24.6	17.7	16.2	14.4
P/BV	6.2	5.8	5.3	4.7	4.4	4.2	3.6	3.2	2.8
EV/Sales	6.0	5.2	4.8	4.6	4.3	4.0	3.4	3.0	2.6
EV/EBITDA	31.3	28.4	28.7	24.7	22.7	21.3	14.2	12.5	10.7
Dividend Yield (%)	0.2	0.2	0.2	0.2	0.4	0.3	0.3	0.4	0.4
Return Ratios (%)									
RoE	10.5	13.1	9.9	10.9	10.0	9.9	14.7	14.0	13.9
RoCE	11.0	10.5	7.9	9.4	8.4	8.8	13.9	13.6	14.0
ROIC	11.6	11.2	7.5	8.4	8.0	8.1	14.8	15.5	17.0
Working Capital Ratios									
Fixed Asset Turnover (x)	1.7	1.6	1.4	1.5	1.6	1.7	2.0	2.4	2.9
Debtor (Days)	64	63	62	74	93	83	82	93	93
Inventory (Days)	122	102	87	97	88	93	102	102	102
Working Capital (Days)	144	169	162	193	209	179	200	228	252
Leverage Ratio (x)									
Current Ratio	2.8	3.1	3.1	3.2	3.4	2.9	3.2	3.6	3.9
Debt/Equity	0.1	0.4	0.3	0.2	0.2	0.1	0.0	-0.1	-0.2

Cash Flow Statement									(INR m)
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
EBITDA	21,617	25,011	24,436	28,271	30,973	32,060	46,952	51,894	58,477
Interest/Dividends Recd.	1,226	1,130	2,287	3,577	2,796	3,442	2,500	2,200	2,350
Direct Taxes Paid	-4,244	1,728	-6,176	-5,232	-6,613	-7,297	-10,169	-11,368	-13,262
(Inc.)/Dec. in WC	-5,060	-11,242	-3,937	-12,169	-16,580	13,325	-11,580	-15,938	-11,894
CF from Operations	**13,539**	**16,627**	**16,609**	**14,447**	**10,576**	**41,530**	**27,703**	**26,788**	**35,671**
EO expense	527	-55	0	-2,512	-130	324	0	0	0
CF from Oper. incl. EO Expense	**11,734**	**17,408**	**23,818**	**14,628**	**16,911**	**30,684**	**27,703**	**26,788**	**35,671**
(Inc)/dec. in FA	-9,769	-45,603	-6,487	-9,246	-4,085	-13,027	-6,914	-5,500	-5,500
Free Cash Flow	**1,965**	**-28,195**	**17,331**	**5,381**	**12,826**	**17,656**	**20,789**	**21,288**	**30,171**
(Pur.)/Sale of Investments	688	4,634	1,622	35	-2,857	-629	0	0	0
Others	-330	-4,257	-8,237	671	-9,745	14,697			
CF from Investments	**-9,411**	**-45,226**	**-13,102**	**-8,540**	**-16,687**	**1,041**	**-6,914**	**-5,500**	**-5,500**
Issue of Shares									
Inc./(Dec.) in Debt	4,409	34,898	-10,790	-146	2,183	-14,998	-4,000	-5,000	-5,000
Interest Paid	-726	-710	-1,594	-1,142	-1,684	-1,974	-1,764	-1,629	-1,558
Dividend Paid	-1,940	-1,809	-1,936	-1,893	-2,841	-2,416	-2,416	-2,899	-2,899
Others	-95	-1,338	1,062	-673	-1,145	-10,101	148	150	300
CF from Fin. Activity	**1,647**	**31,041**	**-13,257**	**-3,855**	**-3,487**	**-29,488**	**-8,032**	**-9,378**	**-9,157**
Inc./Dec. in Cash	**3,971**	**3,223**	**-2,541**	**2,233**	**-3,263**	**2,237**	**12,756**	**11,910**	**21,014**
Add: Opening Balance	1,751	5,643	8,714	6,242	9,656	6,188	10,039	22,796	34,706
Ending cash balance	5,722	8,865	6,173	8,475	6,393	8,425	22,796	34,706	55,719
Bank balances and FX impact	-79	-151	69	1,181	-205	1,614	0	0	0
Closing balance	**5,643**	**8,714**	**6,242**	**9,656**	**6,188**	**10,039**	**22,796**	**34,706**	**55,719**

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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