

# Sunny Optical (2382 HK)

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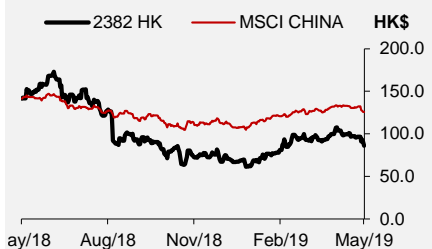
## Company Update

### BUY

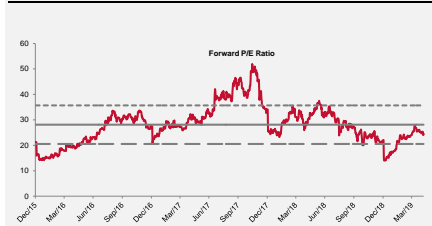
**UPGRADE**
**Close price: HK\$86.10**
**Target Price: HK\$98.00 (+14%)**
**Prior TP: HK\$98.00**
**Key Data**

HKEx code	2382
12 Months High (HK\$)	174.90
12 Month Low (HK\$)	58.55
3M Avg Dail Vol. (mn)	8.84
Issue Share (mn)	1,096.85
Market Cap (HK\$mn)	94,438.76
Fiscal Year	12/2018
Major shareholder (s)	WANG WENJIAN (38.54%)

Source: Company data, Bloomberg, OP Research  
Closing price are as of 09/05/2019

**Price Chart**


	1mth	3mth	6mth
Absolute %	-19.7	6.4	19.1
Rel. MSCI CHINA %	-13.8	2.2	5.1

**PE**

**Company Profile**

Sunny Optical is a leading integrated optical component manufacturing. The company is primary camera module supplier to most top tier domestic branded handset makers.

## HCM shipments growth regains traction

- Sunny released April shipments with HCM/HLS/VLS up 36.1%/59.9%/15.7% yoy to 38.9mn/113.3mn/3.8mn respectively.
- The HCM shipments growth regained traction after two months' lukewarm performance thanks to market share gain.
- Upgrade to BUY with TP HK\$98.0 unchanged based on same 20x FY20E PE.

**April saw continuous product mix upgrade.** Sunny released April shipments results with HCM/HLS/VLS up 36.1%/59.9%/15.7% yoy to 38.9mn/113.3mn/3.8mn respectively. In addition, sales volume of other optoelectronic products quintupled yoy to 4.4mn mainly thanks to the increased volume of 3D structured light products and ToF products. By the end of April, Sunny had achieved 132.2mn/345.9mn/14.4mn shipments for HCM/HLS/VLS respectively, representing 25%/28%/29% of our full-year target.

**We believe the uptick in HCM shipments growth is due to share gain in high-end market.** After two consecutive months of moderate growth in HCM shipments (up 7%/14.3% yoy in Feb/Mar 2019), April saw meaningful improvement (up 36.1% yoy), which we believe is due to the market share gain likely from O-film in the mid-to-high end market. In addition, we believe the sales volume growth is accompanied by product mix upgrade with more high-end HCM products (e.g. dual-cam, tri-cam, large aperture), which reveals us the upside risk on our current margin assumption for Sunny.

**Upgrade to BUY.** We update the FY18 cash flow in our model and keep our TP HK\$98.0 unchanged based on same 20x FY20E P/E. Upgrade to BUY on promising product mix improvement and market share gain.

**Risks:** (1) ASP for lens set may be lower than expected, (2) political risks as trade war impacts on smartphone components

**Exhibit 1: Forecast and Valuation**

Year to Dec (RMB mn)	FY17	FY18	FY19E	FY20E	FY21E
Revenue	22,366.3	25,931.9	31,266.3	37,692.0	44,628.7
Growth (%)	53.1	15.9	20.6	20.6	18.4
Net Profit	2,901.6	2,490.9	3,345.2	4,428.1	5,653.9
Growth (%)	128.3	(14.2)	34.3	32.4	27.7
Diluted EPS (HK\$)	3.187	2.725	3.660	4.845	6.186
EPS growth (%)	127.6	(14.5)	34.3	32.4	27.7
Change to previous EPS (%)			(1.0)	(0.5)	
Consensus EPS (HK\$)			3.907	5.032	
ROE (%)	46.9	29.8	31.6	32.2	31.7
P/E (x)	27.0	31.6	23.5	17.8	13.9
P/B (x)	10.5	8.5	6.6	5.1	3.9
Yield (%)	0.9	0.8	1.0	1.4	1.7
DPS (HK\$)	0.812	0.662	0.889	1.177	1.503

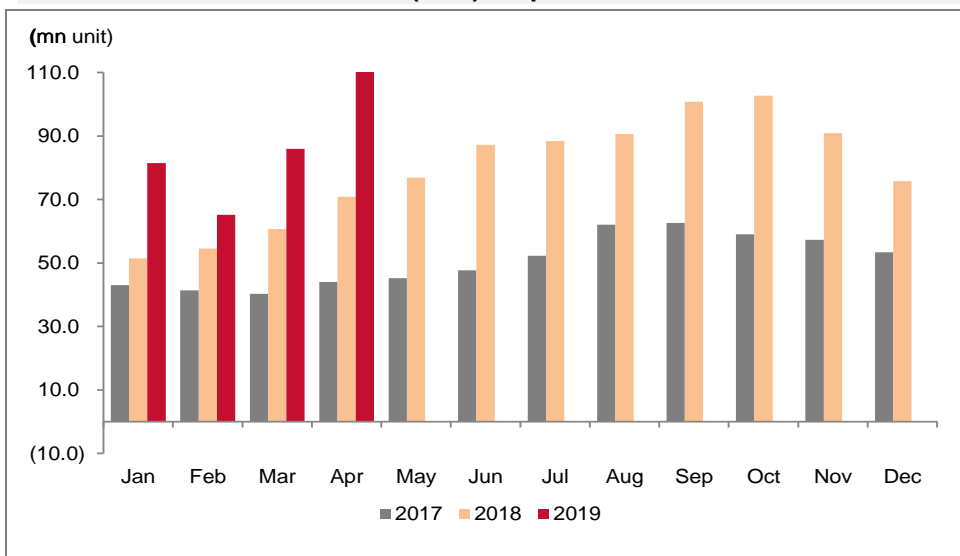
Source: Bloomberg, OP Research

**Exhibit 2: Earnings revision**

(RMB mn)	FY19E			FY20E			FY21E		
	New	Old	% Chg	New	Old	% Chg	New	Old	% Chg
<b>Shipments (mn pcs)</b>									
Optical Components	1,381	1,381	0.0	1,650	1,650	0.0	1,899	1,899	(0.0)
Optoelectronic Products	540	540	0.0	621	621	(0.0)	713	713	0.0
Optical Instruments	0.226	0.226	0.2	0.246	0.246	(0.1)	0.267	0.267	(0.0)
<b>ASP (RMB per pcs)</b>									
Optical Components	6	6	(6.0)	6	6	(4.5)	6	6	(3.0)
Optoelectronic Products	43	43	(0.1)	45	45	0.0	47	47	(0.8)
Optical Instruments	1,200	1,200	0.0	1,200	1,200	0.0	1,200	1,200	0.0
<b>Dual Shipments (mn pcs)</b>	132	132	0.2	183	183	(0.2)	245	245	(0.0)
<b>Dual-cam penetration (%)</b>	25%	25%	0.0	30%	30%	0.0	35%	35%	0.0
<b>Revenue by segment (RMB mn)</b>									
Optical components	7,788	7,788	(0.0)	9,459	9,459	(0.0)	11,056	11,056	0.0
Optoelectronics	23,207	23,207	(0.0)	27,938	27,938	0.0	33,252	33,252	0.0
Optical instruments	272	272	(0.1)	295	295	(0.0)	320	320	0.1
<b>GPM by segment</b>									
Optical components	43.9%	43.9%	(0.0)	44.4%	44.4%	(0.0)	44.4%	44.4%	0.0
Optoelectronics	9.5%	9.5%	0.0	10.3%	10.3%	(0.0)	10.8%	10.8%	0.0
Optical instruments	40.0%	40.0%	0.0	40.0%	40.0%	0.0	40.0%	40.0%	0.0
<b>Revenue</b>	<b>31,266</b>	<b>31,266</b>	<b>0.0</b>	<b>37,692</b>	<b>37,692</b>	<b>(0.0)</b>	<b>44,629</b>	<b>44,629</b>	<b>(0.0)</b>
Gross profit	6,354	6,354	(0.0)	7,934	7,934	0.0	9,530	9,530	(0.0)
Gross margin	20.3%	20.3%	0.0	21.1%	21.1%	(0.0)	21.4%	21.4%	(0.0)
Opex	(2,586)	(2,577)	0.3	(3,004)	(2,996)	0.3	(3,432)	(3,424)	0.2
EBIT	4,135	4,174	(0.9)	5,367	5,395	(0.5)	6,763	6,778	(0.2)
<b>Net Profit</b>	<b>3,345</b>	<b>3,380</b>	<b>(1.0)</b>	<b>4,428</b>	<b>4,452</b>	<b>(0.5)</b>	<b>5,654</b>	<b>5,667</b>	<b>(0.2)</b>
Diluted EPS (HK\$)	3.660	3.698	(1.0)	4.845	4.871	(0.5)	6.186	6.200	(0.2)

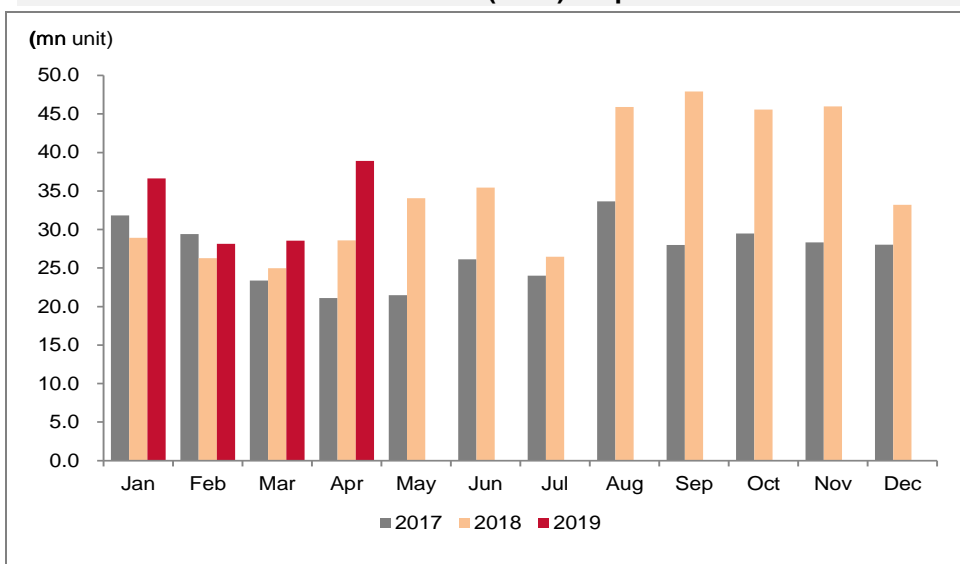
Source: OP Research

**Exhibit 3: Handset Lens Sets (HLS) Shipments**



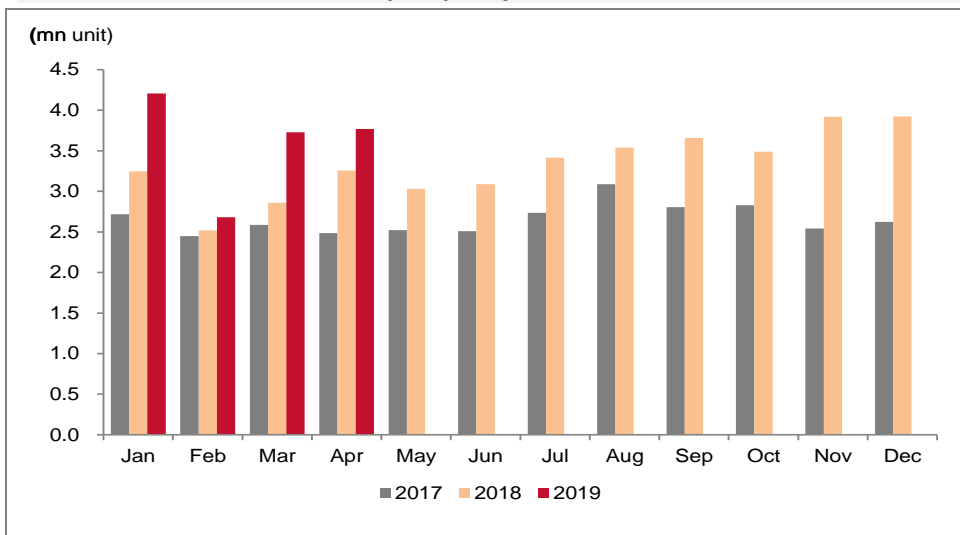
Source: Company, OP Research

**Exhibit 4: Handset Camera Modules (HCM) Shipments**



Source: Company, OP Research

**Exhibit 5: Vehicle Lens Sets (VLS) Shipments**



Source: Company, OP Research

## Financial Summary

Year to Dec	FY17	FY18	FY19E	FY20E	FY21E
<b>Income Statement (RMB mn)</b>					
Optical components	4,302	6,023	7,788	9,459	11,056
Optoelectronics	17,771	19,609	23,207	27,938	33,252
Optical instruments	294	300	272	295	320
<b>Turnover</b>	<b>22,366</b>	<b>25,932</b>	<b>31,266</b>	<b>37,692</b>	<b>44,629</b>
YoY%	53	16	21	21	18
COGS	(17,563)	(21,019)	(24,913)	(29,758)	(35,099)
<b>Gross profit</b>	<b>4,803</b>	<b>4,913</b>	<b>6,354</b>	<b>7,934</b>	<b>9,530</b>
Gross margin	21.5%	18.9%	20.3%	21.1%	21.4%
Other income	343	170	367	437	666
Selling & distribution	(205)	(210)	(275)	(327)	(368)
Admin	(389)	(434)	(559)	(680)	(788)
R&D	(1,168)	(1,362)	(1,751)	(1,998)	(2,276)
Other opex	0	0	0	0	0
<b>Total opex</b>	<b>(1,762)</b>	<b>(2,006)</b>	<b>(2,586)</b>	<b>(3,004)</b>	<b>(3,432)</b>
<b>Operating profit (EBIT)</b>	<b>3,383</b>	<b>3,077</b>	<b>4,135</b>	<b>5,367</b>	<b>6,763</b>
Operating margin	15.1%	11.9%	13.2%	14.2%	15.2%
Provisions	0	0	0	0	0
Interest Income	0	0	0	0	0
Finance costs	(49)	(202)	(325)	(325)	(325)
Profit after financing costs	3,334	2,875	3,809	5,042	6,438
Associated companies & JVs	(16)	(24)	(0)	(0)	(0)
Pre-tax profit	3,318	2,851	3,809	5,042	6,438
Tax	(404)	(339)	(438)	(580)	(740)
Minority interests	(13)	(22)	(26)	(34)	(44)
<b>Net profit</b>	<b>2,902</b>	<b>2,491</b>	<b>3,345</b>	<b>4,428</b>	<b>5,654</b>
YoY%	128	(14)	34	32	28
Net margin	13.0%	9.6%	10.7%	11.7%	12.7%
<b>EBITDA</b>	<b>3,756</b>	<b>3,492</b>	<b>4,809</b>	<b>6,230</b>	<b>7,670</b>
EBITDA margin	16.8%	13.5%	15.4%	16.5%	17.2%
<b>EPS (RMB)</b>	<b>2.656</b>	<b>2.271</b>	<b>3.050</b>	<b>4.037</b>	<b>5.155</b>
YoY%	128	(15)	34	32	28
DPS (HK\$)	0.812	0.662	0.889	1.177	1.503
<b>Cash Flow (RMB mn)</b>					
EBITDA	3,756	3,492	4,809	6,230	7,670
Chg in working cap	(1,126)	(203)	(1,645)	(900)	(951)
Others	102	542	0	0	0
<b>Operating cash</b>	<b>2,732</b>	<b>3,830</b>	<b>3,164</b>	<b>5,330</b>	<b>6,719</b>
Interest received	80	236	262	331	558
Tax	(295)	(262)	0	(438)	(580)
<b>Net cash from operations</b>	<b>2,516</b>	<b>3,804</b>	<b>3,425</b>	<b>5,223</b>	<b>6,698</b>
Capex	(1,142)	(2,134)	(2,814)	(2,638)	(3,124)
Investments	(77)	(3,225)	0	0	0
Dividends received	0	0	0	0	0
Sales of assets	23	55	0	0	0
Interests paid	(37)	(125)	(325)	(325)	(325)
Others	(571)	(432)	0	0	0
<b>Investing cash</b>	<b>(1,803)</b>	<b>(5,860)</b>	<b>(3,139)</b>	<b>(2,964)</b>	<b>(3,449)</b>
<b>FCF</b>	<b>713</b>	<b>(2,056)</b>	<b>286</b>	<b>2,260</b>	<b>3,248</b>
Issue of shares	0	0	0	0	0
Buy-back	(81)	(89)	0	0	0
Minority interests	0	0	0	0	0
Dividends paid	(315)	(722)	(623)	(813)	(1,076)
Net change in bank loans	444	88	0	0	0
Others	2	3,805	0	0	0
<b>Financing cash</b>	<b>49</b>	<b>3,081</b>	<b>(623)</b>	<b>(813)</b>	<b>(1,076)</b>
<b>Net change in cash</b>	<b>762</b>	<b>1,025</b>	<b>(337)</b>	<b>1,447</b>	<b>2,173</b>
Exchange rate or other Adj	(2)	2	0	0	0
Opening cash	467	1,227	2,254	1,917	3,364
<b>Closing cash</b>	<b>1,227</b>	<b>2,254</b>	<b>1,917</b>	<b>3,364</b>	<b>5,537</b>
<b>CFPS (HK\$)</b>	<b>2.676</b>	<b>3.903</b>	<b>3.461</b>	<b>5.352</b>	<b>6.717</b>

Source: Company, OP Research

Year to Dec	FY17	FY18	FY19E	FY20E	FY21E
<b>Ratios</b>					
Gross margin (%)	21.5	18.9	20.3	21.1	21.4
Operating margin (%)	15.1	11.9	13.2	14.2	15.2
Net margin (%)	13.0	9.6	10.7	11.7	12.7
Selling & dist'n exp/Sales (%)	0.9	0.8	0.9	0.9	0.8
Admin exp/Sales (%)	1.7	1.7	1.8	1.8	1.8
Payout ratio (%)	25.5	24.3	24.3	24.3	24.3
Effective tax (%)	12.1	11.8	11.5	11.5	11.5
Total debt/equity (%)	18.1	60.3	46.6	35.8	27.6
Net debt/equity (%)	1.7	35.9	30.6	14.2	0.2
Current ratio (x)	1.5	1.9	1.9	1.9	2.0
Quick ratio (x)	1.2	1.6	1.5	1.6	1.6
Inventory T/O (days)	54	53	53	53	53
AR T/O (days)	92	88	100	100	100
AP T/O (days)	128	123	123	123	123
Cash conversion cycle (days)	18	18	31	31	31
Asset turnover (x)	1.6	1.3	1.2	1.3	1.2
Financial leverage (x)	2.2	2.3	2.4	2.2	2.0
EBIT margin (%)	15.1	11.9	13.2	14.2	15.2
Interest burden (x)	1.0	0.9	0.9	0.9	1.0
Tax burden (x)	0.9	0.9	0.9	0.9	0.9
<b>Return on equity (%)</b>	<b>46.9</b>	<b>29.8</b>	<b>31.6</b>	<b>32.2</b>	<b>31.7</b>
<b>ROIC (%)</b>	<b>45.7</b>	<b>26.8</b>	<b>25.9</b>	<b>28.3</b>	<b>31.3</b>
<b>Balance Sheet (RMB mn)</b>					
Fixed assets	2,640	4,572	6,538	8,070	9,816
Intangible assets & goodwill	392	349	261	174	86
Associated companies & JVs	125	101	101	101	101
Long-term investments	129	0	0	0	0
Other non-current assets	804	1,062	1,062	1,062	1,062
<b>Non-current assets</b>	<b>4,091</b>	<b>6,084</b>	<b>7,962</b>	<b>9,406</b>	<b>11,065</b>
Inventories	2,622	3,074	3,643	4,352	5,133
AR	5,666	6,231	8,566	10,327	12,227
Prepayments & deposits	165	240	290	349	414
Other current assets	1,956	4,968	4,968	4,968	4,968
Cash	1,227	2,254	1,917	3,364	5,537
<b>Current assets</b>	<b>11,635</b>	<b>16,768</b>	<b>19,385</b>	<b>23,361</b>	<b>28,279</b>
AP	6,183	7,064	8,373	10,001	11,796
Tax	101	0	438	580	740
Accruals & other payables	0	0	0	0	0
Bank loans & leases	1,348	1,482	1,482	1,482	1,482
CB & othe debts	4	9	9	9	9
Other current liabilities	69	122	122	122	122
<b>Current liabilities</b>	<b>7,705</b>	<b>8,677</b>	<b>10,424</b>	<b>12,194</b>	<b>14,150</b>
Bank loans & leases	0	0	0	0	0
CB & othe debts	0	4,080	4,080	4,080	4,080
Deferred tax & others	502	807	807	807	807
MI	31	54	80	114	158
<b>Non-current liabilities</b>	<b>532</b>	<b>4,941</b>	<b>4,966</b>	<b>5,001</b>	<b>5,044</b>
<b>Total net assets</b>	<b>7,489</b>	<b>9,234</b>	<b>11,956</b>	<b>15,572</b>	<b>20,150</b>
<b>Shareholder's equity</b>	<b>7,489</b>	<b>9,234</b>	<b>11,956</b>	<b>15,572</b>	<b>20,150</b>
Share capital	105	105	105	105	105
Reserves	7,383	9,129	11,851	15,467	20,045
<b>BVPS (HK\$)</b>	<b>8.19</b>	<b>10.10</b>	<b>13.08</b>	<b>17.04</b>	<b>22.04</b>
Total debts	1,352	5,571	5,571	5,571	5,571
Net cash/(debts)	(125)	(3,317)	(3,654)	(2,207)	(34)

**Exhibit 6: Peer Group Comparison**

Company	Ticker	Price (US\$m)	Mkt cap (US\$m)	3-mth avg t/o	PER Hist (x)	PER FY1 (x)	PER FY2 (x)	EPS FY1	EPS FY2	3-Yr EPS Cagr (%)	EPS PEG (x)	Div yld Hist (%)	P/B FY1 (x)	P/B Hist (x)	EV/ Ebitda Hist	EV/ Ebitda Cur Yr	Net gearing Hist (%)	Gross margin Hist (%)	Net margin Hist (%)	ROE Hist (%)	ROE FY1 (%)	Sh px 1-mth %	Sh px 3-mth %	
																								YoY%
<b>Sunny Optical</b>	<b>2382 HK</b>	<b>86.10</b>	<b>12,033</b>	<b>106.6</b>	<b>31.6</b>	<b>23.5</b>	<b>17.8</b>	<b>34.3</b>	<b>32.4</b>	<b>26.3</b>	<b>0.9</b>	<b>0.8</b>	<b>1.0</b>	<b>8.5</b>	<b>6.6</b>	<b>28.0</b>	<b>20.4</b>	<b>35.9</b>	<b>21.5</b>	<b>13.0</b>	<b>29.8</b>	<b>31.6</b>	<b>(19.7)</b>	<b>6.4</b>
HSI		28,311.1			10.8	11.0	10.2	(1.5)	8.0	5.1	2.17	3.5	3.7	1.26	1.21					11.6	11.0	(6.1)	1.3	
HSCEI		10,845.06			8.7	8.3	7.7	5.0	8.2	7.2	1.16	3.8	4.1	1.05	0.99					12.0	11.8	(8.2)	(1.0)	
CSI300		3,599.70			13.3	11.5	10.2	15.6	12.5			2.2	2.7	1.6	1.5					12.3	13.0	(11.7)	10.8	
<b>Adjusted sector avg*</b>					<b>29.0</b>	<b>12.5</b>	<b>10.4</b>	<b>22.6</b>	<b>15.8</b>	<b>(21.2)</b>	<b>0.7</b>	<b>0.8</b>	<b>1.9</b>	<b>2.9</b>	<b>2.0</b>	<b>11.5</b>	<b>7.5</b>	<b>74.0</b>	<b>18.0</b>	<b>4.2</b>	<b>7.6</b>	<b>14.0</b>	<b>(16.8)</b>	<b>4.6</b>
Largan Precision	3008 TT	4,410.00	19,103	98.6	24.3	20.2	16.6	20.4	21.5	20.1	1.00	1.6	1.8	5.50	4.61	15.6	13.0	0.0	68.8	48.8	24.4	24.9	(9.1)	16.7
Genius Elec	3406 TT	395.00	1,278	123.8	42.1	40.7	N/A	3.5	N/A	N/A	N/A	0.9	N/A	5.01	N/A	15.4	N/A	21.0	38.7	11.8	12.3	N/A	(12.8)	74.8
Lg Innotek Co Lt	011070 KS	111,500.00	2,231	18.0	16.2	16.3	11.4	(0.8)	42.8	15.8	1.03	0.3	0.3	1.25	1.16	5.3	4.8	71.1	10.8	2.0	8.0	7.2	(9.0)	9.3
Ofilm Group Co-A	002456 CH	10.86	4,317	253.6	N/A	13.7	10.9	N/A	25.1	(261.7)	N/A	0.4	1.0	3.50	2.42	18.9	8.8	175.2	12.1	(1.2)	(12.1)	19.4	(26.1)	4.6
Holitech Techn-A	002217 CH	5.43	2,480	129.6	12.6	7.5	8.4	67.4	(9.7)	N/A	N/A	0.7	N/A	1.48	1.32	9.0	N/A	93.9	18.9	8.1	11.9	12.8	(23.9)	(10.1)
Truly Intl Hldgs	732 HK	1.18	495	3.9	50.0	4.8	4.8	946.6	(0.8)	140.9	0.03	N/A	4.4	0.51	0.44	5.0	3.6	82.7	9.5	0.4	1.0	5.8	(19.7)	2.6

\* Outliners and "N/A" entries are excl. from the calculation of averages

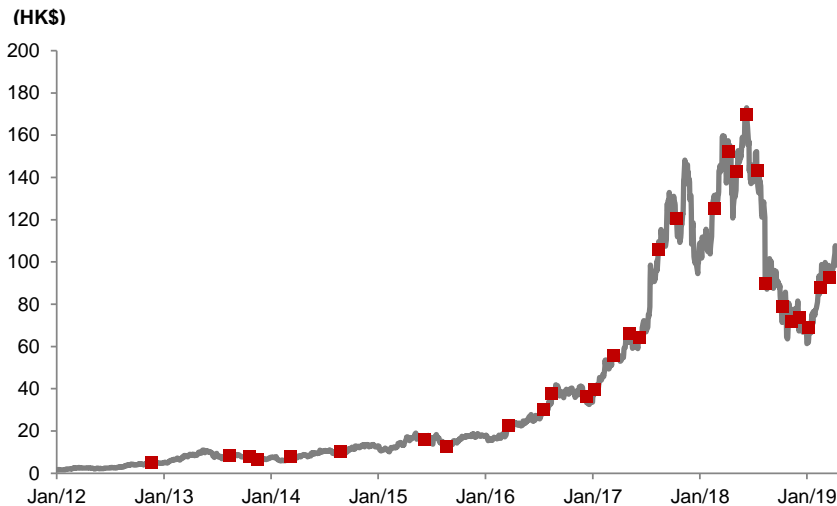
Source: Bloomberg, OP Research

## Our recent reports

Date	Company / Sector	Ticker	Title	Rating	Analyst
09/05/2019	Q Tech	1478	CCM shipments growth implies market share gain	SELL	Yuji Fung/Dallas Cai
03/05/2019	Xtep Intl	1368	Xtep sets about the inception of its own FILA	BUY	Dallas Cai/Megan Jin
03/05/2019	361 Degrees Intl	1361	1Q19E saw lukewarm sales growth	BUY	Megan Jin
25/04/2019	TCL Electronics	1070	1Q19E business update on track	BUY	Yuji Fung/Dallas Cai
24/04/2019	CH Display OPT	334	1Q19E operations in line with expectations	BUY	Yuji Fung/Dallas Cai
23/04/2019	Zhongyu Gas	3633	Comeback with dollar margin improvement	NR	Megan Jin
18/04/2019	Li Ning	2331	Upbeat 1Q19E sales performance	HOLD	Dallas Cai/Megan Jin
15/04/2019	Anta Sports	2020	1Q19E retail performance in line	BUY	Dallas Cai/Megan Jin
10/04/2019	Q Tech	1478	March saw improving product mix	SELL	Yuji Fung/Dallas Cai
09/04/2019	Xtep Intl	1368	1Q19 operations on track	BUY	Dallas Cai/Megan Jin
09/04/2019	China Youzan	8083	Introducing Tencent as strategic investor	BUY	Yuji Fung/Dallas Cai
04/04/2019	Regal Intl Airport	357	FY18 results up to expectations	BUY	Yuji Fung/Dallas Cai
02/04/2019	Tianlun Gas	1600	FY18 results up to expectations	BUY	Yuji Fung/Dallas Cai
01/04/2019	Truly Int'l	732	FY18 earnings miss on GPM and loss from associate	BUY	Yuji Fung/Dallas Cai
28/03/2019	China Youzan	8083	FY18 saw narrower loss than expected	BUY	Yuji Fung/Dallas Cai
27/03/2019	Sinosoft Tech	1297	FY18 results in line	BUY	Yuji Fung/Dallas Cai
26/03/2019	Q Tech	1478	Downgrade to SELL as margin recovery was priced in	SELL	Yuji Fung/Dallas Cai
25/03/2019	Li Ning	2331	FY18 saw sustainable high-quality growth	HOLD	Dallas Cai/Megan Jin
22/03/2019	Chinasoft Intl	354	FY18 results up to expectations	BUY	Yuji Fung/Dallas Cai
21/03/2019	Sunny Optical	2382	Downgrade on fair value	HOLD	Yuji Fung/Dallas Cai
21/03/2019	Tongda	698	GPM likely bottom out	BUY	Yuji Fung/Dallas Cai
21/03/2019	Ju Teng Intl	3336	On secular trend of metal casing adoption	BUY	Yuji Fung/Dallas Cai
20/03/2019	CH Display OPT	334	FY18 revenue beat, earnings in line	BUY	Yuji Fung/Dallas Cai
20/03/2019	Ausnutria Dairy	1717	Margin expansion story continues	BUY	Dallas Cai
20/03/2019	TCL Electronics	1070	Promising FY19E ahead	BUY	Yuji Fung/Dallas Cai
18/03/2019	361 Degrees Intl	1361	Rebranding strategies to bear fruit in 2020E	BUY	Yuji Fung/Dallas Cai
15/03/2019	Kingdee Intl	268	FY18 results up to expectations	HOLD	Yuji Fung/Dallas Cai

## Historical recommendations and target price: Sunny Optical (2382 HK)

(as of 09/05/2019)



Date	Rating	TP	Close	Date	Rating	TP	Close
1 15 Mar 2017	HOLD	54.00	55.79	10 11 Jun 2018	BUY	194.00	169.70
2 10 May 2017	BUY	80.00	64.60	11 18 Jul 2018	BUY	190.00	142.00
3 12 Jun 2017	BUY	80.00	64.45	12 16 Aug 2018	BUY	107.00	89.75
4 18 Aug 2017	BUY	118.00	107.20	13 12 Oct 2018	BUY	107.00	78.95
5 16 Oct 2017	BUY	130.00	121.60	14 12 Nov 2018	BUY	107.00	71.90
6 23 Feb 2018	BUY	134.00	128.50	15 11 Dec 2018	BUY	107.00	73.80
7 28 Mar 2018	BUY	194.00	160.30	16 11 Jan 2019	BUY	98.00	68.75
8 11 Apr 2018	BUY	194.00	152.90	17 18 Feb 2019	BUY	98.00	84.85
9 10 May 2018	BUY	194.00	142.57	18 21 Mar 2019	HOLD	98.00	95.60

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<b>Buy (B)</b>	We expect this stock outperform the relevant benchmark greater than 15% over the next 12 months.
<b>Hold (H)</b>	We expect this stock to perform in line with the relevant benchmark over the next 12 months.
<b>Sell (S)</b>	We expect this stock to underperform the relevant benchmark greater than 15% over the next 12 month.
<b>Relevant Benchmark</b>	Represents the stock closing price as at the date quoted in this report.

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