

L&T Technology

Estimate change	↔
TP change	↓
Rating change	↔

CMP: INR3,399 TP: INR3,940 (+16%) Buy

Near-term weakness a concern; long-term opportunity persists

Muted topline growth and downward guidance to add to macro fear

- L&T Technology (LTTS) posted a flat QoQ topline growth in constant currency (CC) in 3QFY23, missing our estimates of ~2% QoQ growth. This was led by seasonality and higher-than-expected furloughs, especially in Plant Engineering (-4.1% QoQ), Telecom & Hi-Tech (-2.8% QoQ) and Medical devices (-1.1%), while Transportation (+4.4% QoQ) and Industrial Products (+1.1% QoQ) offset the drag. Despite weak growth, EBIT margin improved 60bp QoQ over a low base (wage hike in 2QFY23), beating our estimates of 18.3%.
- While we were disappointed by the weak topline growth, healthy deal wins (five deals of USD10m+ TCV, total TCV at USD100m+) suggest limited impact on deal momentum due to macro slowdown. However, the weak performance in 3QFY23 led the company to revise its guidance to 15.0% YoY in CC from 15.5-16.5% YoY given in 2Q. The management indicated some weakness in the Telecom and Medical devices verticals, where the macro impact is the most pronounced and should continue in the near term, while traction in other verticals should aid LTTS deliver a good exit to FY23 (MOFSLe at 3.1% QoQ CC).
- Moreover, despite a recovery in Plant & Engineering in 4Q, the weak 2HFY23 performance is likely to have an impact on FY24 revenue growth, which we expect to moderate to 11.0% YoY CC and might result in some near-term overhang on the stock. We expect the company to report FY22-25E revenue CAGR of 13.2%. With a stable standalone margin profile, the company should deliver a good PAT CAGR of 19% over the period.
- LTTS' recent SWC acquisition from L&T group (still not completed) adds to the near-term concern on the stock as SWC's lower operating margin would result in a drag to LTTS' FY24E profitability (MOSLe impact of 150-180bp YoY). We estimate a marginal impact on LTTS' FY24 PAT as the topline impact (11% of LTTS revenues) will be compensated by lower profitability and interest income. We are not including the acquisition to our estimate as we await the completion of the acquisition by late 4QFY23.
- **We continue to view LTTS as a beneficiary of the growing penetration of ER&D Services. We cut our FY23-25 EPS estimates by 1-3%. We retain our BUY rating and value LTTS at INR3,940 (premised on 30x FY24E EPS).**

Muted growth led by furloughs, beat on margins

- In CC terms, LTTS' 3QFY23 revenue grew 13.5% YoY, INR EBIT rose 21.8% YoY, and INR PAT grew 22.0% YoY.
- For 9MFY23, USD Revenue/ INR EBIT/ INR PAT grew 13.3%/24.7%/23.8% respectively.
- Cash and cash equivalents stood at INR 7.5b. 9MFY23 Free cash flow stood at INR 8.26b implying FCF to Net Income conversion of 96%
- In USD terms, revenue stood at USD248m (+0.4% QoQ and +10.2% YoY).
- The growth was aided by Transportation (+4.4% QoQ) and Industrial Products (+1.1% QoQ), while Plant Engineering (-4.1% QoQ), Telecom & Hi-Tech (-2.8% QoQ) remained weak.
- EBIT margin, at 18.7% (up 60bp QoQ), beat our estimates. Attrition contracted 80bp QoQ to 23.3%.

Bloomberg	LTTS IN
Equity Shares (m)	106
M.Cap.(INRb)/(USDb)	359 / 4.4
52-Week Range (INR)	5295 / 2923
1, 6, 12 Rel. Per (%)	-13/-4/-34
12M Avg Val (INR M)	1381

Financials & Valuations (INR b)

Y/E Mar	2023E	2024E	2025E
Sales	80.4	91.1	105.3
EBIT Margin (%)	18.5	18.7	18.9
PAT	11.8	13.9	16.2
EPS (INR)	111.7	131.2	153.2
EPS Gr. (%)	23.4	17.5	16.7
BV/Sh. (INR)	459.6	536.0	625.2

Ratios

RoE (%)	26.2	26.4	26.4
RoCE (%)	20.9	21.2	21.3
Payout (%)	35.0	35.0	35.0

Valuations

P/E (x)	30.5	26.0	22.2
P/BV (x)	7.4	6.4	5.4
EV/EBITDA (x)	19.3	16.6	13.9
Div Yield (%)	1.1	1.3	1.6

Shareholding pattern (%)

As On	Sep-22	Jun-22	Sep-21
Promoter	73.9	73.9	74.2
DII	8.0	4.1	6.1
FII	6.0	6.3	9.5
Others	12.1	15.7	10.2

FII Includes depository receipts

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Key highlights from the management commentary

- The ramp down in the plant & engineering vertical is majorly related to a specific client rather than a structural slowdown in the industry. The deal pipeline remains strong in the process engineering (O&G, Chemical and FMCG) for both Greenfields and brownfields.
- Overall, the demand environment for three of its five segments remains strong with Telecom (especially ISV and Semicon) and Medical devices facing structural challenges, which are expected to remain soft for a few quarters.
- On the recent acquisition of SWC, the company expects the margin to decline to the tune of 180-200bp QoQ due to one-off integration charges in 1QFY24.
- The low-margin business of SWC would keep LTTS' margin at lower level for an extended period. However, LTTS aspires to bridge the gap and reach 18% level again by FY26.

Valuation and view

- Digitization is driving the accelerated spends in ER&D and LTTS should benefit due to: 1) its strong capabilities, 2) multi-vertical presence, and 3) solid wallet share. We expect the company to deliver strong revenue growth over the coming years.
- Our TP of INR3,940 implies 30x FY24E EPS. We expect the industry spends to improve than the preceding five years. **We retain our BUY rating on the stock.**

Quarterly performance (INR m)

Y/E March	FY22				FY23E				FY22	FY23E	Est. Var. (%/3QFY23 bp)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
Revenue (USD m)	206	217	225	232	240	247	248	257	880	991	252	-1.6
QoQ (%)	4.2	5.7	3.5	3.1	3.2	3.2	0.4	3.6	19.5	12.6	1.9	-158bp
Revenue (INR m)	15,184	16,077	16,875	17,561	18,737	19,951	20,486	21,186	65,697	80,360	20,708	-1.1
YoY (%)	17.3	22.4	20.5	21.9	23.4	24.1	21.4	20.6	20.6	22.3	22.7	-131bp
GPM (%)	33.4	33.3	33.7	33.0	33.0	32.1	33.0	33.2	33.3	32.8	32.5	55bp
SGA (%)	12.4	11.6	12.0	11.3	11.6	11.0	11.5	11.6	11.8	11.4	11.2	31bp
EBITDA	3,177	3,493	3,675	3,804	4,010	4,218	4,412	4,571	14,149	17,211	4,411	0.0
EBITDA Margin (%)	20.9	21.7	21.8	21.7	21.4	21.1	21.5	21.6	21.5	21.4	21.3	24bp
EBIT	2,623	2,964	3,144	3,274	3,434	3,628	3,829	3,978	12,005	14,869	3,789	1.0
EBIT Margin (%)	17.3	18.4	18.6	18.6	18.3	18.2	18.7	18.8	18.3	18.5	18.3	39bp
Other income	334	180	259	314	340	261	627	381	1,087	1,609	373	68.2
ETR (%)	26.6	26.6	26.7	26.6	27.1	27.2	31.6	26.0	26.6	28.0	26.0	555bp
PAT	2,162	2,300	2,488	2,620	2,742	2,824	3,036	3,224	9,570	11,826	3,078	-1.4
QoQ (%)	11.2	6.4	8.2	5.3	4.7	3.0	7.5	6.2			9.0	
YoY (%)	84.3	39.0	33.7	34.7	26.8	22.8	22.0	23.1	44.3	23.6	23.7	
EPS (INR)	20.4	21.8	23.6	24.8	26.0	26.7	28.7	30.4	90.5	111.7	29.1	-1.4

E: MOFSL estimates

Key performance indicators

Y/E March	FY22				FY23				FY22	FY23E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Revenue (QoQ CC %)	4.3	6.0	4.2	3.6	4.7					
Margins (%)										
Gross Margin	33.4	33.3	33.7	33.0	33.0	32.1	33.0	33.2	33.3	32.8
EBIT Margin	17.3	18.4	18.6	18.6	18.3	18.2	18.7	18.8	18.3	18.5
Net Margin	14.2	14.3	14.7	14.9	14.6	14.2	14.8	15.2	14.6	14.7
Operating metrics										
Headcount	16,972	17,983	20,118	20,861	21,433	21,474	21,649		20,861	
Attrition (%)	14.5	16.5	17.5	20.4	23.2	24.1	23.3		20.4	
Key Verticals (YoY %)										
Transportation	19.1	21.7	23.9	25.4	23.9	24.9	24.4	19.3	22.6	23.0
Industrial Products	20.9	25.3	19.6	16.8	13.4	7.4	7.3	12.4	20.6	10.1
Telecom & Hi-tech	18.1	20.4	10.7	11.6	7.4	4.5	-3.2	-1.4	14.9	1.7
Key Geographies (YoY %)										
North America	22.5	28.0	20.9	19.0	17.6	14.6	10.5	10.8	22.5	13.2
Europe	26.3	27.5	21.4	13.2	13.7	8.2	7.5	9.6	21.7	9.7



Key highlights from the management commentary

Demand and industry outlook

- LTTS reported flat QoQ growth/13.5% YoY growth in CC terms in revenue. In USD terms, the growth was 0.4% QoQ and 10.2% YoY.
- Growth in 3QFY23 was hurt by seasonality and higher-than-expected furloughs in the plant & engineering segment.
- One of the clients under the segment had taken a conscious decision to slow-down the ramp up; however, the ramp up has been re-initiated and should make up for the loss in 4QFY23.
- Under **transportation**, the demand remains broad based: for **Auto** segment there is a strong traction in the areas of electric, autonomous and connected vehicle. **Aerospace** demand is picking up quite well with new design cycle kicking in this year for small and large aircraft, along with incremental opportunities around digital cockpit, cyber security and embedded software development areas.
- **Industrial** is witnessing strong demand in the industrial products, digital twin, green energy and sustainability domains. A lot of opportunities are being created that will sustain the momentum for the next year.
- The ramp down in the plant & engineering vertical is majorly related to a specific client rather than a structural slowdown in the industry. The deal pipeline remains strong in the process engineering (O&G, Chemical and FMCG) for both Greenfields and brownfields.
- **Telecom** vertical remains volatile with strong demand on 5G, network engineering and Cyber security, while the weakness continued for the ISV and Semicon. Despite the weakness, it is still creating opportunities in the areas of cost take-outs and consolidation.
- **Medical** – The softness is structural and it is expected to continue for several more quarters.

Outlook

- FY23 USD CC revenue growth guidance lowered to 15.0% YoY v/s earlier guidance band of 15.5-16.5% YoY.
- The low-margin business of SWC would keep LTTS' margin at lower level for an extended period. However, LTTS aspires to bridge the gap and reach 18% level again by FY26.

Margin performance

- LTTS reported margin improvement of 60bp QoQ to 18.7% despite the muted revenue performance. The improvement in margin was led by productivity benefits, higher offshoring and SG&A absorption
- It expects offshore to move even higher at 60% from the current level of 57% that will give further leg to margin improvement. Additionally, attrition is cooling off (down 80bp QoQ) that will improve the internal reskilling exercise, and thereby productivity.
- On the recent acquisition of SWC, the company expects the margin to decline to the tune of 180-200bp QoQ due to one-off integration charges in 1QFY24.

Other highlights

- LTTS has been selected as a strategic engineering partner by Airbus for providing advance engineering capabilities and digital manufacturing service under a multi-year contract.
- **Acquisition of Smart World & Communication (SWC)**
 - SWC was founded in 2016 to cater to the demands in smart cities, address opportunities and provide smart solutions to Government as well as enterprises.
 - SWC operates in three segments – Communications (74%), Safe & Smart Solutions (25%), and Cybersecurity (1%).
 - SWC reported revenue of INR 10.98b in FY22, with all of the revenue coming from India.
 - While LTTS will scale down government business over next 1.5-2.0 years, it plans to expand the offering outside India.
 - LTTS will be adding 700 employees as part of the deal.
 - The business operates at DSO of 400+ days, which the company expects to bring down as it expands outside India.
 - SWC currently generates 8-10% EBITDA margin, implying trailing EV/EBITDA of 11x at the lower end of the range.
 - LTTS reiterated its FY25 revenue guidance of USD 1.5b and medium- term EBIT margin guidance of 18%, although the deal might impact near-term profitability adversely.

Exhibit 1: Muted growth across regions

Geographies	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
North America	62.7	(0.7)	10.5
Europe	16.1	1.6	7.5
India	12.8	0.4	2.9
RoW	8.4	6.7	26.8

Source: Company, MOFSL

Exhibit 2: Growth was muted due to furloughs with extended impact in Plant Engineering

Verticals	Contribution to revenue (%)	QoQ growth (%)	YoY growth (%)
Transportation	35.9	4.4	24.4
Industrial Products	19.0	0.9	7.3
Telecom and Hi-Tech	18.8	(2.7)	(3.2)
Plant Engineering	15.5	(4.6)	10.9
Medical Devices	10.7	(1.5)	(0.9)

Source: MOFSL, Company

Valuation and view

- Digitization is driving the accelerated spends in ER&D and LTTS should benefit due to: 1) its strong capabilities, 2) multi-vertical presence, and 3) solid wallet share. We expect the company to deliver strong revenue growth over the coming years.
- Our TP of INR3,940 implies 30x FY24E EPS. We expect the industry spends to improve than the preceding five years. **We retain our BUY rating on the stock.**

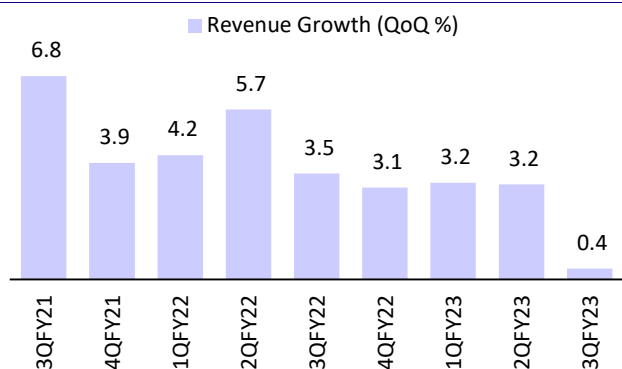
Exhibit 3: Revisions to our estimates

	Revised			Earlier			Change		
	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
USD:INR	81.0	82.5	82.5	81.0	82.8	82.8	0.0%	-0.4%	-0.4%
Revenue (USD m)	991	1,104	1,276	999	1,133	1,285	-0.8%	-2.6%	-0.7%
Growth (%)	12.6	11.4	15.6	13.5	13.4	13.4	-90bps	-200bps	220bps
EBIT margin (%)	18.5	18.7	18.9	18.3	18.6	18.9	20bps	10bps	0bps
PAT (INR m)	11,826	13,903	16,227	11,882	14,163	16,305	-0.5%	-1.8%	-0.5%
EPS	111.7	131.2	153.2	112.3	133.8	154.0	-0.5%	-1.9%	-0.6%

Source: MOFSL

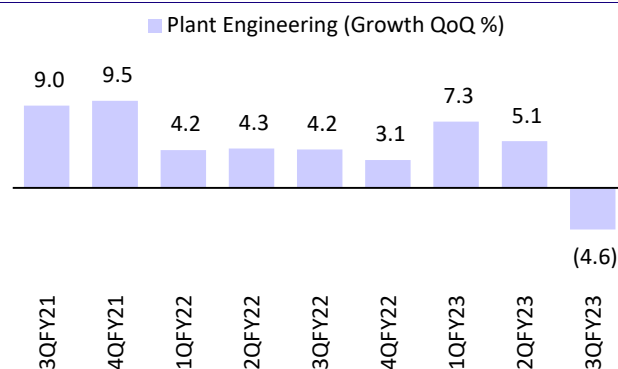
Story in charts

Exhibit 4: LTTS reported a sequential growth of 0.4%



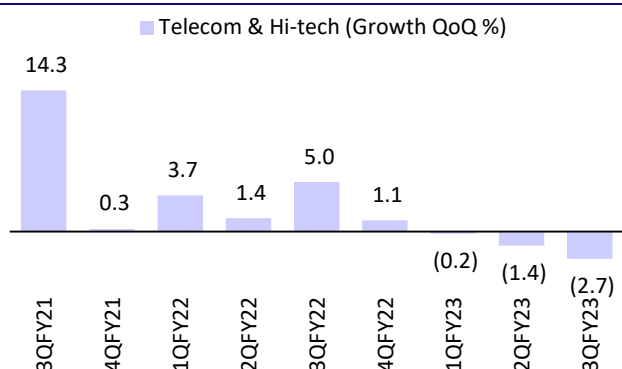
Source: Company, MOFSL

Exhibit 5: Furloughs had a negative impact in Plant Engineering



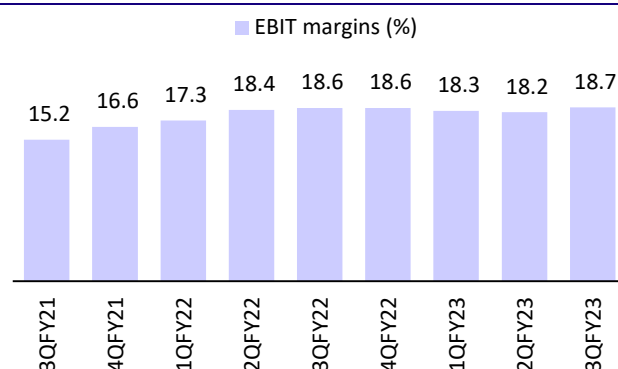
Source: Company, MOFSL

Exhibit 6: Telecom and Hi-Tech continued to be weak



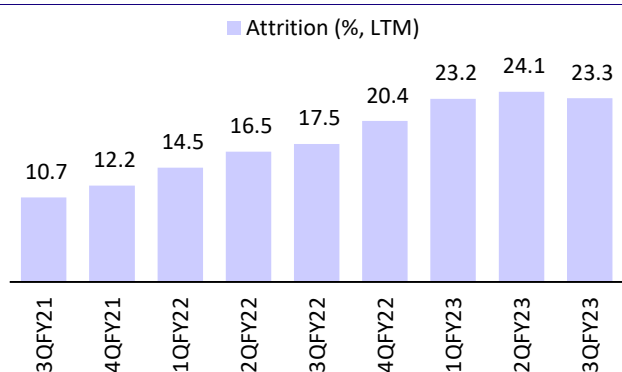
Source: Company, MOFSL

Exhibit 7: EBIT margin improved QoQ in 3QFY23



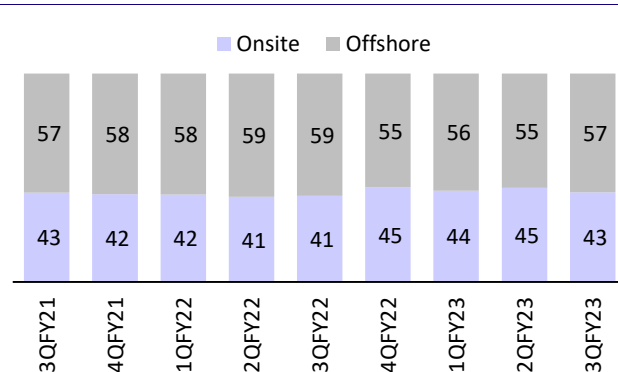
Source: Company, MOFSL

Exhibit 8: Attrition cooled off from the peak in 3QFY23



Source: Company, MOFSL

Exhibit 9: Offshoring inched up in 3QFY23



Source: Company, MOFSL

Operating metrics

Exhibit 10: Operating metrics

	3QFY21	4QFY21	1QFY22	2QFY22	3QFY22	4QFY22	1QFY23	2QFY23	3QFY23
Revenue by verticals (%)									
Transportation	30.4	31.2	31.2	31.4	31.8	33.3	33.2	34.5	35.9
Industrial Products	19.3	18.9	19.5	20.0	19.5	18.8	19.0	18.9	19.0
Telecom and Hi-Tech	22.9	22.1	22.0	21.1	21.4	21.0	20.3	19.4	18.8
Plant Engineering	14.7	15.5	15.5	15.3	15.4	15.4	16.0	16.3	15.5
Medical Devices	12.7	12.3	11.7	12.2	11.9	11.5	11.5	10.9	10.7
Revenue by geographies (%)									
North America	61.2	61.5	62.3	62.9	62.5	62.3	62.9	63.4	62.7
Europe	16.1	16.7	16.8	16.7	16.5	16.1	16.4	15.9	16.1
India	13.9	13.1	12.9	13.0	13.7	14.5	13.2	12.8	12.8
RoW	8.8	8.7	8.0	7.4	7.3	7.1	7.5	7.9	8.4
Client metrics									
Top five clients	16.3	16.1	16.4	17.0	17.3	17.2	16.7	16.4	16.0
Top 10 clients	27.3	26.9	27.4	28.2	28.5	28.3	27.6	26.9	26.6
Top 20 clients	44.0	43.8	43.9	44.1	43.8	43.5	43.2	42.4	42.1
Clients (USD m)									
Over USD30m	1	-	-	1	2	2	2	3	2
Over USD20m	4	3	5	6	6	6	7	8	8
Over USD10m	18	20	20	21	22	22	23	24	25
Over USD5m	41	39	43	45	44	48	51	49	50
Over USD1m	118	122	122	125	126	136	142	150	158
Employee metrics									
Billable	14,975	15,335	15,896	16,875	18,975	19,534	20,082	20,189	20,346
Sales and support	1,094	1,117	1,076	1,108	1,143	1,327	1,351	1,285	1,303
Total employees	16,069	16,452	16,972	17,983	20,118	20,861	21,433	21,474	21,649
Attrition (%)	10.7	12.2	14.5	16.5	17.5	20.4	23.2	24.1	23.3

Source: Company, MOFSL

Financials and valuations

Consolidated Income Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Total Income from Operations	50,783	56,192	54,497	65,697	80,360	91,100	1,05,277
Change (%)	35.5	10.7	-3.0	20.6	22.3	13.4	15.6
Employees Cost	31,440	32,747	33,550	36,505	46,013	52,106	59,119
Other Expenses	10,185	12,340	10,873	15,043	17,136	19,375	23,266
Total Expenditure	41,625	45,087	44,423	51,548	63,149	71,481	82,385
As a percentage of Sales	82.0	80.2	81.5	78.5	78.6	78.5	78.3
EBITDA	9,158	11,105	10,074	14,149	17,211	19,619	22,891
Margin (%)	18.0	19.8	18.5	21.5	21.4	21.5	21.7
Depreciation	1,053	1,829	2,183	2,144	2,342	2,551	2,948
EBIT	8,105	9,276	7,891	12,005	14,869	17,068	19,944
Other Income	2,210	1,727	1,082	1,087	1,609	1,731	2,000
PBT	10,315	11,003	8,973	13,092	16,478	18,799	21,944
Total Tax	2,630	2,779	2,307	3,486	4,620	4,888	5,705
Tax Rate (%)	25.5	25.3	25.7	26.6	28.0	26.0	26.0
Reported PAT	7,685	8,224	6,666	9,606	11,858	13,911	16,239
Change (%)	50.1	7.0	-18.9	44.1	23.4	17.3	16.7
Margin (%)	15.1	14.6	12.2	14.6	14.8	15.3	15.4
Minority Interest	-28	-38	-32	-36	-32	-8	-12
PAT to shareholders	7,657	8,186	6,634	9,570	11,826	13,903	16,227

Consolidated Balance Sheet

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Equity Share Capital	208	209	210	211	211	211	211
Total Reserves	24,583	27,477	34,521	41,414	48,273	56,337	65,748
Net Worth	24,791	27,686	34,731	41,625	48,484	56,548	65,959
Minority Interest	31	69	101	137	169	177	189
Borrowings	702	303	0	0	0	0	0
Other Long term liabilities	194	4,890	4,915	5,359	6,429	7,288	8,422
Capital Employed	25,718	32,948	39,747	47,121	55,082	64,013	74,570
Net Fixed Assets	2,435	6,275	6,997	6,946	6,211	5,482	4,640
Goodwill	5,365	5,460	5,827	5,881	5,881	5,881	5,881
Capital WIP	0	87	119	99	99	99	99
Other Assets	2,123	2,109	2,760	4,733	5,254	5,525	5,883
Curr. Assets, Loans, and Adv.	23,715	29,102	35,026	43,251	52,664	62,442	73,970
Account Receivables	10,643	13,807	12,346	16,959	17,613	19,967	23,074
Cash and Bank Balance	2,048	2,179	1,751	2,347	5,484	8,716	12,721
Current Investments	5,752	6,370	15,725	18,313	21,813	25,313	28,813
Other Current Assets	5,272	6,746	5,204	5,632	7,753	8,447	9,362
Curr. Liability and Prov.	7,920	10,085	10,982	13,789	15,027	15,417	15,903
Account Payables	1,879	1,975	2,352	1,720	2,958	3,348	3,834
Other Current Liabilities	4,700	6,456	7,046	10,117	10,117	10,117	10,117
Provisions	1,341	1,654	1,584	1,952	1,952	1,952	1,952
Net Current Assets	15,795	19,017	24,044	29,462	37,637	47,026	58,067
Appl. of Funds	25,718	32,948	39,747	47,121	55,082	64,013	74,570

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Basic EPS (INR)	72.6	77.5	62.8	90.5	111.7	131.2	153.2
Cash EPS	82.6	94.9	83.5	110.8	133.9	155.3	181.0
BV/Share	238.4	264.9	330.8	394.5	459.6	536.0	625.2
DPS	21.0	21.0	22.0	35.0	39.1	45.9	53.6
Payout (%)	28.9	27.1	35.0	38.7	35.0	35.0	35.0
Valuation (x)							
P/E	46.9	43.9	54.2	37.6	30.5	26.0	22.2
Cash P/E	41.2	35.9	40.8	30.7	25.5	21.9	18.8
P/BV	14.3	12.9	10.3	8.6	7.4	6.4	5.4
EV/Sales	6.8	6.2	6.2	5.1	4.1	3.6	3.0
EV/EBITDA	37.7	31.2	33.7	23.9	19.3	16.6	13.9
Dividend Yield (%)	0.6	0.6	0.6	1.0	1.1	1.3	1.6
Return Ratios (%)							
RoE	34.7	31.1	21.2	25.0	26.2	26.4	26.4
RoCE	27.2	24.0	16.2	20.3	20.9	21.2	21.3

Consolidated Cash Flow Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
OP/(Loss) before Tax	10,314	11,002	8,973	13,092	16,478	18,799	21,944
Depreciation	1,042	1,829	2,183	2,144	2,342	2,551	2,948
Interest and Finance Charges	19	365	455	437	0	0	0
Direct Taxes Paid	-2,808	-2,119	-2,523	-3,563	-4,620	-4,888	-5,705
(Inc.)/Dec. in WC	-739	-4,287	4,245	-1,452	-989	-2,069	-2,761
Others	234	-409	-60	-597	0	0	0
CF from Operations	8,062	6,381	13,273	10,061	13,212	14,393	16,426
(Inc.)/Dec. in FA	-885	-1,511	-756	-1,555	-1,607	-1,822	-2,106
Free Cash Flow	7,177	4,870	12,517	8,506	11,604	12,571	14,320
(Pur.)/Sale of Investments	-4,389	-1,039	-9,653	-3,393	-3,500	-3,500	-3,500
Others	181	328	355	465	0	0	0
CF from Investments	-5,093	-2,222	-10,054	-4,483	-5,107	-5,322	-5,606
Issue of Shares	3	1	1	1	0	0	0
Inc.)/(Dec.) in Debt	2	-1,028	-995	-913	0	0	0
Interest Paid	-19	-365	-455	-437	0	0	0
Dividend Paid	-2,440	-2,636	-2,198	-3,633	-4,967	-5,839	-6,815
CF from Fin. Activity	-2,454	-4,028	-3,647	-4,982	-4,967	-5,839	-6,815
Inc./Dec. in Cash	515	131	-428	596	3,137	3,231	4,005
Forex Adjustment	-8	0	0	0	0	0	0
Opening Balance	1,541	2,048	2,179	1,751	2,347	5,484	8,716
Closing Balance	2,048	2,179	1,751	2,347	5,484	8,716	12,721

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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