

TCL Multimedia (1070 HK)

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Company Update

BUY

UNCHANGED
Close price: HK\$3.91

Target Price: HK\$5.70 (+45.8%)

Prior TP: HK\$5.20

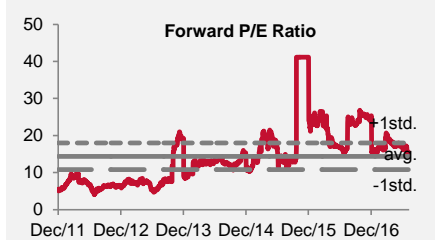
Key Data

HKEx code	1070
12 Months High (HK\$)	4.59
12 Month Low (HK\$)	3.38
3M Avg Dail Vol. (mn)	1.18
Issue Share (mn)	1,744.54
Market Cap (HK\$m)	6,821.15
Fiscal Year	12/2016
Major shareholder (s)	TCL Corp (52.09%)

Source: Company data, Bloomberg, OP Research
 Closing price are as of 08/08/2017

Price Chart


	1mth	3mth	6mth
Absolute %	0.5	3.7	6.0
Rel. MSCI CHINA %	-10.7	-12.2	-19.4

PE

Company Profile

TCLM is a TV manufacturer with vertically integrated business model. It ranks among top 3 in Global LCD TV market and No. 3 in the PRC.

1H17 results in line

- **TCLM released its 1H17 results with revenue up 19.7% yoy to HK\$17.0bn and net profit up 59.5% yoy to HK\$151mn, in line with our expectations.**
- **We revised down our FY17E core net profit by 4.2% to HK\$426mn to reflect lower PRC shipments, better ASP and lower GPM. We also revised up our FY18E core earnings by 9.4% to HK\$680mn to reflect higher contribution from high margin Internet service business after forming strategic alliance with Tencent on FFalcon brand in Jul 2017.**
- **Reiterate BUY with TP revised up to HK\$5.70 from HK\$5.20 based on same 15x FY18E PE.**

1H17 results in-line TCLM released its 1H17 results with revenue up 19.7% yoy to HK\$17.0bn, better than we expected thanks TCLM focus shift from market share to profitability which drove up blended ASP, thus offsetting disappointed PRC shipments growth. GPM was down 2ppt yoy to 15.4% which was mainly due to delay in revenue recognition of Internet service returns and panel cost hike. 1H17 net profit up 59.5% yoy to HK\$151mn, in line with our expectations.

We revised our FY17/18E earnings by -4.2%/+9.4% to HK\$426mn/HK\$680mn We revised down our FY17E LCD TV shipments by 4.8% to 20.9mn units, lower than mgmt guided 22mn shipment target mainly due to weakened demand in PRC market. However, we revised up our FY17/18E revenue by 12.3%/7.9% to HK\$41bn/HK\$43bn to reflect better blended ASP. We lower our FY17/18E GPM by 1.2ppt/0.6ppt to 16.6%/17.3% to reflect increased panel costs; however, we believe there is a 2ppt HoH improvement on GPM in 2H17E as panel cost is stabilized. We now forecast RMB116mn/RMB221mn internet service revenue in FY17/18E which is lower than mgmt guided RMB150mn in FY17E. Despite TCLM only achieving RMB30mn internet service revenue in 1H17, we are confident that TCLM is able to meet our forecast given (1) kicked off strategic alliance with Tencent on FFalcon brand in July and (2) sharing ratio on internet service revenue improved from previous 10-15% to 20%-30% which is likely to boost internet service revenue growth from 2H17E onwards.

Reiterate BUY on accelerating growth of high margin internet service business. We reiterate our BUY rating on TCLM with TP revised up to HK\$5.70 from HK\$5.20 based on same 15x FY18E PE given (1) stabilized panel price which helps on margin recovery 2) promising strong growth on high margin internet service business 3) stringent opex control.

Risks: (1) ASP erosion may be faster than we expect (2) GPM may be further squeezed due to volatile panel price (3) lacklustre demand in smart TV shipments in PRC

Exhibit 1: Forecast and Valuation

Year to Dec (HK\$ mn)	FY15A	FY16A	FY17E	FY18E	FY19E
Revenue	34,017	33,361	41,009	43,065	43,717
Growth (%)		1.5	(1.9)	22.9	5.0
Net Profit	25.8	182.8	425.6	679.6	698.8
Growth (%)		(89.0)	608.1	132.9	59.7
Diluted EPS (HK\$)	0.018	0.105	0.238	0.380	0.390
EPS growth (%)		(89.4)	468.1	127.1	59.7
Change to previous EPS (%)			(4.1)	9.5	
Consensus EPS (HK\$)			0.257	0.308	0.376
ROE (%)	0.6	3.4	6.4	9.4	8.8
P/E (x)		37.6	16.6	10.4	10.1
P/B (x)	1.2	1.1	1.0	0.9	0.8
Yield (%)	0.0	0.0	0.0	0.0	0.0
DPS (HK\$)	0.000	0.000	0.000	0.000	0.000

Source: Bloomberg, OP Research

Exhibit 2: Revisions in key assumptions and forecasts

(HK\$ mn)	FY17E			FY18E			OP Comments
	New	Old	%Chg	New	Old	%Chg	
Shipments (mn)							
LCD TV	20.9	22.0	(4.8)	23.2	24.3	(4.6)	Mainly reflect a downward revision on FY17E PRC shipments from 10mn units to 8.9mn units
ASP (HK\$)							
PRC - LCD TV	2,433.3	1,982.3	22.8	2,452.0	2,066.4	18.7	Mainly reflect better ASP on 4K TV and higher smart TV penetration rate
Oversea - LCD TV	1,577.6	1,362.9	15.8	1,419.8	1,291.0	10.0	
Revenue	41,009	36,529	12.3	43,065	39,921	7.9	
Gross profit	6,824.3	6,520.0	4.7	7,455.7	7,148.1	4.3	
Gross margin	16.6%	17.8%	(1.2)	17.3%	17.9%	(0.6)	Mainly reflect higher panel cost
Opex	(6,588.6)	(6,260.8)	5.2	(6,852)	(6,673.3)	2.7	
EBIT	598	621	(3.8)	972	842	15.4	
Net Profit	426	444	(4.2)	680	621	9.4	
Diluted EPS (HK\$)	0.238	0.248	(4.1)	0.380	0.347	9.5	

Source: Company, OP Research

Exhibit 3: Results summary

(HK\$ mn)	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	2Q17 YoY	1H16	2H16	1H17	1H17 YoY	2H17E
Revenue	7,358	6,869	9,448	9,686	8,480	8,543	n.a.	14,227	19,135	17,023	19.7%	23,986
COGS	(5,974)	(5,782)	(7,869)	(7,920)	(7,145)	(7,252)	n.a.	(11,757)	(15,789)	(14,397)	22.5%	(19,788)
Gross profit	1,383	1,087	1,579	1,766	1,335	1,291	n.a.	2,470	3,346	2,626	6.3%	4,198
Other income & gains	83	90	87	96	87	102	13.8%	173	184	189	9.4%	173
Selling exp	(931)	(795)	(1,115)	(1,087)	(944)	(830)	4.3%	(1,727)	(2,203)	(1,773)	2.7%	(2,536)
Admin exp	(295)	(241)	(275)	(322)	(258)	(309)	28.3%	(536)	(598)	(567)	5.9%	(810)
R&D	(110)	(94)	(185)	(249)	(116)	(150)	60.2%	(204)	(434)	(266)	30.5%	(513)
Other opex	0	0	(19)	(157)	(4)	(6)	n.a.	0	(175)	(10)	n.a.	(113)
Operating profit (EBIT)	130	47	72	47	100	98	110.0%	177	119	198	12.2%	399
Provisions or other items	0	0	0	0	0	0	n.a.	0	0	0	n.a.	0
Finance costs	(28)	(19)	(15)	(31)	(19)	(33)	79.7%	(47)	(46)	(52)	11.4%	(12)
Profit after financing costs	102	28	57	16	82	64	130.2%	130	73	146	12.5%	388
Associated cos	0	6	3	25	13	34	463.7%	7	28	48	632.2%	(13)
Jointly controlled cos	(10)	(11)	(10)	(6)	(6)	(7)	-37.6%	(20)	(16)	(12)	-39.2%	(24)
Pre-tax profit	93	23	50	35	89	92	294.1%	116	85	181	56.4%	351
Tax	(16)	(12)	(1)	4	(12)	(26)	120.2%	(28)	4	(37)	33.2%	(69)
Minority interests	(2)	9	3	(4)	4	3	-63.8%	7	(1)	7	4.1%	(7)
Net profit	74	21	52	36	81	70	234.7%	95	88	151	59.5%	275
Adjusted Profit	74	21	52	36	81	70	234.7%	95	88	151	59.5%	275
QoQ%												
Revenue	-23%	-7%	38%	3%	-12%	1%						
Gross profit	-32%	-21%	45%	12%	-24%	-3%						
Net profit	-77%	-72%	151%	-31%	127%	-14%						
HoH%												
Revenue								-24%	34%	-11%		41%
Gross profit								-24%	35%	-22%		60%
Net profit								-186%	-7%	72%		82%
YoY%												
Revenue	-11%	-3%	4%	1%	15%	24%		-8%	3%	20%		25%
Gross profit	16%	-17%	29%	-13%	-3%	19%		-1%	3%	6%		25%
Net profit	62%	-77%	-112%	-89%	10%	235%		-30%	-180%	60%		212%
Key ratios												
GPM	18.8%	15.8%	16.7%	18.2%	15.7%	15.1%		17.4%	17.5%	15.4%		17.5%
Selling exp	12.7%	11.6%	11.8%	11.2%	11.1%	9.7%		12.1%	11.5%	10.4%		10.6%
Admin exp	4.0%	3.5%	2.9%	3.3%	3.0%	3.6%		3.8%	3.1%	3.3%		3.4%
R&D	1.5%	1.4%	2.0%	2.6%	1.4%	1.8%		1.4%	2.3%	1.6%		2.1%
EIT	16.1%	41.7%	1.2%	-27.0%	14.3%	39.9%		21.6%	-5.0%	25.6%		17.9%
Net margin	1.0%	0.3%	0.6%	0.4%	1.0%	0.8%		0.7%	0.5%	0.9%		1.1%

Source: Company, OP Research

Financial Summary

Year to Dec	FY15A	FY16A	FY17E	FY18E	FY19E
Income Statement (HK\$ mn)					
Television-PRC	20,958	19,173	21,764	23,028	22,922
Television-Overseas	12,896	13,921	18,924	19,587	20,272
Others	109	178	186	196	206
Smart TV Platform	54	90	134	254	318
Turnover	34,017	33,361	41,009	43,065	43,717
YoY%	1	(2)	23	5	2
COGS	(28,264)	(27,546)	(34,184)	(35,609)	(36,116)
Gross profit	5,753	5,816	6,824	7,456	7,601
Gross margin	16.9%	17.4%	16.6%	17.3%	17.4%
Other income	546	356	362	368	374
Selling & distribution	(4,032)	(3,929)	(4,309)	(4,482)	(4,577)
Admin	(1,360)	(1,133)	(1,377)	(1,422)	(1,438)
R&D	(552)	(638)	(779)	(818)	(831)
Other opex	(70)	(175)	(123)	(129)	(131)
Total opex	(6,014)	(5,876)	(6,589)	(6,852)	(6,977)
Operating profit (EBIT)	285	296	598	972	997
Operating margin	0.8%	0.9%	1.5%	2.3%	2.3%
Provisions	0	0	0	0	0
Finance costs	(186)	(93)	(64)	(64)	(64)
Profit after financing costs	99	203	534	908	934
Associated companies & JVs	(62)	(1)	(1)	(1)	(1)
Pre-tax profit	37	201	532	907	932
Tax	(27)	(24)	(107)	(227)	(233)
Profit from discontinued operations	0	0	0	0	0
Minority interests	16	6	0	0	0
Net profit	26	183	426	680	699
YoY%	(89)	608	133	60	3
Net margin	0.1%	0.5%	1.0%	1.6%	1.6%
EBITDA	486	513	899	1,236	1,239
EBITDA margin	1.4%	1.5%	2.2%	2.9%	2.8%
EPS (HK\$)	0.018	0.105	0.238	0.380	0.390
YoY%	(89)	468	127	60	3
DPS (HK\$)	0.000	0.000	0.000	0.000	0.000
Cash Flow (HK\$ mn)					
EBITDA	486	513	899	1,236	1,239
Chg in working cap	87	634	(22)	(59)	(11)
Others	(19)	164	0	0	0
Operating cash	555	1,310	877	1,178	1,228
Interests paid	(186)	(93)	(64)	(64)	(64)
Tax	(57)	(120)	(62)	(107)	(227)
Net cash from operations	312	1,097	751	1,007	937
Capex	(142)	(114)	(140)	(147)	(149)
Investments	0	(135)	0	0	0
Dividends received	15	31	31	31	31
Sales of assets	17	14	0	0	0
Interests received	49	18	24	29	34
Others	264	33	0	0	0
Investing cash	203	(153)	(85)	(87)	(84)
FCF	515	944	667	920	853
Issue of shares	30	2,271	0	0	0
Buy-back	0	(153)	0	0	0
Minority interests	(1)	0	0	0	0
Dividends paid	(70)	(2)	0	0	0
Net change in bank loans	(1,764)	(57)	0	0	0
Others	285	(1,238)	0	0	0
Financing cash	(1,521)	821	0	0	0
Net change in cash	(1,006)	1,765	667	920	853
Exchange rate or other Adj	(158)	(97)	0	0	0
Opening cash	3,379	2,215	3,882	4,549	5,469
Closing cash	2,215	3,882	4,549	5,469	6,323
CFPS (HK\$)	0.223	0.629	0.420	0.563	0.524

Source: Company, OP Research

Year to Dec	FY15A	FY16A	FY17E	FY18E	FY19E
Ratios					
Gross margin (%)	16.9	17.4	16.6	17.3	17.4
Operating margin (%)	0.8	0.9	1.5	2.3	2.3
Net margin (%)	0.1	0.5	1.0	1.6	1.6
Selling & dist'n exp/Sales (%)	11.9	11.8	10.5	10.4	10.5
Admin exp/Sales (%)	4.0	3.4	3.4	3.3	3.3
Payout ratio (%)	0.0	0.0	0.0	0.0	0.0
Effective tax (%)	27.3	12.1	20.0	25.0	25.0
Total debt/equity (%)	60.6	21.0	19.7	17.9	16.4
Net debt/equity (%)	7.2	Net cash	Net cash	Net cash	Net cash
Current ratio (x)	1.2	1.3	1.3	1.3	1.3
Quick ratio (x)	0.9	1.0	0.9	1.0	1.0
Inventory T/O (days)	42	58	58	58	58
AR T/O (days)	89	87	87	87	87
AP T/O (days)	93	111	111	111	111
Cash conversion cycle (days)	38	34	34	34	34
Asset turnover (x)	1.7	1.7	1.9	1.8	1.7
Financial leverage (x)	4.5	3.6	3.3	3.4	3.2
EBIT margin (%)	0.8	0.9	1.5	2.3	2.3
Interest burden (x)	0.1	0.7	0.9	0.9	0.9
Tax burden (x)	0.7	0.9	0.8	0.7	0.7
Return on equity (%)	0.6	3.4	6.4	9.4	8.8
ROIC (%)	4.2	5.9	12.2	19.9	21.6

Year to Dec	FY15A	FY16A	FY17E	FY18E	FY19E
Balance Sheet (HK\$ mn)					
Fixed assets	2,063	1,819	1,632	1,485	1,358
Intangible assets & goodwill	136	136	136	136	136
Associated companies & JVs	517	634	602	570	538
Long-term investments	107	100	100	100	100
Other non-current assets	158	156	156	156	156
Non-current assets	2,981	2,846	2,626	2,447	2,288
Inventories	3,283	4,349	5,397	5,622	5,703
AR	8,259	7,940	9,760	10,250	10,405
Prepayments & deposits	0	0	0	0	0
Other current assets	1,441	1,292	1,292	1,292	1,292
Cash	2,215	3,882	4,549	5,469	6,323
Current assets	15,198	17,464	20,999	22,634	23,722
AP	7,198	8,376	10,394	10,827	10,982
Tax	129	62	107	227	233
Accruals & other payables	3,504	3,610	4,437	4,660	4,730
Bank loans & leases	1,460	1,354	1,354	1,354	1,354
CB & othe debts	8	0	0	0	0
Other current liabilities	305	332	332	332	332
Current liabilities	12,605	13,733	16,624	17,400	17,631
Bank loans & leases	5	2	2	2	2
CB & othe debts	1,132	0	0	0	0
Deferred tax & others	28	19	19	19	19
MI	112	104	104	104	104
Non-current liabilities	1,277	124	124	124	124
Total net assets	4,297	6,452	6,878	7,557	8,255
Shareholder's equity	4,297	6,452	6,878	7,557	8,255
Share capital	1,386	1,736	1,736	1,736	1,736
Reserves	2,910	4,716	5,141	5,820	6,519
BVPS (HK\$)	3.35	3.22	3.72	3.94	4.33
Total debts	2,605	1,356	1,356	1,356	1,356
Net cash/(debts)	(309)	2,527	3,194	4,114	4,967

Exhibit 4: Peer Group Comparison

Company	Ticker	Price	Mkt cap (US\$m)	3-mth avg t/o (US\$m)	PER Hist (x)	PER FY1 (x)	PER FY2 (x)	EPS YoY%	EPS YoY%	3-Yr EPS		Div yld		P/B	P/B	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 %
										Cagr (%)	PEG (x)	Div yld (%)	FY1 (%)											
Tcl Multimedia T	1070 HK	3.93	876	0.6	37.6	16.6	10.4	127.1	59.7	55.1	0.30	0.0	0.0	1.06	1.00	8.4	4.1	15.4	17.4	0.5	3.4	6.4	1.0	2.1
HSI		27854.91			14.5	13.2	12.2	9.8	8.8	9.4	1.41	3.2	3.6	1.38	1.32						9.5	10.0	9.9	13.3
HSCEI		11079.79			9.2	8.7	8.0	4.8	8.6	7.8	1.12	3.6	3.4	1.07	0.99						11.7	11.3	8.1	11.0
CSI300		3732.21			16.4	14.4	12.7	13.7	12.9	9.7	1.48	1.9	2.0	1.95	1.78						11.9	12.4	2.1	11.1
Adjusted sector avg*						54.7	35.5	26.8	33.8	28.7	29.3	0.99	1.8	0.8	4.70	4.41	27.3	15.4	28.2	21.3	3.2	9.0	12.1	0.5
Skyworth Digital	751 HK	4.10	1,595	6.6	9.2	6.8	5.8	34.2	18.7	22.0	0.31	3.6	4.9	0.81	0.68	7.2	5.3	10.5	20.0	3.1	8.6	10.7	-10.1	-5.5
Hisense Elec-A	600060 CH	14.06	2,745	28.9	10.5	10.1	8.8	3.9	14.0	11.1	0.91	2.9	2.6	1.36	1.25	9.8	8.8	0.0	16.1	5.6	11.5	12.1	-5.0	-3.2
Sichuan Chang-A	600839 CH	3.70	2,549	17.3	30.8	41.1	37.0	-25.1	11.1	N/A	N/A	1.1	0.5	1.34	1.31	21.0	10.7	50.4	13.7	0.8	3.0	3.3	0.8	3.6
Leshi Internet-A	300104 CH	30.68	9,132	N/A	105.8	65.1	44.0	62.4	48.2	51.8	1.26	N/A	0.1	4.49	5.32	25.9	17.7	65.1	16.4	2.5	6.4	10.6	0.0	0.0
Tcl Corp-A	000100 CH	3.7	6780.1	13.5	28.4	17.1	13.0	65.4	32.3	25.6	0.67	2.2	2.0	1.92	1.70	24.0	10.9	38.1	16.6	1.5	8.5	7.7	8.5	6.0
Skyworth Digit-A	000810 CH	11.04	1,704	7.3	23.0	20.9	17.5	10.0	19.3	16.8	1.25	1.0	0.9	4.24	3.64	25.0	18.2	0.0	20.9	8.2	15.0	17.4	-6.3	-3.9
Huayi Brothers-A	300027 CH	9.34	3,867	35.5	32.2	30.1	26.1	6.9	15.5	9.8	3.07	0.3	0.4	2.91	2.67	66.2	25.2	28.4	50.9	23.2	5.1	9.1	14.3	13.3
Netflix Inc	NFLX US	181.33	78,289	1119.4	412.1	116.9	77.7	252.5	50.5	98.4	1.19	N/A	0.0	25.15	25.67	185.1	78.2	60.8	31.7	2.1	13.1	14.9	20.7	16.0
Amazon.Com Inc	AMZN US	992.27	476,666	3876.4	198.1	92.9	62.4	113.1	49.0	68.1	1.36	N/A	0.0	20.52	18.68	38.9	26.7	0.0	35.1	1.7	9.7	14.6	1.4	4.6

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

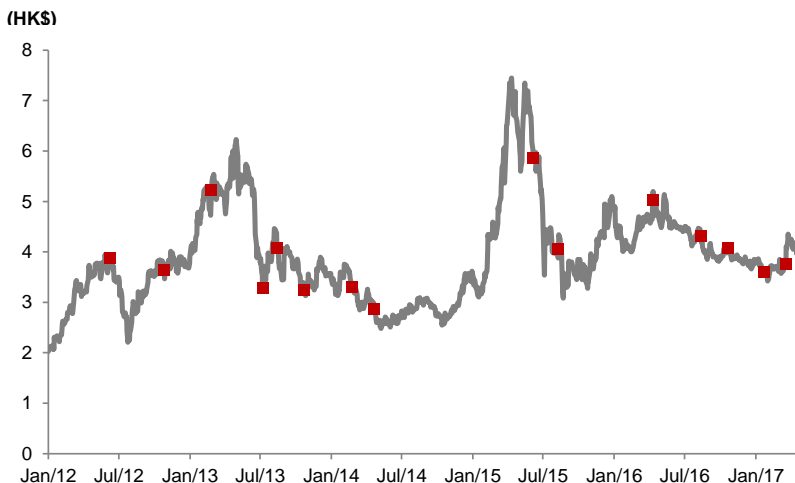
Source: Bloomberg, OP Research

Our recent reports

Date	Company / Sector	Stock Code	Title	Rating	Analyst
08/08/2017	CH Display OPT	334	1H17 Results beat expectations	BUY	Yuji Fung
07/08/2017	Dynagreen Environmental	1330	Tongzhou Phase Two off launch-pad	BUY	Bruce Yeung
27/07/2017	China Securities Sector	-	Preliminary 1H17 results	BUY	Bruce Yeung/Daisy Wang
20/07/2017	Canvest	1381	Fast and Fabulous	BUY	Bruce Yeung/Daisy Wang
11/07/2017	Dynagreen Environmental	1330	Positive catalyst ahead	BUY	Bruce Yeung/Daisy Wang
30/06/2017	GTJA	2611	Catching the momentum	BUY	Bruce Yeung/Daisy Wang
28/06/2017	Chinasoft Intl	354	1H17E result preview	BUY	Yuji Fung
13/06/2017	Q Tech	1478	Product mix continues to improve in May	BUY	Yuji Fung
12/06/2017	CH Display OPT	334	Promising prospects from share deal	BUY	Yuji Fung
12/06/2017	Sunny Optical	2382	Momentum in May pushes shipment	BUY	Yuji Fung
31/05/2017	Truly Intl	732	1Q17 results up to expectations	BUY	Yuji Fung
26/05/2017	C Cheng	1486	Le Mariage	BUY	Bruce Yeung
11/05/2017	Q Tech	1478	CCM shipment growth accelerated in April	BUY	Chloe Liu/Yuji Fung
11/05/2017	China Securities Sector	-	1Q17 review looking rosy	BUY	Bruce Yeung/Daisy Wang
10/05/2017	Sunny Optical	2382	Strong growth in April HLS shipments	BUY	Chloe Liu/Yuji Fung
09/05/2017	Kingdom Holdings	528	Heilongjiang plant kicks off in 3Q17E	HOLD	Bruce Yeung
08/05/2017	HNA Holding	521	Transforming story for OBOR	NR	Bruce Yeung/Daisy Wang
08/05/2017	Truly Intl	732	April sales in line	BUY	Chloe Liu/Yuji Fung
28/04/2017	TCL Multimedia	1070	Solid 1Q17 results	BUY	Chloe Liu/Yuji Fung
27/04/2017	China Securities Sector	-	Geared for 2017	BUY	Bruce Yeung/Daisy Wang
12/04/2017	Chunli Medical	1858	Transition on the way	BUY	Chloe Liu/Yuji Fung
11/04/2017	Sunny Optical	2382	Robust growth continues in Mar17	HOLD	Chloe Liu/Yuji Fung
11/04/2017	Q Tech	1478	1Q17 shipments beat on product mix upgrade	BUY	Chloe Liu/Yuji Fung
11/04/2017	CH Display OPT	334	Strong Mar17 sales	BUY	Chloe Liu/Yuji Fung
03/04/2017	Sinosoft Tech	1297	Solid FY16 results	BUY	Chloe Liu/Yuji Fung
29/03/2017	Chinasoft Intl	354	Solid FY16 results on rising sales	BUY	Chloe Liu/Yuji Fung
27/03/2017	Lifetech SCI	1302	FY16 results inline	BUY	Chloe Liu/Yuji Fung

Historical recommendations and target price: TCL Multimedia (1070 HK)

(as of 08/08/2017)



DATE	RECOMMENDATION	TARGET PRICE	CLOSE PRICE	DATE	RECOMMENDATION	TARGET PRICE	CLOSE PRICE
1 11 Jun 2012	BUY	5.70	3.88	9 10 Jun 2015	BUY	7.00	5.85
2 29 Oct 2012	BUY	5.10	3.63	10 13 Aug 2015	BUY	7.20	4.06
3 28 Feb 2013	BUY	7.10	5.22	11 14 Apr 2016	BUY	5.85	5.02
4 10 Jul 2013	HOLD	4.40	3.28	12 15 Aug 2016	BUY	6.10	4.32
5 16 Aug 2013	HOLD	3.90	4.08	13 25 Oct 2016	BUY	5.80	4.08
6 25 Oct 2013	HOLD	3.00	3.24	14 24 Jan 2017	BUY	4.14	3.60
7 25 Feb 2014	HOLD	3.50	3.30	15 22 Mar 2017	BUY	5.20	3.75
8 25 Apr 2014	HOLD	3.40	2.86	16 28 Apr 2017	BUY	5.20	3.85

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Hold (H)	We expect this stock to perform in line with the relevant benchmark over the next 12 months.
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