1 August 2023

1QFY24 Results Update | Sector: Automobile

Escorts Kubota

Estimate changes	↑
TP change	↑
Rating change	↔

Bloomberg	ESCORTS IN
Equity Shares (m)	123
M.Cap.(INRb)/(USDb)	337.9 / 4.1
52-Week Range (INR)	2609 / 1605
1, 6, 12 Rel. Per (%)	11/15/35
12M Avg Val (INR M)	881

Financials & Valuations (INR b)

Y/E March	2023	2024E	2025E
Sales	84.3	95.2	105.8
EBITDA	7.8	13.4	15.1
EBITDA Margin (%)	9.2	14.1	14.3
Adj. PAT	6.8	11.2	12.8
EPS (INR)	51.3	91.0	104.8
EPS Gr. (%)	-22.9	77.3	15.1
BV/Sh. (INR)	620	750	845
Ratios			
RoE (%)	8.6	12.8	13.1
RoCE (%)	11.5	17.4	17.8
Payout (%)	14.5	8.8	9.5
Valuations			
P/E (x)	49.9	28.2	24.4
P/BV (x)	4.1	3.4	3.0
EV/EBITDA (x)	39.8	22.1	18.9
Div. Yield (%)	0.3	0.3	0.4
FCF yield (%)	0.1	4.5	3.5

Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	67.7	72.9	72.9
DII	9.9	8.1	6.2
FII	7.6	6.3	6.0
Others	14.9	12.7	14.9

FII Includes depository receipts

CMP: INR2,561　　TP:INR2,450 (-4%)　　Neutral

Strong beat across all fronts

Guided for sustenance of EBITDA margin over next few quarters

- 1QFY24 results were better across all fronts, led by multiple levers, such as better ASPs, gross margin benefits, and cost-control measures. Consequently, EBITDA margin came in at 14% (vs. est. 10.8%). The management has guided for i) low-mid single-digit tractor volume growth in FY24E and ii) sustenance of EBITDA margin for the coming quarters.
- We raise our FY24E/FY25E EPS by 21.4%/9.3% to factor in for margin expansions and high 'other income'. Moreover, we have increased our target multiple to 22x Sep'25E EPS (vs. 20x earlier). We **retain our Neutral stance on the stock with a TP of INR2,450.**

Margin beat driven better ASPs, softening RM prices, and cost-control measures

- ESCORTS' 1QFY24 revenue/EBITDA/Adj. PAT grew ~16%/62%/92% YoY to INR23.3b/3.3b/2.8b (vs. est. INR22.3b/2.4b/2b).
- Tractor volumes declined 1% YoY, while ASP grew 5% YoY (down 1% QoQ) at INR627.1k (vs. est. INR625.8k).
- Gross margin expanded 240bp YoY/170bp QoQ to 30.2% (vs. est. 28.8%). This was driven by a steady decline in commodity prices and better product mix across business divisions.
- This, coupled with cost-control measures led EBITDA margin beat at 14% (up 4pp YoY/3.2pp QoQ) vs. est. 10.8%.
- PBIT margin for Agri/Railway/construction division expanded 2.8pp/7.3pp/6.6pp YoY and 3.5pp/6.9pp/-0.5pp QoQ to 13.4%/20.9%/7.6%.
- Better operating performance was further benefitted by higher-than-expected 'other income' at INR945m (vs. INR700m).

Highlights from the management commentary

- **Domestic demand-** FY24 domestic tractor volumes are likely to post low-to-mid single digit growth on a YoY basis. While the rainfall has been positive so far, it will get partially offset by reducing state subsidies.
- **Exports-** The company expects export volumes to pick up from 2HFY24. Presently, exports are under pressure, due to a slowdown in EU and the US, especially in the compact category. Contribution of exports through the Kubota channel stood at ~32%.
- **Margins to sustain in the coming quarters-** RM prices have declined over the last three quarters and are currently ~2.5% lower than its peak in 2QFY23. The company implemented a price hike of ~1% in mid-June. These factors, combined with operating leverage and cost-control measures, are expected to support the sustenance of EBITDA margin over the next few quarters.

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- **Railway- Expect double-digit growth in FY24.** The current order book stands at INR9.5b. Demand seems healthy from railways for manufacturing passenger coaches and freight wagons. The company has commercialized two products in 1Q- brake pads and brake disks. Spares and exports mix were 12-16% and 4-6%, respectively.
- **Kubota JV- The execution process is** expected to take an additional six months, considering the company's application with the NCLT. The main focus of localization efforts will be on the engine, which will be facilitated by the greenfield capacity starting from FY26.

Valuation and view

- Near-term demand outlook continues to remain positive, led by healthy monsoon so far. This should be further benefitted by lower channel inventory and the company's focus on market share gains. Hence, we expect ~6% volume CAGR over FY23-25. However, the impact of high base of FY23, reducing subsidies by state governments and the implementation of TREM-4 norms for <50HP tractors (likely in FY25) would be the key monitorables. Faster recovery in other businesses and a ramp-up in its partnership with Kubota would partially dilute the cyclical impact of the tractor industry.
- The stock trades at ~28.2x/24.4x consolidated FY24E/25E EPS, at a premium to its 10-year average of ~15.1x, driven by an improvement in operating parameters as well as the Kubota partnership. Moreover, we have increased our target multiple to 22x Sep'25E EPS (vs. 20x June'25E earlier) to reflect possible opportunities arising from Kubota's parentage viz agri implements, exports, component supplies, etc, as most of these opportunities will become relevant only beyond FY25E. We retain our **Neutral** stance on the stock with a TP of INR2,450.

Standalone Quarterly Performance (INR m)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E
	1Q	2Q	3QE	4Q	1Q	2QE	3QE	4QE			1QE
Net Sales	**20,149**	**18,835**	**22,637**	**21,830**	**23,277**	**21,679**	**25,479**	**24,781**	**83,450**	**95,216**	**22,231**
YoY Change (%)	20.5	12.2	15.6	16.8	15.5	15.1	12.6	13.5	16.0	14.1	10.3
Total Expenditure	18,133	17,308	20,733	19,471	20,008	18,795	21,733	21,301	75,645	81,838	19,830
EBITDA	**2,016**	**1,527**	**1,903**	**2,358**	**3,269**	**2,883**	**3,745**	**3,480**	**7,804**	**13,378**	**2,401**
Margins (%)	10.0	8.1	8.4	10.8	14.0	13.3	14.7	14.0	9.4	14.1	10.8
Depreciation	364	365	376	380	402	410	415	419	1,484	1,646	380
Interest	26	23	26	28	27	28	28	27	103	110	28
Other Income	354	776	913	763	945	775	825	835	2,806	3,380	700
PBT	**1,981**	**1,187**	**2,414**	**2,470**	**3,786**	**3,220**	**4,127**	**3,868**	**8,051**	**15,002**	2,693
Rate (%)	25.6	26.1	22.8	24.9	25.3	25.2	25.2	25.0	24.6	25.2	25.1
Adj. PAT	**1,475**	**1,425**	**1,864**	**2,039**	**2,828**	**2,410**	**3,089**	**2,901**	**6,802**	**11,228**	**2,016**
YoY Change (%)	-20.4	-19.4	-7.5	0.8	91.8	69.1	65.7	42.3	-11.2	65.1	36.7
Margins (%)	7.3	7.6	8.2	9.3	12.1	11.1	12.1	11.7	8.2	11.8	9.1

E: MOFSL Estimates

Key Performance Indicators

	FY23				FY24E				FY23	FY24E	FY24E
	1Q	2Q	3QE	4Q	1Q	2QE	3QE	4QE			1QE
Volumes ('000 units)	26,797	23,703	28,025	24,765	26,582	24,922	29,784	27,167	1,03,290	1,08,455	26,582
Change (%)	3.3	12.5	10.7	13.1	-0.8	5.1	6.3	9.7	9.6	5.0	-0.8
Net Realn (INR '000/unit)	595.5	613.8	609.5	628.9	627.1	636.5	636.5	636.6	611.5	634.2	625.8
Change (%)	9.4	2.9	2.5	0.5	5.3	3.7	4.4	1.2	3.6	3.7	5.1
Cost Break-up											
RM Cost (% of sales)	72.2	72.4	74.5	71.5	69.8	69.5	69.5	69.6	72.7	69.6	71.3
Staff Cost (% of sales)	6.8	7.9	6.7	7.2	6.4	7.1	6.2	6.6	7.1	6.6	7.2
Other Cost (% of sales)	11.0	11.6	10.3	10.5	9.8	10.1	9.6	9.8	10.8	9.8	10.8
Gross Margins (%)	27.8	27.6	25.5	28.5	30.2	30.5	30.5	30.4	31.4	30.4	28.8
EBITDA Margins (%)	10.0	8.1	8.4	10.8	14.0	13.3	14.7	14.0	9.4	14.1	10.8
EBIT Margins (%)	8.2	6.2	6.7	9.1	12.3	11.4	13.1	12.4	7.6	12.3	9.1
Segmental PBIT Margin (%)											
Agri Machinery	10.6	8.4	8.3	9.9	13.4				9.3	3.3	0.0
Railway Equipment	13.6	14.6	13.1	14.0	20.9				13.8	5.1	0.0
Construction Equipment	1.0	-2.6	2.2	8.1	7.6				2.9	1.9	0.0

E:MOFSL Estimates

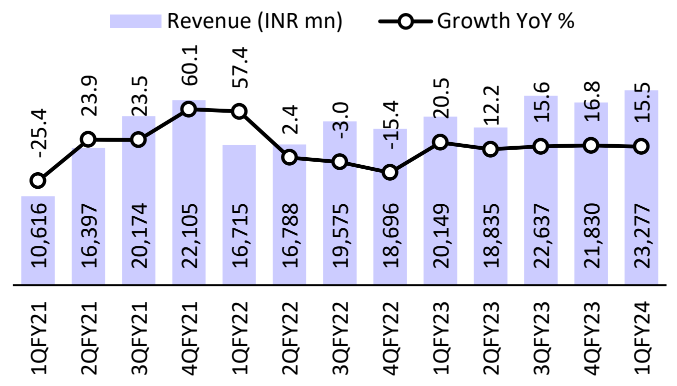
Highlights from the management commentary

- **Domestic demand-** FY24 domestic tractor volumes are likely to post low-to-mid single digit growth on a YoY basis. While the rainfall has been positive so far, it will partially get offset by reducing state subsidies. After the price hike in higher than 50HP segment due to TREM norms, the company has witnessed higher demand for the 40-50HP segment.
- **Exports-** The company expects exports volume to pick up from 2HFY24. Presently, exports are under pressure due to a slowdown in EU and the US, especially in the compact category. Contribution of exports through the Kubota channel was ~32%.
- **Margins to sustain in the coming quarters-** RM prices have been declining over the last three quarters and is currently ~2.5% lower than its peak in 2QFY23. The company has implemented a price hike of ~1% in mid-June. These, coupled operating leverage and cost-control measures should help sustenance of EBITDA margin over the next few quarters.
- **Inventory currently stands at 4-6 weeks** and aims to bring it down further.
- **Construction Equipment business- The company has guided for high single-digit margin in FY24.** The current growth is driven by healthy demand from infrastructure and there has been a shift to higher capacity cranes. The recent price increase has been received well as the demand trend remains strong.
- **Railway- Expect double-digit growth in FY24.** The current order book stands at INR9.5b. Demand seems healthy from railways for manufacturing passenger coaches and freight wagons. The company has commercialized two products in 1Q- brake pads and brake disks. Margins benefitted due to a better product mix and operating leverage. Spares and exports mix were 12-16% and 4-6%, respectively. The company has won orders for electric panel in 1Q, and working on many such products.
- **Implement-** The business has witnessed a significant growth of 30-40%, though at a low base. With the addition of combined harvesters and transplanters through the JV, it is expected to become a substantial part of

the company's operations. The company foresees generating INR4b revenue from the division from next year.

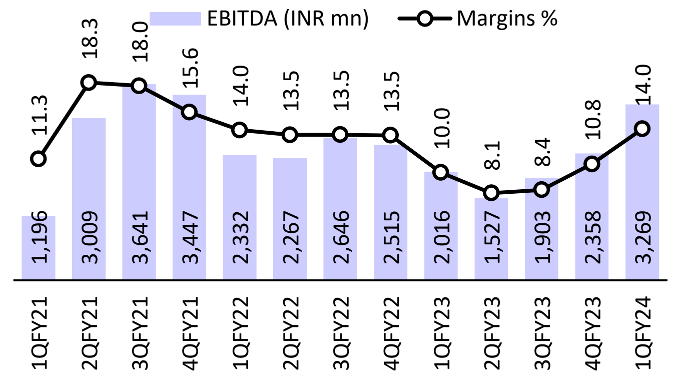
- **Kubota JV- The execution process is** expected to take an additional six months, considering the company's application with the NCLT. The main focus of localization efforts will be on the engine, which will be facilitated by the greenfield capacity starting from FY26. The company has indicated an initial margin dilution of 1.5-2%, following the commencement of JV operations.

Exhibit 1: Revenue and revenue growth trends



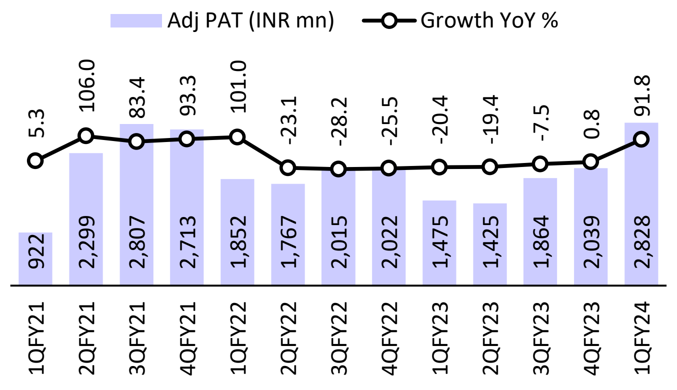
Source: MOFSL, Company

Exhibit 2: EBITDA and EBITDA margin trends



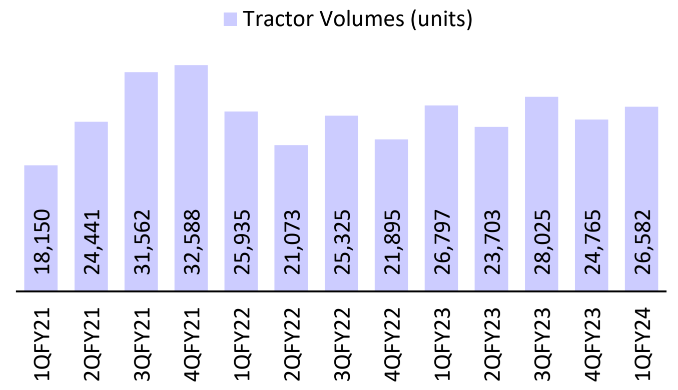
Source: MOFSL, Company

Exhibit 3: Adjusted PAT and growth trend



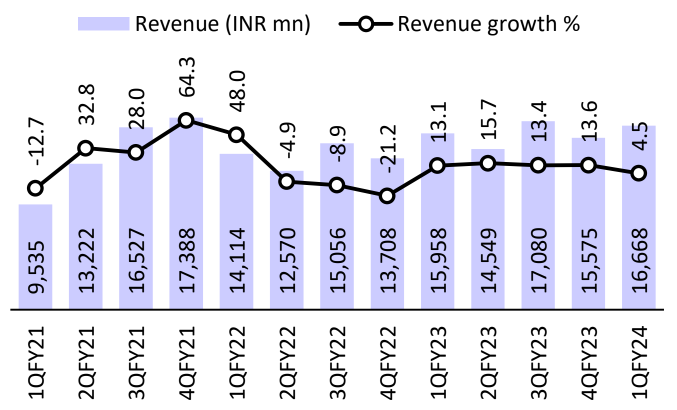
Source: MOFSL, Company

Exhibit 4: Trend in Tractor volumes



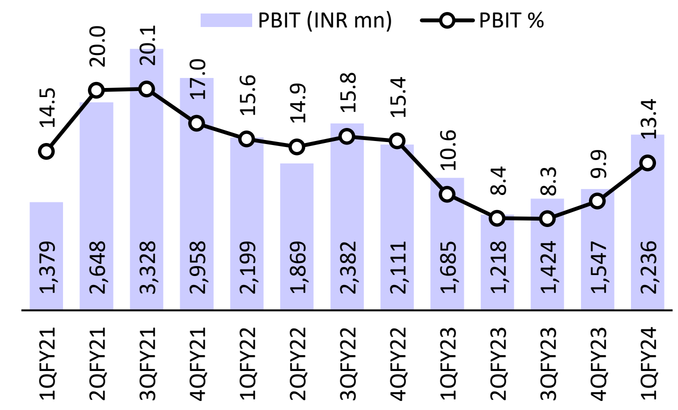
Source: MOFSL, Company

Exhibit 5: Revenue and growth in Tractor segment



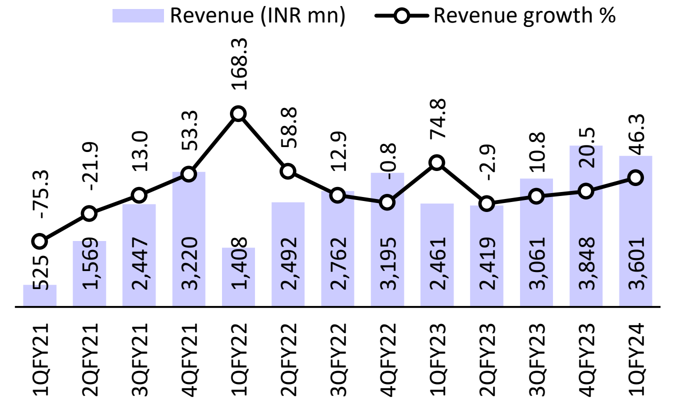
Source: MOFSL, Company

Exhibit 6: PBIT trend in Tractor segment



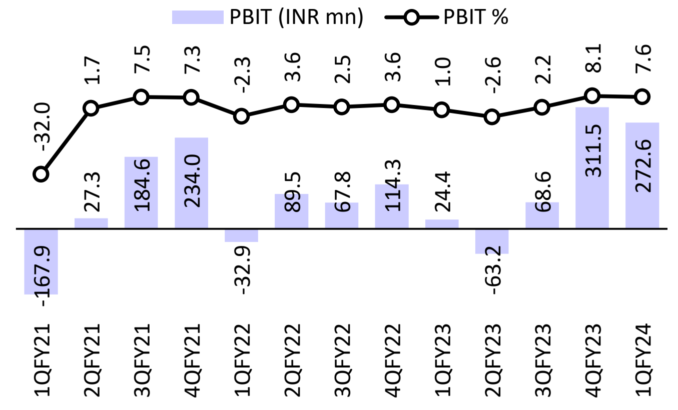
Source: MOFSL, Company

Exhibit 7: Revenue and growth in Construction Equipment



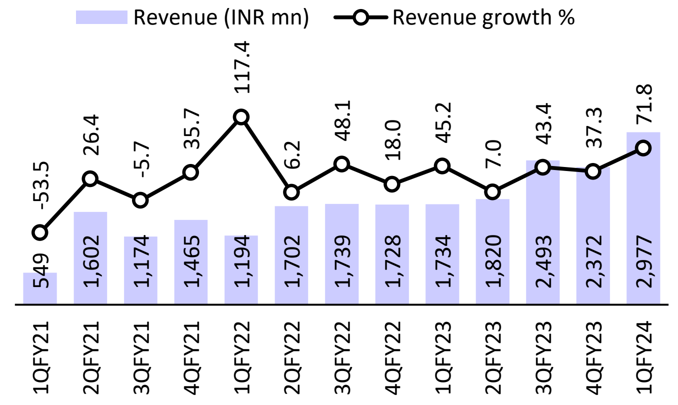
Source: MOFSL, Company

Exhibit 8: PBIT trend in the Construction Equipment segment



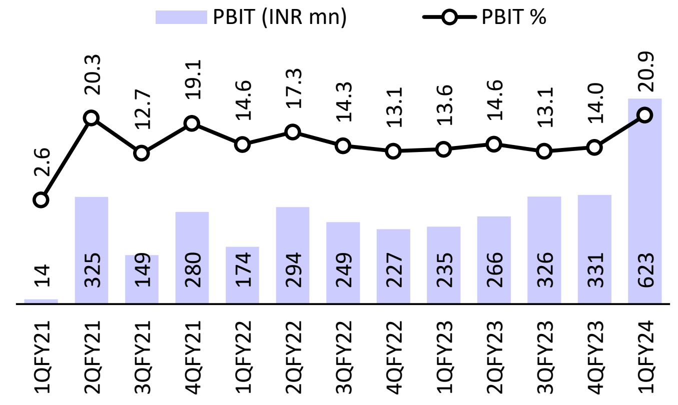
Source: MOFSL, Company

Exhibit 9: Revenue and growth in the Railways segment



Source: MOFSL, Company

Exhibit 10: PBIT trend in Railways segment



Source: MOFSL, Company

Valuation and view

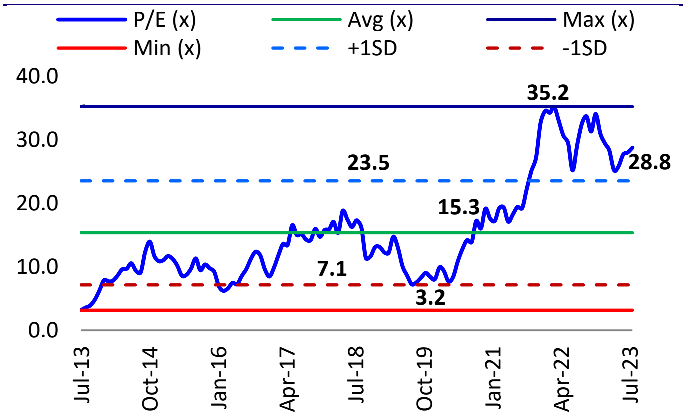
- **Near-term demand outlook positive despite weak 1QFY24:** FY24 domestic tractor volumes are likely to post low-to-mid single digit growth, led by healthy monsoon and normal inventory. We estimate tractor industry volumes to report 5-6% CAGR over FY23–25. However, we believe uncertainty in the tractor cycle would continue, led by the uncertain monsoon forecast for this year and the impact of implementation of TREM-4 norms for <50HP tractors (likely in FY25). This, along with high base of FY23 and reducing state government subsidies, would keep volume growth under check in the foreseeable future.
- **Kubota parentage can unleash many synergies:** Kubota's parentage would help ESC improve its competitive positioning in: a) small tractors (less than 30HP), b) the export markets (through leveraging Kubota's distribution network), c) the Agri Implements business, d) component sourcing, and e) the Construction Equipment business (Kubota is a global leader in small excavators). Through this partnership, ESC gains access to: a) global product know-how (in Tractors and Implements), b) a global distribution network, and c) a global supply chain (by leveraging its India cost base).

- **Healthy recovery in Railways, Construction Equipment, to dilute cyclical impact of tractors:** We expect the Railways business to deliver a ~31% CAGR over FY23–25, benefitting from the ramp-up in new products by FY25. Revenue from the Construction Equipment is estimated to grow at 16% over FY23–25. The benefits related to localization and cost savings would elevate its margin profile in both segments.
- **Tractor cycle showing initial signs of recovery:** With expected recovery in its core Tractor business, we estimate 12% revenue CAGR over FY23-25. This would result in margin expansion of ~510bp (over FY23–25E) to ~14.3% in FY25E and 43% EPS CAGR. Our estimates do not factor in the merger of Kubota’s India businesses.
- **Valuation and view:** We raise our FY24E/FY25E EPS by 21.4%/9.3% to factor in for margin expansions and high ‘other income’. While the near-term volume outlook has remained stable, recovery in Railways / Construction Equipment, and a strong balance sheet would offset the impact on the P&L. The stock trades at ~28.2x/24.4x consolidated FY24E/25E EPS, at a premium to its 10-year average of ~15.1x, driven by an improvement in operating parameters as well as the Kubota partnership. We now value ESCORTS at 22x Sep-25E EPS (vs. ~20x June-25E earlier). We reiterate our **Neutral stance on the stock with a TP of INR2,450.**

Exhibit 11: Revised forecast (Consol)

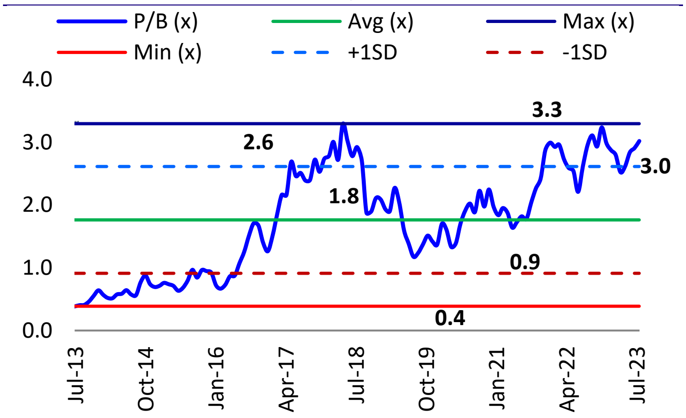
(INR M)	FY24E			FY25E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	95,216	92,010	3.5	1,05,777	1,01,456	4.3
EBITDA	13,378	10,995	21.7	15,126	14,052	7.6
EBITDA (%)	14.1	12.0	210bp	14.3	13.9	50bp
Adj. PAT	11,153	9,188	21.4	12,842	11,754	9.3
EPS (INR)	91.0	75.0	21.4	104.8	95.9	9.3

Exhibit 12: Price-to-earnings (one-year forward)



Source: MOFSL, Company

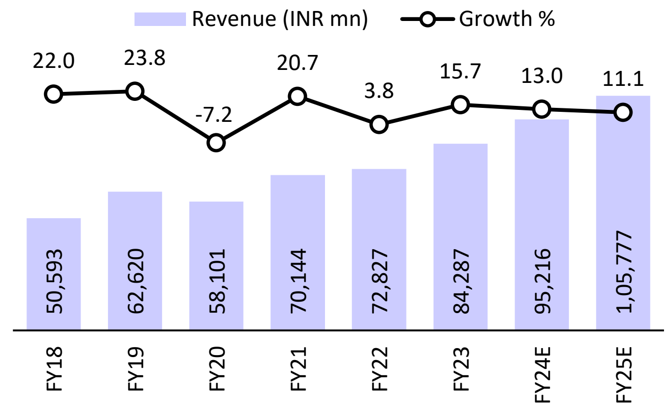
Exhibit 13: Price-to-book (one-year forward)



Source: MOFSL, Company

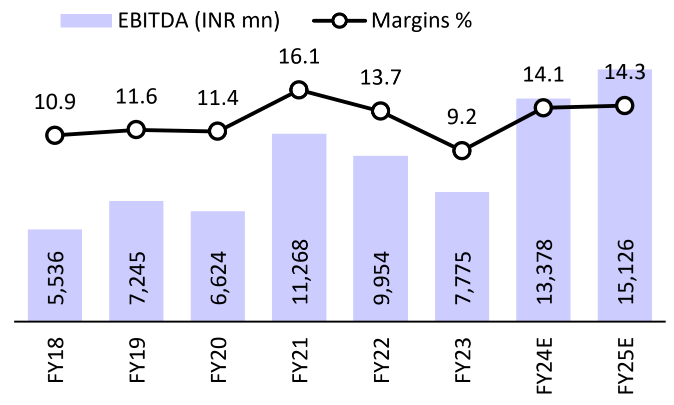
Story in charts

Exhibit 14: Revenue and revenue growth trends



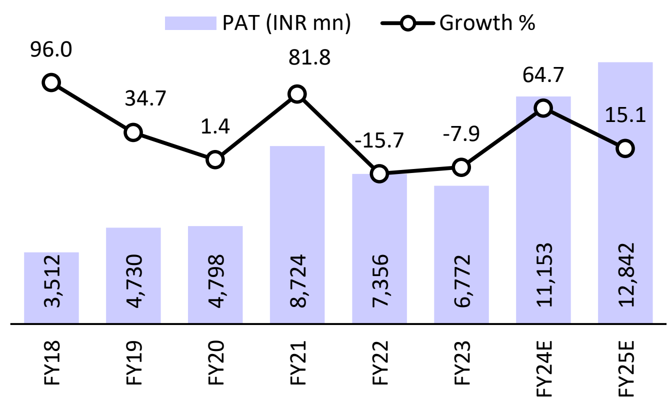
Source: MOFSL, Company

Exhibit 15: EBITDA and EBITDA margin trajectories



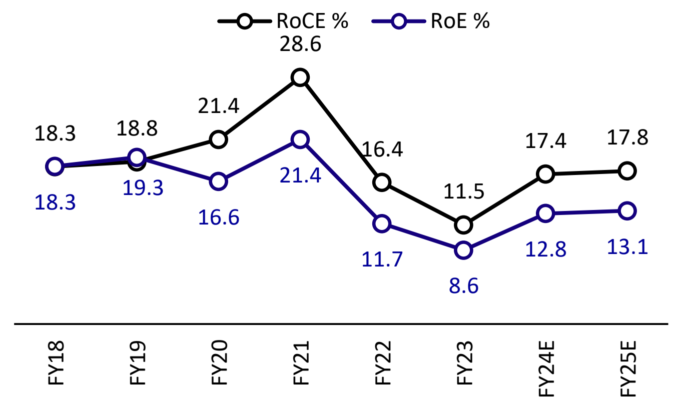
Source: MOFSL, Company

Exhibit 16: PAT and PAT growth trends



Source: MOFSL, Company

Exhibit 17: RoE and RoCE trends



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement (INR m)

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Total Income from Operations	**50,593**	**62,620**	**58,101**	**70,144**	**72,827**	**84,287**	**95,216**	**1,05,777**
Change (%)	22.0	23.8	-7.2	20.7	3.8	15.7	13.0	11.1
EBITDA	**5,536**	**7,245**	**6,624**	**11,268**	**9,954**	**7,775**	**13,378**	**15,126**
Margin (%)	10.9	11.6	11.4	16.1	13.7	9.2	14.1	14.3
Depreciation	732	872	1,072	1,183	1,321	1,501	1,646	1,779
EBIT	**4,804**	**6,373**	**5,552**	**10,085**	**8,634**	**6,275**	**11,732**	**13,347**
Int. and Finance Charges	295	195	172	133	150	133	110	120
Other Income	653	924	976	1,604	1,738	2,809	3,380	4,030
PBT bef. EO Exp.	**5,162**	**7,102**	**6,356**	**11,555**	**10,222**	**8,951**	**15,002**	**17,257**
EO Items	-68	56	-92	0	0	-531	0	0
PBT after EO Exp.	**5,094**	**7,157**	**6,263**	**11,555**	**10,222**	**8,421**	**15,002**	**17,257**
Current Tax	1,625	2,371	1,535	2,832	2,572	1,979	3,774	4,341
Deferred Tax	0	0	0	0	0	0	0	0
Tax Rate (%)	31.9	33.1	24.5	24.5	25.2	23.5	25.2	25.2
Less: Minority Interest	4	20	0	0	294	75	75	75
Reported PAT	**3,466**	**4,767**	**4,728**	**8,724**	**7,356**	**6,367**	**11,153**	**12,842**
Adjusted PAT	**3,512**	**4,730**	**4,798**	**8,724**	**7,356**	**6,772**	**11,153**	**12,842**
Change (%)	96.0	34.7	1.4	81.8	-15.7	-7.9	64.7	15.1
Margin (%)	6.9	7.6	8.3	12.4	10.1	8.0	11.7	12.1

Consolidated - Balance Sheet (INR m)

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	1,226	1,226	1,226	1,348	1,319	1,319	1,226	1,226
Total Reserves	20,926	25,509	29,948	48,913	74,680	80,548	90,720	1,02,336
Net Worth	**22,151**	**26,735**	**31,174**	**50,261**	**75,999**	**81,867**	**91,946**	**1,03,562**
Minority Interest	-4	56	51	-9	-38	-39	-39	-39
Deferred Liabilities	197	529	307	233	373	646	646	646
Total Loans	147	2,810	192	17	0	0	0	0
Capital Employed	**22,492**	**30,130**	**31,724**	**50,502**	**76,334**	**82,475**	**92,554**	**1,04,170**
Gross Block	24,960	26,213	27,834	29,350	30,799	32,003	34,497	37,370
Less: Accum. Deprn.	9,082	9,741	10,608	11,388	12,389	13,890	15,535	17,314
Net Fixed Assets	**15,878**	**16,472**	**17,227**	**17,962**	**18,411**	**18,114**	**18,962**	**20,056**
Capital WIP	657	800	1,044	647	878	1,137	1,143	1,269
Total Investments	**5,490**	**4,908**	**7,974**	**19,380**	**48,358**	**48,465**	**48,465**	**48,465**
Curr. Assets, Loans&Adv.	**17,700**	**24,890**	**23,895**	**30,792**	**23,431**	**33,137**	**43,901**	**56,505**
Inventory	5,657	8,574	8,834	7,182	8,466	12,177	10,894	12,172
Account Receivables	5,920	9,311	7,319	6,576	7,926	11,797	10,435	11,592
Cash and Bank Balance	3,173	2,433	3,249	13,218	2,718	4,719	17,684	27,363
Loans and Advances	2,949	4,572	4,494	3,817	4,320	4,445	4,889	5,378
Curr. Liability & Prov.	**17,242**	**16,952**	**18,430**	**18,279**	**14,743**	**18,378**	**19,917**	**22,126**
Account Payables	15,746	15,495	16,867	16,771	13,341	16,912	18,261	20,286
Provisions	1,495	1,458	1,563	1,508	1,402	1,466	1,656	1,840
Net Current Assets	**458**	**7,938**	**5,465**	**12,513**	**8,687**	**14,760**	**23,985**	**34,379**
Deferred Tax assets	8	12	14	0	0	0	0	0
Appl. of Funds	**22,493**	**30,130**	**31,724**	**50,502**	**76,334**	**82,475**	**92,554**	**1,04,170**

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Basic (INR)								
EPS (ex treasury)	**39.5**	**53.2**	**54.0**	**86.3**	**66.6**	**51.3**	**91.0**	**104.8**
BV/Share	249.2	300.8	350.7	497.0	687.8	620.5	750.1	844.9
DPS	2.0	2.5	2.5	7.5	7.0	7.0	8.0	10.0
Payout (%)	6.2	5.6	5.7	8.7	10.5	14.5	8.8	9.5
Valuation (x)								
P/E	64.8	48.1	47.5	29.7	38.5	49.9	28.2	24.4
P/BV	10.3	8.5	7.3	5.2	3.7	4.1	3.4	3.0
EV/Sales	4.4	3.6	3.9	4.3	4.3	3.7	3.1	2.7
EV/EBITDA	40.6	31.5	33.9	19.0	25.7	39.8	22.1	18.9
Dividend Yield (%)	0.1	0.1	0.1	0.3	0.3	0.3	0.3	0.4
FCF per share	28.9	-31.6	50.2	75.3	-10.7	2.5	116.0	90.6
Return Ratios (%)								
RoE	18.3	19.3	16.6	21.4	11.7	8.6	12.8	13.1
RoCE	18.3	18.8	21.4	28.6	16.4	11.5	17.4	17.8
RoIC	24.5	24.2	20.2	41.5	31.0	18.3	32.9	38.2
Working Capital Ratios								
Asset Turnover (x)	2.2	2.1	1.8	1.4	1.0	1.0	1.0	1.0
Inventory (Days)	61	73	84	56	62	73	60	60
Debtor (Days)	43	54	46	34	40	51	40	40
Creditor (Days)	114	90	106	87	67	73	70	70
Leverage Ratio (x)								
Net Debt/Equity	-0.4	-0.1	-0.3	-0.6	-0.6	-0.6	-0.7	-0.7

Consolidated - Cash Flow Statement **(INR m)**

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
OP/(Loss) before Tax	5,091	7,157	6,253	11,548	9,928	8,346	15,002	17,257
Depreciation	732	872	1,072	1,183	1,321	1,501	1,646	1,779
Interest & Finance Charges	-26	-301	0	0	-906	-1,620	110	120
Direct Taxes Paid	-1,021	-2,166	-1,748	-2,527	-2,547	-1,864	-3,774	-4,341
(Inc)/Dec in WC	-181	-7,449	3,272	2,748	-6,526	-4,102	3,740	-715
CF from Operations	**4,596**	**-1,887**	**8,849**	**12,952**	**1,270**	**2,260**	**16,724**	**14,100**
Others	5	-456	-877	-1,639	-948	-21	0	0
CF from Operating incl EO	**4,601**	**-2,343**	**7,972**	**11,313**	**323**	**2,239**	**16,724**	**14,100**
(inc)/dec in FA	-1,059	-1,529	-1,822	-1,157	-1,732	-1,904	-2,500	-3,000
Free Cash Flow	**3,541**	**-3,873**	**6,150**	**10,155**	**-1,409**	**336**	**14,224**	**11,100**
(Pur)/Sale of Investments	-2,934	994	-2,390	-20,778	-17,898	1,167	0	0
Others	252	362	0	0	1,066	116	0	0
CF from Investments	**-3,742**	**-174**	**-4,212**	**-21,936**	**-18,564**	**-621**	**-2,500**	**-3,000**
Issue of Shares	2,501	28	0	10,576	19,021	206	-94	0
Inc/(Dec) in Debt	-2,134	2,309	-2,644	-221	-87	0	0	0
Interest Paid	-216	-138	-100	-76	-98	-91	-110	-120
Dividend Paid	-161	-289	-260	-245	-737	-757	-981	-1,226
CF from Fin. Activity	**-10**	**1,906**	**-3,001**	**9,991**	**17,805**	**-712**	**-1,259**	**-1,421**
Inc/Dec of Cash	**849**	**-611**	**758**	**-632**	**-436**	**906**	**12,965**	**9,680**
Opening Balance	693	1,542	931	1,689	1,057	622	1,528	14,493
Closing Balance	**1,542**	**931**	**1,689**	**1,057**	**622**	**1,528**	**14,493**	**24,172**

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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