

# Indonesia Company Update

12 June 2023

# Jasa Marga (JSMR IJ)

# A Defensive Choice; Maintain BUY

Construction & Engineering | Toll Operators

# Buy (Maintained)

Target Price (Return):	IDR5,400 (43.2%)
Price (Market Cap):	IDR3,770 (USD1,844m)
ESG score:	3.1 (out of 4)
Avg Daily Turnover (IDR/USD)	13,091m/0.88m

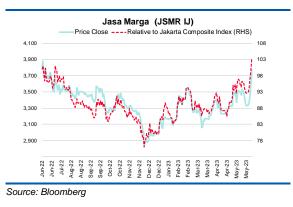
### Analyst

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### Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	26.5	7.7	16.0	30.0	(4.6)
Relative	28.8	9.0	17.6	30.3	2.2
52-wk Price low	/high (IDR)			2,840 -	- 3,930



# Overall ESG Score: 3.1 (out of 4)

JSMR obtained the first Green Toll Road Certification in Indonesia for Gempol-Pandaan and Pandaan-Malang, which were awarded by Green Infrastructure Facilities Indonesia. The assessment included access, feasibility and service, energy and water efficiency, environment, materials, construction and regional cooperation. S: EXCELLENT

Won the best toll road award for the Semarang-Solo and Jagorawi Toll Roads, which was evaluated in terms of smoothness, comfort, and safety, as well as the rest area services. JSMR also contributed to the Partnership and Community Development Programme Funds of IDR51.55bn and IDR15.25bn.

#### **G: EXCELLENT**

JSMR has an effective risk management for organisational performance, and is continuously evaluating and improving corporate governance standards. The company is easily reachable, and provides timely information to the stakeholders.

•	BUY, new IDR5,400 TP from IDR5,200, 43% upside, c.2% yield. We see
	Jasa Marga as a defensive stock, as the Government has further relaxed
	regulations on face masks. After the seasonal spike during Lebaran, June
	weekly revenue was at 21% above pre-pandemic levels - this should be
	boosted by eight more toll tariff hikes this year. JSMR has reduced
	IDR14.9trn of debt since Jan 2022, and its weighted average cost of debt
	(WACD) was at 6.52% early this year. Despite our 7.5% WACD assumption,
	we raise FY23-24F earnings forecasts by $8\%$ and $6\%$ due to its lower debt.

- Robust traffic growth; tariff hikes ahead. During *Lebaran*, JSMR's weekly revenue reached 54% above pre-pandemic levels (Feb 2020), and normalised in June still 21% above Feb 2020's levels. Total toll traffic in 1Q23 rose 8.3% YoY, with stronger growth from its subsidiaries (+12.3% YoY) thanks to the connectivity of the Trans Jawa Toll Road. This year, the company planned to increase tariffs for 10 toll roads tariffs for two toll roads (Balikpapan-Samarinda and Bogor Outer Ring Road) have already been increased.
- Low WACD with lighter debt. Although the 7-day reverse repo rate (7DRRR) has risen 225bps since 2022, JSMR's cost of debt is still lagging behind (6.52% as of January). Management conservatively guided WACD of 7.5% this year, while debt refinancing was kept at 7%. JSMR has also lowered its total debt by IDR14.9trn since Jan 2022, leading us to revise up our FY23-24F earnings by 8% and 6%, given the lower financing costs.
- No large development capex, positive for JSMR. The cancellation of the Getaci (Gedebage-Tasikmalaya-Cilacap) construction is positive for JSMR, as the company will not have to incur the huge development capex amidst the high interest rate environment. This year, JSMR has allocated a total capex of IDR8-10trn (IDR1.5-2trn maintenance capex, and the rest for the completion of Japek South and Cinere-Serpong).
- Awaiting more details on divestment of Jasamarga Transjawa Tol (JTT). Details of the JTT divestment have not been disclosed. However, we think asset recycling is likely to happen via a strategic partnership, as a JTT IPO could reduce the appetite for JSMR. JTT's pricing will also be lucrative, potentially at around 3.0x P/B as the Trans Jawa toll road's connectivity has strongly increased traffic volumes.
- **ESG overlay.** JSMR's TP includes a 2% ESG premium, based on its ESG score of 3.1, which is above the country median.
- Key risks: Higher interest rates, and increasing maintenance and construction costs.

Dec-20	Dec-21	Dec-22	Dec-23F	Dec-24F
9,588	11,776	13,783	15,325	16,930
500	1,049	1,631	2,617	3,332
(73.4)	110.0	55.5	60.4	27.3
54.77	26.08	16.77	10.46	8.21
1.4	1.3	1.1	1.1	1.0
na	10.40	6.91	7.95	6.00
0.4	na	na	1.7	2.2
15.04	12.42	8.47	6.94	6.14
2.6	7.9	12.1	9.4	11.3
236.0	212.0	157.2	139.5	119.9
	9,588 500 (73.4) 54.77 1.4 na 0.4 15.04 2.6	9,588         11,776           500         1,049           (73.4)         110.0           54.77         26.08           1.4         1.3           na         10.40           0.4         na           15.04         12.42           2.6         7.9	9,588         11,776         13,783           500         1,049         1,631           (73.4)         110.0         55.5           54.77         26.08         16.77           1.4         1.3         1.1           na         10.40         6.91           0.4         na         na           15.04         12.42         8.47           2.6         7.9         12.1	9,588         11,776         13,783         15,325           500         1,049         1,631         2,617           (73.4)         110.0         55.5         60.4           54.77         26.08         16.77         10.46           1.4         1.3         1.1         1.1           na         10.40         6.91         7.95           0.4         na         na         1.7           15.04         12.42         8.47         6.94           2.6         7.9         12.1         9.4



# **Financial Exhibits**

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Financial summary (IDR)	Dec-20	Dec-21	Dec-22	Dec-23F	Dec-24F
Recurring EPS	68.84	144.54	224.76	360.58	459.07
DPS	15.21	-	-	64.68	84.67
BVPS	2,712.73	2,935.29	3,313.75	3,572.48	3,911.18
Return on average equity (%)	2.6	7.9	12.1	9.4	11.3
					Dec-24F
- · · ·					8.21
					1.0
			55.4		7.0
			-		2.2
					6.14
EV/EBIT (x)	21.02	15.58	11.24	8.22	7.20
Income statement (IDRh)	Dec-20	Dec-21	Dec-22	Dec-23F	Dec-24F
					16,930
					10,000
					9,539
					(1,403)
•					8,135
					(3,216)
					4,302
•					
					(1,737)
· ·					3,073
Recurring het prolit	500	1,049	1,631	2,017	3,332
Cash flow (IDBh)	Dec-20	Dec-21	Dec-22	Dec-23E	Dec-24F
					518
	( , ,				4,561
•					(2,656)
					(2,050)
					(2,939)
•					
•					(3,498)
					8,269
					(1,896)
Ending balance cash	4,597	6,279	8,429	8,269	7,389
Balance sheet (IDRb)	Dec-20	Dec-21	Dec-22	Dec-23F	Dec-24F
	5.421	7.567	10.823	10.663	9,783
•					391
•	5.854	7.537	10.094		10,281
Total assets					92,882
					5,084
					41,593
-					62,116
					30,766
• •					92,882
Key metrics	Dec-20	Dec-21	Dec-22	Dec-23F	Dec-24F
Revenue growth (%)	(12.7)	22.8	17.0	11.2	10.5
Recurrent EPS growth (%)	(73.4)	110.0	55.5	60.4	27.3
Gross margin (%)	55.4	54.7	53.6	59.2	59.3
Operating EBITDA margin (%)	59.4	53.9	52.6	56.8	56.3
Net profit margin (%)	5.2	13.7	19.9	15.3	18.1
Dividend payout ratio (%)	22.0	0.0	0.0	20.0	20.0
Capex/sales (%)	67.7	(22.0)	(81.3)	17.1	15.7
	Recurring EPS         DPS         BVPS         Return on average equity (%)         Valuation metrics         Recurring P/E (x)         P/B (x)         FCF Yield (%)         Dividend Yield (%)         EV/EBITDA (x)         EV/EBITDA (x)         EV/EBITDA (x)         EV/EBIT (x)         Income statement (IDRb)         Total turnover         Gross profit         EBITDA         Depreciation and amortisation         Operating profit         Net interest         Pre-tax profit         Taxation         Reported net profit         Recurring net profit         Cash flow (IDRb)         Change in working capital         Cash flow from operations         Capex         Cash flow from investing activities         Dividends paid         Cash flow from financing activities         Dividends paid         Cash and equivalents         Tangible fixed assets         Total cash and equivalents         Tangible fixed assets         Total assets         Short-term debt         Total long-term debt         Tot	Recurring EPS         68.84           DPS         15.21           BVPS         2,712.73           Return on average equity (%)         2.6           Valuation metrics         Dec-20           Recurring P/E (x)         54.77           P/B (x)         1.4           FCF Yield (%)         0.4           EV/EBITDA (x)         15.04           EV/EBITDA (x)         21.02           Income statement (IDRb)         Dec-20           Total turnover         9.588           Gross profit         5,313           EBITDA         5,699           Depreciation and amortisation         (1,623)           Operating profit         4,076           Net interest         (3,198)           Pre-tax profit         731           Taxation         (772)           Reported net profit         500           Capex         (6,493)           Capex         (6,493)           Capex         (6,493)           Capex         (7,368)           Dividends paid         (110)           Cash flow from investing activities         21,230           Cash at beginning of period         4,342           Net change in cash	Recurring EPS         68.84         144.54           DPS         15.21         -           BVPS         2,712.73         2,935.29           Return on average equity (%)         2.6         7.9           Valuation metrics         Dec-20         Dec-21           Recurring P/E (x)         54.77         26.08           P/B (x)         1.4         1.3           FCC Yield (%)         0.4         -           EV/EBITDA (x)         15.04         12.42           EV/EBITDA (x)         21.02         15.58           Income statement (IDRb)         Dec-20         Dec-21           Total turnover         9,588         11,776           Gross profit         5,313         6,443           EBITDA         5,699         6,343           Depreciation and amortisation         (1,623)         (1,285)           Operating profit         4,076         5,058           Net interest         (3,198)         (4,197)           Recurring net profit         500         1,645           Recurring net profit         501         1,615           Recurring net profit         500         1,049           Cash flow (IDRb)         Dec-20         Dec-21 <td>Recurring EPS         68.84         144.54         224.76           DPS         15.21         -         -           BVPS         2,712.73         2.935.29         3.313.75           Return on average equity (%)         2.6         7.9         12.1           Valuation metrics         Dec-20         Dec-21         Dec-22           Recurring P/E (x)         54.77         26.08         16.77           P/B (x)         1.4         1.3         1.1           FCF Yield (%)         0.4         -         -           Dividend Yield (%)         0.4         -         -           EVEBITDA (x)         15.04         12.42         8.47           EVERT (x)         21.02         15.58         11.24           Income statement (IDRb)         Dec-20         Dec-21         Dec-22           Total turnover         9.588         11.776         13.783           Gross profit         5.313         6.443         7.391           Depreciation and amortisation         (1.623)         (1.285)         (1.788)           Operating profit         4.076         5.058         6.456           Net interest         (3.198)         (4.197)         (2.733)</td> <td>Recurring EPS         68.84         144.54         224.76         300.58           DPS         15.21         -         -         64.68           BVPS         2,712.73         2,935.29         3,313.75         3,572.48           Return on average equity (%)         2.6         7.9         12.1         9.4           Valuation metrics         Dec.20         Dec.21         Dec.22         Dec.23F           Recurring P/E (x)         54.77         26.08         16.77         10.46           P/B (x)         1.4         1.3         1.1         1.1           FC Yelal (%)         0.4         -         -         1.7           EVEBITDA (y)         15.04         12.42         8.47         6.94           EVEBIT (x)         21.02         15.58         11.24         8.22           Income statement (IDRb)         Dec-20         Dec-21         Dec-23         Dec-23F           Total turover         9.588         11.776         13.733         15.325           Gross profit         5.313         6.443         7.349         9.080           EBITDA         5.699         6.5456         7.749         12.77           Depreciation and amonisation         (1.</td>	Recurring EPS         68.84         144.54         224.76           DPS         15.21         -         -           BVPS         2,712.73         2.935.29         3.313.75           Return on average equity (%)         2.6         7.9         12.1           Valuation metrics         Dec-20         Dec-21         Dec-22           Recurring P/E (x)         54.77         26.08         16.77           P/B (x)         1.4         1.3         1.1           FCF Yield (%)         0.4         -         -           Dividend Yield (%)         0.4         -         -           EVEBITDA (x)         15.04         12.42         8.47           EVERT (x)         21.02         15.58         11.24           Income statement (IDRb)         Dec-20         Dec-21         Dec-22           Total turnover         9.588         11.776         13.783           Gross profit         5.313         6.443         7.391           Depreciation and amortisation         (1.623)         (1.285)         (1.788)           Operating profit         4.076         5.058         6.456           Net interest         (3.198)         (4.197)         (2.733)	Recurring EPS         68.84         144.54         224.76         300.58           DPS         15.21         -         -         64.68           BVPS         2,712.73         2,935.29         3,313.75         3,572.48           Return on average equity (%)         2.6         7.9         12.1         9.4           Valuation metrics         Dec.20         Dec.21         Dec.22         Dec.23F           Recurring P/E (x)         54.77         26.08         16.77         10.46           P/B (x)         1.4         1.3         1.1         1.1           FC Yelal (%)         0.4         -         -         1.7           EVEBITDA (y)         15.04         12.42         8.47         6.94           EVEBIT (x)         21.02         15.58         11.24         8.22           Income statement (IDRb)         Dec-20         Dec-21         Dec-23         Dec-23F           Total turover         9.588         11.776         13.733         15.325           Gross profit         5.313         6.443         7.349         9.080           EBITDA         5.699         6.5456         7.749         12.77           Depreciation and amonisation         (1.



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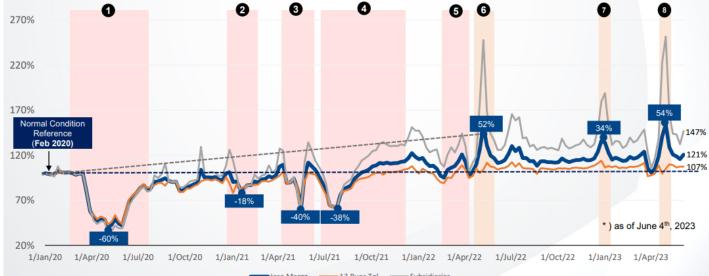
### Figure 1: JSMR's weekly toll revenue remains above normal conditions

#### 120% 70% \* ) as of June 4<sup>th</sup>, 2023 20% 1/Oct/20 1/Jul/20 1/Jan/20 1/Apr/20 1/Jan/21 1/Apr/21 1/Jul/21 1/Oct/21 1/Jan/22 1/Apr/22 1/Jul/22 1/Oct/22 1/Jan/23 1/Apr/23 Jasa Marga 🛛 — 13 Ruas Tol — -Subsidiaries

Note: 1) Social mobility restrictions, 2) Second wave of COVID-19, 3) Lebaran with restrictions, 4) Delta wave, 5) Omicron wave, 6) Lebaran with less restrictions, 7) Christmas & New Year holidays, 8) Lebaran without restrictions. Source: Company data, RHB

### Figure 2: Toll road pipeline until 2025





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### Figure 3: Toll traffic breakdown (m vehicles)

No	Tollroad	2016	2017	2018	2019	2020	2021	2022	1Q22	1Q23	% YoY	CAGR
1	Jagorawi*	207.65	189.47	148.50	151.97	123.05	131.36	145.91	34.45	36.72	6.6%	-5.7%
2	Jakarta-Cikampek*	221.75	205.48	181.00	158.30	138.37	150.01	163.68	39.78	40.65	2.2%	-4.9%
3	Jakarta-Tangerang*	130.89	133.12	138.00	137.84	112.21	121.30	136.77	31.94	34.83	9.0%	0.7%
4	Cawang-Tomang-Cengkareng*	294.90	300.81	296.60	292.90	200.86	214.31	261.76	58.53	68.04	16.2%	-2.0%
5	Purbaleunyi	67.49	68.79	69.67	78.10	67.40	70.89	79.24	19.04	19.83	4.1%	2.7%
6	Surabaya-Gempol	97.66	100.97	100.90	110.58	88.90	89.78	100.95	23.82	24.91	4.6%	0.6%
7	Semarang*	51.76	52.62	39.90	38.35	31.41	33.21	37.78	9.05	9.29	2.7%	-5.1%
8	Belmera	25.75	27.88	28.00	27.30	23.99	26.14	28.34	6.82	7.26	6.5%	1.6%
9	Palikanci	19.04	14.59	14.50	15.93	13.88	15.82	12.33	4.30	2.51	-41.6%	-7.0%
10	JORR Non S*	95.76	98.26	89.18	80.70	65.43	70.09	81.57	18.91	21.37	13.0%	-2.6%
11	Ulujami-Pondok Aren*	46.11	47.52	34.90	3.00	2.08	2.16	2.80	0.60	0.78	30.0%	-37.3%
	Total for parent companies	1,258.76	1,239.51	1,141.15	1,094.97	867.58	925.07	1,051.13	247.24	266.19	7.7%	-3.0%
12	Bogor Ring Road (PT MSJ)	16.49	15.79	16.41	17.00	14.05	15.55	17.61	4.16	4.47	7.5%	1.1%
13	Subaya-Mojokerto (PT JSM)	15.36	17.14	25.20	27.60	21.67	20.41	28.54	5.56	7.30	31.3%	10.9%
14	Nusa Dua-Ngurah Rai-Benoa (PT JBT)	17.46	18.20	18.30	16.33	5.86	4.09	8.79	1.25	2.76	120.8%	-10.8%
15	Kebon Jeruk-Ulujami (PT MLJ)	26.90	30.50	29.64	22.32	16.64	17.58	19.76	4.62	5.08	10.0%	-5.0%
16	Gempol-Pandaan (PT JPT)	5.84	7.20	4.50	4.03	2.48	2.98	3.38	0.80	0.82	2.5%	-8.7%
17	Gempol-Pasuruan (PT JGP)	-	0.71	2.10	3.10	2.21	2.65	2.90	0.70	0.70	0.0%	32.5%
18	Medan-Kualanamu-Tebing Tinggi (PT JKT)	-	0.84	6.89	6.43	5.69	6.82	8.42	1.97	2.21	12.2%	58.6%
19	Ngawi-Kertosono-Kediti (PT JNK)	-	-	2.80	2.20	2.14	2.49	3.18	0.73	0.72	-1.4%	3.2%
20	Solo-Ngawi (PT JSN)	-	-	3.20	7.70	6.20	7.74	9.89	2.16	2.58	19.4%	32.6%
21	Semarang-Batang (PT JSB)	-	-	-	8.30	7.59	9.73	10.42	2.50	2.45	-2.0%	7.9%
22	Pandaan-Malang (PT JPM)	-	-	-	3.00	6.15	7.00	9.27	2.11	2.30	9.0%	45.7%
23	Semarang-Solo (PT TMJ)	20.50	19.75	13.60	16.20	13.21	14.44	17.52	4.17	4.18	0.2%	-2.6%
24	Kunciran-Serpong (PT MTN)	-	-	-	0.60	5.48	12.39	10.61	4.06	3.17	-21.9%	160.5%
25	Balikpapan-Samarinda (PT JBS)	-	-	-	-	1.50	1.67	3.03	0.62	0.90	45.2%	42.1%
26	Manado-Bitung (PT JMB)	-	-	-	-	0.30	1.57	1.98	0.46	0.49	6.5%	156.9%
27	Serpong-Cinere (PT CSJ)	-	-	-	-	-	2.25	5.50	1.10	1.01	-8.2%	144.4%
28	Cengkareng-Batuceper-Kunciran (PT JKC)	-	-	-	-	-	11.99	18.04	4.28	5.15	20.3%	50.5%
	Total for subsidiaries	102.55	110.13	122.64	134.81	111.17	141.35	178.84	41.25	46.29	12.2%	9.7%
	Total traffic	1,361.31	1,349.64	1,263.79	1,229.78	978.75	1,066.42	1,229.97	288.49	312.48	8.3%	-1.7%



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# Figure 4: Forecast revisions

		New			Old			% Change	
(IDRbn)	2023F	2024F	2025F	2023F	2024F	2025F	2023F	2024F	2025F
Revenue	15,325	16,930	18,162	15,779	17,338	18,577	-3%	-2%	-2%
Gross profit	9,080	10,047	10,797	9,270	10,203	10,951	-2%	-2%	-1%
EBITDA	8,394	9,258	9,972	9,281	10,172	10,920	-10%	-9%	-9%
EBIT	7,028	7,841	8,481	7,604	8,409	9,069	-8%	-7%	-6%
Net income (IDRbn)	2,347	3,073	3,614	2,174	2,911	3,526	8%	6%	3%
Margin									
EBIT	45.9%	46.3%	46.7%	48.2%	48.5%	48.8%			
EBITDA	54.8%	54.7%	54.9%	58.8%	58.7%	58.8%			
NP	15.3%	18.1%	19.9%	13.8%	16.8%	19.0%			

Source: Company data, RHB

# Figure 5: RHB vs consensus' estimates

		RHB			Cons			vs Cons	
(IDRbn)	2023F	2024F	2025F	2023F	2024F	2025F	2023F	2024F	2025F
Revenue	15,325	16,930	18,162	17,204	18,905	20,646	-11%	-10%	-12%
Gross profit	9,080	10,047	10,797	9,132	10,136	11,180	-1%	-1%	-3%
EBITDA	8,394	9,258	9,972	8,997	10,063	10,927	-7%	-8%	-9%
EBIT	7,028	7,841	8,481	6,482	7,245	8,032	8%	8%	6%
Net income (IDRbn)	2,347	3,073	3,614	2,343	2,896	3,057	0%	6%	18%
Margin									
EBIT	45.9%	46.3%	46.7%	37.7%	38.3%	38.9%			
EBITDA	54.8%	54.7%	54.9%	52.3%	53.2%	52.9%			
NP	15.3%	18.1%	19.9%	13.6%	15.3%	14.8%			



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# Figure 6: DCF calculation

	2023F	2024F	2025F	2026F	2027F	2028F	2029F	2030F	2031F	2032F	2033F
(IDRbn)											
EBIT	7,028	7,841	8,481	9,317	10,043	10,987	11,571	12,371	13,024	13,917	14,645
Tax on EBIT	(2,108)	(2,352)	(2,544)	(2,795)	(3,013)	(3,296)	(3,471)	(3,711)	(3,907)	(4,175)	(4,394)
Depreciation and Amortisation	1,366	1,417	1,490	1,565	1,640	1,717	1,795	1,876	1,956	2,034	2,113
Capital Expenditures	(2,667)	(2,698)	(4,180)	(4,188)	(4,235)	(4,284)	(4,333)	(4,465)	(4,558)	(4,661)	(4,774)
Changes in Net Working Capital	1,698	767	890	1,497	1,088	1,286	704	767	845	964	1,064
Free Cash Flow	5,316	4,974	4,137	5,396	5,523	6,410	6,266	6,837	7,359	8,079	8,655
PV FCF	5,316	4,642	3,604	4,387	4,191	4,540	4,143	4,219	4,238	4,343	4,342
Terminal value											121,194
Sum of PV FCF	47,965										
PV of TV	60,802										
Enterprise value	108,767										
Cash (IDRbn)	8,269										
Debt (IDRbn)	(49,558)										
Minority Interest (IDRbn)	(23,750)										
Equity value	43,728										
o/s shares (bn shares)	8.3										
Fair Value/share (IDR)	5,300										
ESG Premium	2%										
Final TP (IDR)	5,400										

Source: Company data, RHB

### Figure 7: WACC breakdown

Cost of Debt (Kd)		
Kd Before Tax	7.5%	
Marginal Tax Rate	30.0%	
Kd After Tax	5.3%	
Cost of Equity (Ke)		
Risk free rate	6.5%	
Market Risk Premium	5.0%	
Beta	1.0	
Liquidity Premium	0.0%	
Ke	11.6%	
WACC	7.1%	
TG	0.0%	

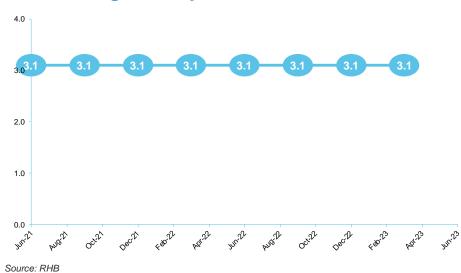
## Construction & Engineering | Toll Operators

# **Recommendation Chart**



Date	Recommendation	Target Price	Price
2023-03-03	Buy	5,200	3,340
2023-02-23	Buy	5,000	3,470
2022-07-11	Buy	5,400	3,540
2022-03-22	Buy	5,300	3,720
2022-01-05	Buy	5,300	3,900
2021-05-25	Buy	5,300	3,900
2021-03-31	Buy	6,100	4,040
2021-01-19	Buy	6,100	4,830
2020-06-24	Buy	5,250	4,500
2020-05-04	Buy	4,600	3,040
2020-01-29	Buy	7,000	4,900
2020-01-03	Buy	7,000	5,250
2019-12-09	Buy	7,000	5,025
2019-11-08	Buy	7,000	5,100
2019-10-31	Buy	7,000	5,450

Source: RHB, Bloomberg



# **ESG** Rating History



#### **RHB Guide to Investment Ratings**

Buy:	Share price may exceed 10% over the next 12 months
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Neutral:	Share price may fall within the range of +/- 10% over the next
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