

Sobha

Time to step up

Sobha Developers Limited's (SDL) FY24 annual report largely reflects operational excellence and market leadership in its home city with a vision of market expansion. Sobha clocked presales of INR 66.4bn in FY24 (+28% YoY growth) and 7% volume growth at 6.1msf. Largely, the market share remained unchanged with Bengaluru contributing ~70% of sales, followed by Kochi and NCR markets. With an ongoing, upcoming and tied-up BD pipeline of 45msf in volume and INR 500bn+ GDV, SDL is well-placed for FY24-30E presales CAGR of 27.6% to INR 280bn+. Moreover, the rights issue of INR 20bn fundraising (INR 10bn has come in 1st tranche) reiterates promoter confidence in the India business (promoter infusion 1st tranche INR 5bn+) and Indian real estate. It's time to step up the game now through market expansion. We maintain BUY with a target price of INR 2,639/sh.

- Management insights:** In FY24, India's housing demand was robust, making it the strongest year for the sector. Increased government spending, growth in domestic consumption, and infrastructure development positioned India as a global economic leader, with Moody's raising its GDP forecast to 8.0%. Consistent economic performance was reflected in steady GST collections, with March 2024 recording the second-highest ever. In this favourable environment, SDL achieved its highest-ever annual sales value of INR 66.4bn, new area sales of 6.1msf, and an average price realization of INR 10,922 psf. The company launched six residential projects, adding 7.0msf to its portfolio, and completed sales for key projects. The developer focused on cash flow management, reducing the net debt-to-equity ratio to 0.5x by FY24. Higher cash flow generation will support growth investments, building a strong future pipeline. With advanced operational methods, best practices, technology tools, and a greater digital presence, SDL expects to improve both financially and operationally in the coming years. As recent projects are recognized for revenue, the company anticipates improved profit margins.
- Top-notch execution to drive pricing premium for the luxury segment:** The developer backs itself on its in-house, backwards-integrated model, ensuring quality and timely delivery. With operations in 11 cities across 6 states, Sobha has built a reputation for delivering international quality homes. The company is present in major Indian cities and is exploring new markets like Noida and Mumbai. Currently, Sobha has ongoing real estate projects totalling 34.3msf of developable area and 24.4msf of saleable built-up area, along with contractual projects totalling 4.1msf in various construction stages.
- Valuation supportive, at discount vs. peers, risk-reward favourable:** We believe that further rerating will be contingent on presales outperformance, robust cash flow generation, achieving net cash status, and acceleration in new launches from captive and new land capex/tie-ups. The rerating equation sees shrinking headwinds on the denominator and expansion in tailwinds on the numerator, which can lead to a robust rerating.

Financial summary

Year Ending March (INR mn)	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Net Sales	37,539	21,098	25,613	33,101	30,969	35,646	40,956
EBITDA	7,593	4,102	5,328	3,695	2,770	4,376	7,434
APAT	2,815	623	1,732	1,042	491	1,752	4,184
Diluted EPS (INR)	29.7	6.6	18.3	11.0	5.2	18.5	44.1
P/E (x)	60.7	274.0	98.6	163.8	347.7	97.4	40.8
EV / EBITDA (x)	26.5	48.5	36.4	50.4	66.1	41.2	23.7
RoE (%)	12.1	2.6	7.4	4.2	2.0	6.7	14.6

Source: Company, HSIE Research

BUY

CMP (as on 26 Jul 2024) INR 1,800

Target Price INR 2,639

NIFTY 24,835

KEY CHANGES	OLD	NEW
Rating	BUY	BUY
Price Target	INR 2,639	INR 2,639
	FY25E	FY26E
EPS change (%)	-	-

KEY STOCK DATA

Bloomberg code	SOBHA IN
No. of Shares (mn)	95
MCap (INR bn) / (\$ mn)	171/2,038
6m avg traded value (INR mn)	519
52 Week high / low	INR 2,178/540

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	5.5	33.8	190.0
Relative (%)	(4.8)	18.8	168.1

SHAREHOLDING PATTERN (%)

	Mar-24	Jun-24
Promoters	52.28	52.78
FIs & Local MFs	17.55	19.04
FPIs	11.87	10.93
Public & Others	18.28	17.24
Pledged Shares	-	-

Source : BSE

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FY24 operational highlights

Presales volume: Sobha sold 6.1msf vs 5.7msf in FY23 (7% YoY)

Presales value: Increased by 28% YoY from INR 51.9bn in FY23 to INR 66.4bn in FY24.

Presales realisation: Implied realization came at 10,928 INR/sf (+9% YoY)

Project launches: Launched six new projects adding over 7msf in FY24 vs 3.9msf in FY23

Collections: Increased from INR 39.8bn to INR 52.8bn YoY (+33% YoY).

Debt: Sobha reported INR 19.1/12.6bn gross/net debt for FY24 vs INR 20.0/16.3bn gross/net debt for FY23. Net D/E stood at 0.5x vs. 0.6x during FY23.

Management discussion and analysis

From FY 2019 to FY 2023, residential demand in six key Indian cities (NCR, MMR, Pune, Ahmedabad, Hyderabad, and Bengaluru) grew at a CAGR of 7.2%. In FY 2019, demand stood at 182 million square feet (msf). The onset of the COVID-19 pandemic caused a slight drop by 2% in FY 2020 and a sharp decline of 38% in FY 2021 to 129 msf. However, demand rebounded to 180 msf in FY 2022 and 240 msf in FY 2023. Key drivers of this recovery included stable income for organized workforces, high affordability, a preference for homeownership, larger homes, and government incentives for affordable housing. FY 2023 also saw increased demand for premium residential projects.

Looking ahead, from FY 2023 to FY 2025, residential demand in these six key cities is expected to grow at a CAGR of 8-10%, driven by continued urbanization, stable incomes, growth in employment sectors like IT and BFSI, and rising affluence among mid-income buyers. The first half of FY 2024 has shown robust demand, with middle- and high-income groups seeking larger spaces with better amenities.

Related party transactions during FY24

Rent paid to Ravi Menon increased to INR 9mn. Rent paid to Mr Jagadish Nangineni INR5.02mn. Sub-contract cost INR 318.3mn paid to Sobha Projects & Trade Private Limited.

Remuneration of key management personnel

Mr. Ravi PNC Menon, Chairman: NIL (NIL in FY23)

Mr. Jagadish Nangineni, Managing Director: INR 49.1mn (-29.7% YoY)

Mr. R V S Rao, Independent director: INR 4.5mn (-1.8% YoY)

Mr. Yogesh Bansal, CFO: INR 18.7mn (+31.5% YoY)

Mr. Srivathsala KN, Independent director: INR 4.6mn (-1.7% YoY)

Increase in the median remuneration of employees other than managerial personnel: 10.7%

Auditors fees: Payment to auditors for audit fees remained stable at INR 14.2mn

Consolidated - P&L Statement Analysis

Year ending March (INR mn)	FY21	FY22	FY23	FY24	Comments
Net Sales	21,098	25,613	33,101	30,969	Sobha reported Real estate revenue of INR 24,138mn (-4.8% YoY, 75% in mix), Contractual and manufacturing Revenue of INR 8,216mn (-12.2% YoY, 25% in mix). Total revenue of INR 30,969mn (-6.4% YoY). The transaction price of the remaining performance obligation (unsatisfied or partly satisfied) as at 31 March 2024 is INR 1,42,188mn (31 March 2023 is INR 1,15,536mn). The same is expected to be recognised within 1 to 5 years
<i>Growth (%)</i>	(43.8)	21.4	29.2	(6.4)	
Material Expenses	9,282	14,129	21,021	19,048	
Employee Expenses	1,771	2,512	2,945	3,526	
Other Operating Expenses	5,943	3,644	5,440	5,625	The write-down (net) of inventories to net realisable value for the year ended 31 March 2024 is INR 54.8mn (FY23: INR 124mn)
EBIDTA	4,102	5,328	3,695	2,770	
<i>EBIDTA (%)</i>	19.4	20.8	11.2	8.9	
<i>EBIDTA Growth (%)</i>	(46.0)	29.9	(30.6)	(25.0)	
Other Income	806	840	923	1,209	Includes non-operating income of INR 513mn and finance income of INR 691mn
Depreciation	794	718	678	782	
EBIT	4,114	5,450	3,940	3,197	
Interest	3,362	3,083	2,490	2,455	Includes finance expense capitalised to inventory (The rate used to determine the amount of borrowing costs eligible for capitalisation is the effective interest rate of the underlying borrowings which is in the range of 7% to 11%) Capitalisation rate 31.03.2024 - 9%. Borrowing related interest expense is INR 1,922mn
Exceptional items	-	-	-	-	
PBT	752	2,366	1,450	742	
Tax	129	634	408	251	
PAT	623	1,732	1,042	491	
Share of profits	-	-	-	-	
Share of associates	-	-	-	-	
EO items (net of tax)	-	-	-	-	
APAT	623	1,732	1,042	491	
<i>APAT Growth (%)</i>	(77.9)	178.0	(39.8)	(52.9)	
EPS	6.6	18.3	11.0	5.2	
<i>EPS Growth (%)</i>	(77.9)	178.0	(39.8)	(52.9)	

Consolidated - Balance Sheet Analysis

As at March (INR mn)	FY21	FY22	FY23	FY24	
SOURCES OF FUNDS					
Share Capital	948	948	948	948	
Reserves	21,890	23,281	23,998	24,192	
Total Shareholders Funds	22,838	24,229	24,947	25,141	
Minority Interest	-	-	-	-	
Long Term Debt	26,816	21,389	13,901	11,972	
Short Term Debt	3,504	3,648	6,135	7,163	
Total Debt	30,321	25,037	20,035	19,135	Total debt is INR 19.1bn and networth INR 25.1bn and gross debt/equity is 0.76x.
Deferred Taxes	126	117	126	149	
Long Term Provisions & Others	370	377	434	459	
TOTAL SOURCES OF FUNDS	53,655	49,761	45,542	44,884	
APPLICATION OF FUNDS					
Net Block	4,728	4,314	4,233	4,788	During the FY24, the gross addition to fixed assets was INR1.3bn. This is about 9% addition on gross fixed assets of FY23 on account of investment in scaffolding items and additions to Plant and Machinery
CWIP	701	65	68	68	
Goodwill	180	176	192	228	
Investments	1,142.7	1,149.0	1,149.5	1,149.3	
Investment Property	3,956	3,962	4,519	4,433	
Other Non-Current Assets	6,707	6,134	10,916	13,871	
Inventories	74,984	76,516	87,610	93,764	Comprise of largely land stock of INR 5.9bn vs INR 7.2bn. WIP of INR 79.0bn vs INR 63.4bn YoY. Finished good flats of INR 5.9bn vs INR 14.2bn YoY.
Debtors	1,935	3,503	1,578	1,643	Debtors more or less stable at INR 2.3bn
Cash & Equivalents	2,041	1,783	4,514	6,733	
ST Loans & Advances, Others	18,772	17,816	11,103	10,286	Other asset comprise of JDA advances which has seen increase of INR 1.6bn largely on account of reclassification from inventory to other assets. It also includes land bank advances of INR 9.1bn. Land advances amounting to INR 218mn have been written off during the year. Moreover, other assets includes land advances worth INR 7.96bn from related parties to be recoverable in kind
Total Current Assets	97,733	99,618	1,04,805	1,12,426	
Creditors	4,987	4,470	5,987	6,165	
Other Current Liabilities & Provns	56,508	61,189	74,354	85,915	Includes INR 69bn of customer advances
Total Current Liabilities	61,495	65,659	80,341	92,081	
Net Current Assets	36,238	33,959	24,464	20,346	
Misc Expenses & Others					
TOTAL APPLICATION OF FUNDS	53,654	49,761	45,542	44,884	

Consolidated - Cash Flow Statement Analysis

Year ending March (INR mn)	FY21	FY22	FY23	FY24	
PBT before minority and Share of profits	752	1,582	1,450	743	
Non-operating & EO items	(420)	(576)	(293)	(687)	
Taxes	(266)	(515)	(679)	(772)	
Interest expenses	6,012	7,497	2,490	2,455	
Depreciation	794	721	678	782	
Working Capital Change	(788)	(411)	7,575	3,980	Sobha reported INR 3,980mn of NWC this is due to INR 7,605mn increase in inventory and other assets. On the other hand, there was an increase in trade payables of INR 377mn this may be on the outcome of credit limits extended to its customers. And lastly there was increase in non-financial liabilities INR 10,883mn which is due to increase in customer advances
OPERATING CASH FLOW (a)	6,084	8,298	11,221	6,501	
Capex	(395)	462	(1,166)	(1,237)	Sobha incurred INR 1,237mn largely on plant machinery, factory building and other buildings and scaffolding
Free cash flow (FCF)	5,689	8,760	10,055	5,264	
Investments	(50)	(109)	(1,327)	(3,875)	
Others	112	30	124	363	
INVESTING CASH FLOW (b)	(333)	383	(2,369)	(4,749)	
Share capital Issuance	-	-	-	-	
Debt Issuance	(757)	(5,565)	(5,198)	(974)	Sobha outgo toward interest of INR 2,455mn and INR 285mn towards dividend led to total cash outgo of INR 2,740mn which was funded by INR 974mn of debt and surplus cash
Interest expenses	(3,414)	(2,945)	(2,247)	(2,123)	
Dividend	(664)	(332)	(286)	(285)	
FINANCING CASH FLOW (c)	(4,835)	(8,841)	(7,731)	(3,381)	
NET CASH FLOW (a+b+c)	916	(160)	1,122	(1,630)	Total net cash generated stood at -INR 1,630mn and with starting cash of INR 4,514mn net cash balance for FY24 came in at INR 6733mn
Non-operating and EO items	-	(221)	-	-	
Other Deposits not considered in C&CE					
Closing Cash & Equivalent	2,041	1,784	4,514	6,733	

We value the real estate business at INR 1060/share, future developable land bank at INR 826/share, contracting and manufacturing business (C&M) at INR 84/share, refundable deposits at INR 47/share to arrive at a gross NAV of INR 1,859/share. We ascribe NAV premium of 20% at INR 372/share and new pipeline of 20mn sqft at INR 407/share. We arrive at SOTP based TP of INR 2,639/share

Outlook and valuation

With the successful rights issue, Sobha's visibility on the non-South diversification has significantly improved. We are yet to add any upside arising from rights issues-related land capex and GDV additions and MMR foray to our SOTP. We will incorporate the same as the announcement of the land parcel gets tied up. The rerating equation sees shrinking headwinds on the denominator and expansion in tailwinds on the numerator, which can lead to a robust rerating

Details	Amount (INR mn)	INR/share
Devco:		
Total Ongoing	17,630	186
Receivables	29,818	314
Forthcoming:		
Bengaluru	16,451	173
NCR	29,640	312
GIFT City	2,056	22
Kerala	4,117	43
Tamil Nadu	857	9
Total Devco	1,00,570	1,060
Land Bank	78,375	826
Contractual/Manufacturing	7,957	84
Refundable JDA deposits	4,500	47
Total GAV	1,91,403	2,018
Less:		
Net Debt	13,430	142
Unpaid land cost	1,613	17
Equity value	1,76,360	1,859
NAV Premium	20%	372
Target price		2,231
New Pipeline beyond Current as guided (20mn sqft)	38,643	407
TP (adjusted for new pipeline)		2,639

Source: HSIE Research

Financials

Consolidated Income Statement

Year ending March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Net Sales	34,421	37,539	21,098	25,613	33,101	30,969	35,646	40,956
<i>Growth (%)</i>	23.5	9.1	(43.8)	21.4	29.2	(6.4)	15.1	14.9
Material Expenses	20,561	19,910	9,282	14,129	21,021	19,048	21,031	22,935
Employee Expenses	2,359	2,464	1,771	2,512	2,945	3,526	3,823	4,258
Other Operating Expenses	4,768	7,572	5,943	3,644	5,440	5,625	6,416	6,328
EBIDTA	6,733	7,593	4,102	5,328	3,695	2,770	4,376	7,434
<i>EBIDTA (%)</i>	19.6	20.2	19.4	20.8	11.2	8.9	12.3	18.2
<i>EBIDTA Growth (%)</i>	29.6	12.8	(46.0)	29.9	(30.6)	(25.0)	58.0	69.9
Other Income	735	718	806	840	923	1,209	1,233	1,258
Depreciation	623	723	794	718	678	782	870	888
EBIT	6,845	7,588	4,114	5,450	3,940	3,197	4,739	7,805
Interest	2,362	3,258	3,362	3,083	2,490	2,455	2,403	2,226
PBT	-	-	-	-	-	-	-	-
Tax	4,482	4,330	752	2,366	1,450	742	2,336	5,578
PAT	1,512	1,515	129	634	408	251	584	1,395
Share of profits	2,970	2,815	623	1,732	1,042	491	1,752	4,184
EO items (net of tax)	-	-	-	-	-	-	-	-
APAT	2,970	2,815	623	1,732	1,042	491	1,752	4,184
<i>APAT Growth (%)</i>	27.9	(5.2)	(77.9)	178.0	(39.8)	(52.9)	256.8	138.8
EPS	31.3	29.7	6.6	18.3	11.0	5.2	18.5	44.1
<i>EPS Growth (%)</i>	27.9	(5.2)	(77.9)	178.0	(39.8)	(52.9)	256.8	138.8

Source: Company, HSIE Research

Consolidated Balance Sheet

As at March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
SOURCES OF FUNDS								
Share Capital	948	948	948	948	948	948	948	948
Reserves	21,343	23,364	21,890	23,281	23,998	24,192	25,856	29,723
Total Shareholders' Funds	22,291	24,312	22,838	24,229	24,947	25,141	26,804	30,672
Minority Interest	-	-	-	-	-	-	-	-
Long Term Debt	26,039	31,137	26,816	21,389	13,901	11,972	10,472	8,972
Short Term Debt	-	-	3,504	3,648	6,135	7,163	6,663	6,163
Total Debt	26,039	31,137	30,321	25,037	20,035	19,135	17,135	15,135
Deferred Taxes	-	311	126	117	126	149	179	215
Long Term Provisions & Others	121	206	370	377	434	459	505	555
TOTAL SOURCES OF FUNDS	48,451	55,966	53,655	49,761	45,542	44,884	44,623	46,577
APPLICATION OF FUNDS								
Net Block	2,848	4,991	4,728	4,314	4,233	4,788	4,151	3,481
CWIP	1,900	2,323	701	65	68	68	68	68
Goodwill	-	-	180	176	192	228	228	228
Investments	1,128.3	1,143.0	1,142.7	1,149.0	1,149.5	1,149.3	1,149.3	1,149.3
Investment Property	2,029	1,881	3,956	3,962	4,519	4,433	5,009	5,661
Other Non-Current Assets	6,395	5,618	6,707	6,134	10,916	13,871	14,190	14,516
Inventories	65,173	67,045	74,984	76,516	87,610	93,764	96,801	1,06,821
Debtors	3,272	3,603	1,935	3,503	1,578	1,643	1,953	2,244
Cash & Equivalents	1,772	884	2,041	1,783	4,514	6,733	7,771	9,354
ST Loans & Advances, Others	22,881	22,634	18,772	17,816	11,103	10,286	11,236	12,186
Total Current Assets	93,098	94,166	97,733	99,618	104,805	1,12,426	1,17,761	1,30,605
Creditors	11,328	9,567	4,987	4,470	5,987	6,165	7,813	8,977
Other Current Liabilities & Provns	47,621	44,590	56,508	61,189	74,354	85,915	90,121	1,00,155
Total Current Liabilities	58,948	54,157	61,495	65,659	80,341	92,081	97,934	1,09,132
Net Current Assets	34,150	40,009	36,238	33,959	24,464	20,346	19,827	21,474
TOTAL APPLICATION OF FUNDS	48,451	55,966	53,655	49,761	45,542	44,884	44,623	46,577

Source: Company, HSIE Research

Consolidated Cash Flow

Year ending March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
PBT before minority and Share of profits	4,482	4,330	752	1,582	1,450	743	2,336	5,578
Non-operating & EO items	(369)	(186)	(420)	(576)	(293)	(687)	(1,233)	(1,258)
Taxes	(882)	(1,063)	(266)	(515)	(679)	(772)	(584)	(1,395)
Interest expenses	2,147	6,595	6,012	7,497	2,490	2,455	2,403	2,226
Depreciation	623	723	794	721	678	782	870	888
Working Capital Change	(3,942)	(7,783)	(788)	(411)	7,575	3,980	1,315	(303)
OPERATING CASH FLOW (a)	2,061	2,616	6,084	8,298	11,221	6,501	5,107	5,737
Capex	(1,150)	(3,011)	(395)	462	(1,166)	(1,237)	(200)	(200)
Free cash flow (FCF)	910	(395)	5,689	8,760	10,055	5,264	4,907	5,537
Investments	152	(161)	(50)	(109)	(1,327)	(3,875)	(576)	(651)
Others	388	430	112	30	124	363	1,233	1,258
INVESTING CASH FLOW (b)	(610)	(2,742)	(333)	383	(2,369)	(4,749)	457	407
Share capital Issuance	-	-	-	-	-	-	-	-
Debt Issuance	2,706	3,254	(757)	(5,565)	(5,198)	(974)	(2,000)	(2,000)
Interest expenses	(2,768)	(3,299)	(3,414)	(2,945)	(2,247)	(2,123)	(2,403)	(2,226)
Dividend	(800)	(800)	(664)	(332)	(286)	(285)	(89)	(316)
FINANCING CASH FLOW (c)	(862)	(845)	(4,835)	(8,841)	(7,731)	(3,381)	(4,492)	(4,543)
NET CASH FLOW (a+b+c)	589	(971)	916	(160)	1,122	(1,630)	1,072	1,601

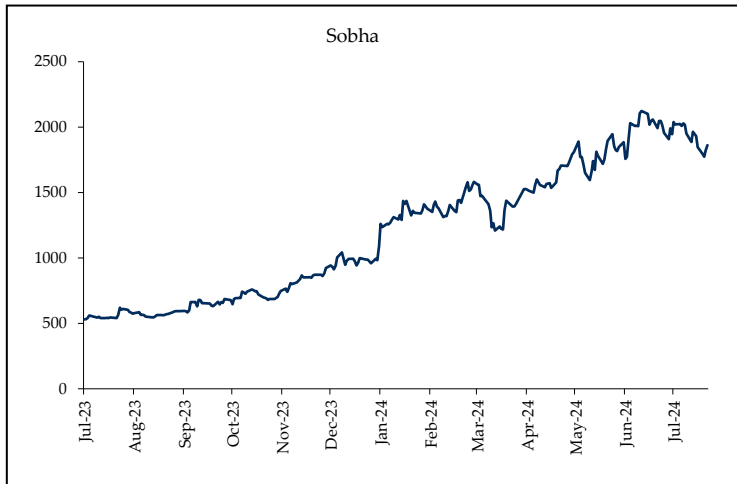
Source: Company, HSIE Research

Key Ratios

	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
PROFITABILITY (%)								
GPM	40.3	47.0	56.0	44.8	36.5	38.5	41.0	44.0
EBITDA Margin	19.6	20.2	19.4	20.8	11.2	8.9	12.3	18.2
APAT Margin	8.6	7.5	3.0	6.8	3.1	1.6	4.9	10.2
RoE	11.9	12.1	2.6	7.4	4.2	2.0	6.7	14.6
Core RoCE	13.7	14.9	7.7	10.8	8.5	7.3	10.9	17.6
RoCE	9.1	9.5	6.3	7.8	6.0	4.7	8.1	13.0
EFFICIENCY								
Tax Rate (%)	33.7	35.0	17.2	26.8	28.1	33.8	25.0	25.0
Asset Turnover (x)	0.7	0.7	0.4	0.5	0.7	0.7	0.8	0.9
Inventory (days)	602	643	1,229	1,079	905	1,069	976	907
Debtors (days)	35	33	48	39	28	19	18	19
Payables (days)	98	102	126	67	58	72	72	75
Cash Conversion Cycle (days)	538	575	1,151	1,051	875	1,016	923	851
Debt/EBITDA (x)	3.9	4.1	7.4	4.7	5.4	6.9	3.9	2.0
Net D/E	1.1	1.2	1.2	1.0	0.6	0.5	0.3	0.2
Interest Coverage	2.9	2.3	1.2	1.8	1.6	1.3	2.0	3.5
PER SHARE DATA								
EPS (Rs/sh)	31.3	29.7	6.6	18.3	11.0	5.2	18.5	44.1
CEPS (Rs/sh)	37.9	37.3	14.9	25.8	18.1	13.4	27.6	53.5
DPS (Rs/sh)	7.0	7.0	7.0	3.5	3.0	3.0	0.8	2.8
BV (Rs/sh)	235.0	256.3	240.8	255.4	263.0	265.1	282.6	323.4
VALUATION								
P/E	57.5	60.7	274.0	98.6	163.8	347.7	97.4	40.8
P/BV	7.7	7.0	7.5	7.0	6.8	6.8	6.4	5.6
EV/EBITDA	29.0	26.5	48.5	36.4	50.4	66.1	41.2	23.7
OCF/EV (%)	1.1	1.3	3.1	4.3	6.0	3.5	2.8	3.3
FCF/EV (%)	0.5	(0.2)	2.9	4.5	5.4	2.9	2.7	3.1
FCFE/Market Cap	2.1	1.7	2.9	1.9	2.8	2.5	1.7	2.1
Dividend Yield (%)	0.4	0.4	0.4	0.2	0.2	0.2	0.0	0.2

Source: Company, HSIE Research

RECOMMENDATION HISTORY



Rating Criteria

- BUY: >+15% return potential
- ADD: +5% to +15% return potential
- REDUCE: -10% to +5% return potential
- SELL: >10% Downside return potential

Disclosure:

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