Company

22 July 2010 | 12 pages

# Dr Reddy (REDY.BO)

Equity

## Timing of Key Approvals Critical; We Stay Cautious

- **Stay Cautious** — We believe the miss in 1Q highlights some of the execution risks that we had highlighted when we recently downgraded the stock to a Hold. While we remain positive on DRL's longer-term prospects, we believe the timing of some key near-term growth drivers (Fondaparinux, Allegra D-24/D-12 launches) appears a tad uncertain. FY11 estimates could thus be at some risk. Maintain Hold (2M).
- **PAT In Line; Qualitatively Weaker** — Adj PAT (-25% YoY) was largely in line with our estimate, primarily driven by lower tax rate (higher weighted deduction for R&D). Revenues were lower than expected on weak PSAI & US sales. Margins were better (better mix) – GPM up 36bps QoQ; OPM up 273bps QoQ – but this was not adequate to offset the revenue miss. The YoY dip in numbers is not surprising, given the high base (*Imitrex* AG sales) in 1QFY10.
- **Mixed Trends** — Branded generics grew 25% YoY, as India (+16%) & Russia (+35%) continued to grow at a rapid pace & CIS (+43%) witnessed a recovery. However, US (-1% adj for *Imitrex* AG – slower than expected traction in *Lotrel* & *Prograf*), Germany (-12% - continued pricing pressure) & PSAI (-8% - destocking & lower R&D spend by key customers) sales were disappointing.
- **Key Earnings Call Takeaways** — a) Guidance (FY13 & FY11) maintained but still no additional color on FY11 revenue expectation; b) Remains confident on US pipeline though timeline for key launches (fonda, Allegra D-24 & D-12) remains uncertain – Lotrel & Prograf market shares have been slow in scaling up; c) Germany remains a challenge but leaner cost structure & India sourcing to aid profitability; d) PSAI biz to recover but growth rates would be more moderate going forward; e) GSK Alliance – progress in the Brazilian market – received US$4m milestone payment and expects to get US$9m more.

| Hold/Medium Risk | 2M |
|---|---|
| Price (22 Jul 10) | Rs1,380.60 |
| Target price | Rs1,350.00 |
| Expected share price return | -2.2% |
| Expected dividend yield | 0.4% |
| **Expected total return** | **-1.8%** |
| Market Cap | Rs233,521M<br>US$4,951M |

**Price Performance (RIC: REDY.BO, BB: DRRD IN)**


**Statistical Abstract**

| Year to 31 Mar | Net Profit (RsM) | Diluted EPS (Rs) | EPS growth (%) | P/E (x) | P/B (x) | ROE (%) | Yield (%) |
|---|---|---|---|---|---|---|---|
| 2008A | 5,372 | 31.94 | 3.3 | 43.2 | 4.9 | 12.1 | 0.3 |
| 2009A | 4,101 | 24.35 | -23.8 | 56.7 | 5.5 | 9.2 | 0.4 |
| 2010E | 7,510 | 44.60 | 83.1 | 31.0 | 5.5 | 17.9 | 0.4 |
| 2011E | 10,049 | 59.67 | 33.8 | 23.1 | 4.6 | 21.6 | 0.4 |
| 2012E | 12,840 | 76.25 | 27.8 | 18.1 | 3.7 | 22.6 | 0.4 |

Source: Powered by dataCentral

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See Appendix A-1 for Analyst Certification, Important Disclosures and non-US research analyst disclosures.

| Fiscal year end 31-Mar | 2008 | 2009 | 2010E | 2011E | 2012E |
|---|---|---|---|---|---|
| **Valuation Ratios** | | | | | |
| P/E adjusted (x) | 43.2 | 56.7 | 31.0 | 23.1 | 18.1 |
| EV/EBITDA adjusted (x) | 58.3 | nm | 20.2 | 17.4 | 14.3 |
| P/BV (x) | 4.9 | 5.5 | 5.5 | 4.6 | 3.7 |
| Dividend yield (%) | 0.3 | 0.4 | 0.4 | 0.4 | 0.4 |
| **Per Share Data (Rs)** | | | | | |
| EPS adjusted | 31.94 | 24.35 | 44.60 | 59.67 | 76.25 |
| EPS reported | 22.87 | -30.69 | 6.34 | 59.67 | 76.25 |
| BVPS | 281.56 | 249.67 | 249.69 | 302.47 | 371.81 |
| DPS | 4.38 | 5.00 | 5.50 | 6.00 | 6.00 |
| **Profit & Loss (RsM)** | | | | | |
| Net sales | 50,006 | 69,441 | 70,277 | 83,861 | 97,836 |
| Operating expenses | -47,665 | -72,273 | -68,269 | -71,099 | -81,978 |
| **EBIT** | **2,341** | **-2,832** | **2,008** | **12,762** | **15,858** |
| Net interest expense | 521 | -1,187 | -3 | -200 | -200 |
| Non-operating/exceptionals | 2 | 24 | 48 | 0 | 0 |
| **Pre-tax profit** | **2,864** | **-3,995** | **2,053** | **12,562** | **15,658** |
| Tax | 972 | -1,173 | -985 | -2,512 | -2,818 |
| Extraord./Min.Int./Pref.div. | 10 | 0 | 0 | 0 | 0 |
| **Reported net income** | **3,846** | **-5,168** | **1,068** | **10,049** | **12,840** |
| Adjusted earnings | 5,372 | 4,101 | 7,510 | 10,049 | 12,840 |
| Adjusted EBITDA | 4,147 | -1,329 | 12,090 | 13,962 | 17,058 |
| **Growth Rates (%)** | | | | | |
| Sales | -23.2 | 38.9 | 1.2 | 19.3 | 16.7 |
| EBIT adjusted | -79.3 | -221.0 | 170.9 | 535.5 | 24.3 |
| EBITDA adjusted | -67.9 | -132.0 | nm | 15.5 | 22.2 |
| EPS adjusted | 3.3 | -23.8 | 83.1 | 33.8 | 27.8 |
| **Cash Flow (RsM)** | | | | | |
| **Operating cash flow** | **6,506** | **4,683** | **-1,152** | **4,989** | **8,488** |
| Depreciation/amortization | 1,806 | 1,503 | 10,082 | 1,200 | 1,200 |
| Net working capital | -2,335 | -7,975 | -3,699 | -6,260 | -5,552 |
| **Investing cash flow** | **-9,367** | **-3,472** | **3,044** | **-8,100** | **-6,950** |
| Capital expenditure | -6,263 | -4,507 | -5,559 | -8,100 | -6,950 |
| Acquisitions/disposals | 0 | 0 | 0 | 0 | 0 |
| **Financing cash flow** | **-7,865** | **-2,527** | **-1,065** | **-1,162** | **-1,162** |
| Borrowings | 1,704 | 1,263 | 0 | 0 | 0 |
| Dividends paid | -737 | -738 | -1,065 | -1,162 | -1,162 |
| **Change in cash** | **-10,725** | **-1,316** | **827** | **-4,273** | **376** |
| **Balance Sheet (RsM)** | | | | | |
| **Total assets** | **84,826** | **82,525** | **77,580** | **86,080** | **98,447** |
| Cash & cash equivalent | 7,421 | 5,596 | 6,423 | 2,150 | 2,526 |
| Accounts receivable | 6,823 | 14,592 | 11,937 | 14,015 | 16,351 |
| Net fixed assets | 16,765 | 20,882 | 24,962 | 31,862 | 37,612 |
| **Total liabilities** | **37,476** | **40,480** | **35,532** | **35,145** | **35,834** |
| Accounts payable | 5,427 | 5,987 | 6,739 | 7,352 | 8,041 |
| Total Debt | 19,352 | 19,701 | 14,633 | 13,633 | 13,633 |
| **Shareholders' funds** | **47,350** | **42,045** | **42,048** | **50,935** | **62,613** |
| **Profitability/Solvency Ratios (%)** | | | | | |
| EBITDA margin adjusted | 8.3 | -1.9 | 17.2 | 16.6 | 17.4 |
| ROE adjusted | 12.1 | 9.2 | 17.9 | 21.6 | 22.6 |
| ROIC adjusted | 5.6 | -6.5 | 1.8 | 17.2 | 18.3 |
| Net debt to equity | 25.2 | 33.5 | 19.5 | 22.5 | 17.7 |
| Total debt to capital | 29.0 | 31.9 | 25.8 | 21.1 | 17.9 |

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Powered by: dataCentral

# Timing of Key Approvals Critical

**We believe the miss in 1Q highlights some of the execution risks that we had highlighted when we recently downgraded the stock to a Hold. While we are positive on DRL's longer-term prospects, we believe the timing of some key near-term growth drivers (Fondaparinux, Allegra D-24 / D-12 launches) appears a tad uncertain. FY11 estimates could thus be at some risk.**

# Key Earnings Call Takeaways

**Please see detailed result tables and updates on key markets on pages 5-7.**

- **Guidance Update** – maintains FY13 (US$3bn revenues; 25% RoCE) and FY11 (18-22% RoCE) guidance. No outlook on FY11 revenues.
- **US Market** – remains confident on pipeline though timing of approvals remains uncertain. Overall, it expects to launch 8-10 products in the US market in FY11. On the key products:
  - **Arixtra (fondaparinux)** – has responded to all queries put forth by the FDA. The file is under review and DRL is prepared for launch as soon as approval comes through – timeline difficult to predict. It is not too worried about potential competition – believes it will have exclusivity for a reasonable period of time.
  - **Prograf (tacrolimus)** – only two generic players in the market till end June (DRL and Sandoz) – a third player got approval for the 5mg dose in July. DRL has 40% of the generics market; however, the shift to generics is slow, as is typical in immunosuppresants.
  - **Allegra** – still in the process of regaining the market share it had lost after the recalls in the previous fiscal – may not get back to earlier highs although there are signs of improvement.
  - **Allegra D-24** – a US District Court upheld Sanofi's PI request, blocking DRL's launch; however, it has given DRL a window to provide some more analysis to back its claim. DRL disagrees with the judgment and is doing the required work so that it can go back and contest the verdict. It is hopeful of a resolution by the end of CY10.
  - **Lotrel** – no specific update. Initial traction appears to have been lower than expected. However, there is a gradual pickup in market share and contribution from this product should increase.
  - **Omeprazole OTC** – Gradual pickup in revenues – now serving 4 customers, as against 2 at the end of the previous quarter – believes it will be able to add more customers.
- **Europe** – Germany remains a challenge, with pricing remaining under pressure. DRL has brought down its SG&A spend materially (to cEUR1.5m per month as against cEUR$4-5m a year back) and also increased sourcing from India. Betapharm is now cash accretive and DRL expects its initiatives to make it more competitive in future tenders. Europe (ex-Germany) continues to grow, with UK being the main growth driver.
- **Russia / CIS** – The high growth in 1Q is a function of some re-stocking by its customers after a lull in 2HFY10. This appears to imply that growth rates could moderate. However, the immediate risk on pricing from the reference policy for drugs appears to have abated. The new prices took effect from

April 2010, and DRL has not been affected much, as it did not have too many products in the essential drugs list. It is difficult to determine how things will progress on this front, but the company believes that the risk is limited.

- **PSAI business** – has been affected by destocking and lower R&D spending by key customers as well as inability to launch new APIs. As such, pricing pressure has offset the gains from higher volumes in existing products. This is more of a timing issue. This has also led to gross margins for this segment dipping sharply to c19% from the 30%+ range. The management believes that while things would recover, given the current scale, growth rates would be in the low single-digit/early double-digit range going forward.

- **Biosimilars** – It has received approval for its third biosimilar in India (darbepoetin alpha) and intends to launch the product soon. This would be the first biosimilar version of darbepoetin alpha globally. The company has not yet taken a call on how it intends to approach the developed markets in biosimilars. It has started building a team and will take a call on partnerships over the next 18 months. Meanwhile, it has received European approval to supply clinical quantities to a partner, which is doing some work on a product (albeit not in the form of a biosimilar).

- **GSK Alliance** – It has made progress on the alliance in the Brazilian market. The company has transferred some products that it was already selling in this market to GSK and received a milestone payment of US$4m (to be amortized over a period of three years) in June. It intends to transfer some more products (currently in late stage development) and expects to get an additional US$9m from its partner.

# 1QFY11 Results Snapshot

**Figure 1. DRL – IQFY11 Results Snapshot**

| Year to Mar 31 | 1Q FY10 | 1Q FY11 | % Ch YoY | 4Q FY10 | % Ch QoQ |
|---|---|---|---|---|---|
| **Revenues** | **18,189** | **16,831** | ***(7.5)*** | **16,424** | ***2.5*** |
| Cost of revenues | 8,017 | 7,917 | *(1.2)* | 7,784 | *1.7* |
| **Gross Profit** | **10,172** | **8,914** | ***(12.4)*** | **8,640** | ***3.2*** |
| *Gross Margin (%)* | *55.9* | *53.0* | *-296 bps* | *52.6* | *36 bps* |
| S,G&A Expenses | 5,420 | 5,194 | *(4.2)* | 5,542 | *(6.3)* |
| *as a % of sales* | *29.8* | *30.9* | *106 bps* | *33.7* | *-288 bps* |
| R&D Expenses | 985 | 993 | *0.8* | 953 | *4.2* |
| *as a % of sales* | *5.4* | *5.9* | *48 bps* | *5.8* | *10 bps* |
| Amortization Expenses | 507 | 288 | *(43.2)* | 269 | *7.1* |
| Other operating expense/(income) | (35) | (186) | *431.4* | (238) | *(21.8)* |
| Total Operating Expenses | 6,877 | 6,289 | *(8.6)* | 6,526 | *(3.6)* |
| **Operating Income** | **3,295** | **2,625** | ***(20.3)*** | **2,114** | ***24.2*** |
| *Operating Margin (%)* | *18.1* | *15.6* | *-252 bps* | *12.9* | *273 bps* |
| Equity in Loss of Affiliates | (11) | (5) | *(54.5)* | (20) | *nm* |
| Forex Loss / (Gain) | 21 | 44 | *109.5* | 44 | - |
| Other (Income) / Expenses | 114 | 133 | *16.7* | (18) | *(838.9)* |
| **PBT** | **3,171** | **2,453** | ***(22.6)*** | **2,108** | ***16.4*** |
| Tax | 726 | 357 | *(50.8)* | 441 | *(19.0)* |
| *Effective tax rate* | *22.9* | *14.6* | *-834 bps* | *20.9* | *-637 bps* |
| **Reported Net Income** | **2,445** | **2,096** | ***(14.3)*** | **1,667** | ***25.8*** |
| One off expenses/ (Income) - net of tax | 355 | - | *nm* | 233 | *nm* |
| Adjusted Net Income | 2,800 | 2,096 | *(25.1)* | 1,900 | *10.3* |

**CIRA Comments**

**Conclusion:** PAT inline but qualitatively weaker – revenue miss flows down till the PBT level despite better than expected margins

PSAI & US sales lower than expected while India & Russia/CIS do quite well

Gross margins are higher than expected – primarily on better mix (lower PSAI sales)

YoY dip in SG&A spend is due to one off expenses last year in Betapharm & closure of its Atlanta facility

Lower effective tax rate is driven by higher weighted deduction available on R&D - sustainable

Source: Company Reports and CIRA Estimates

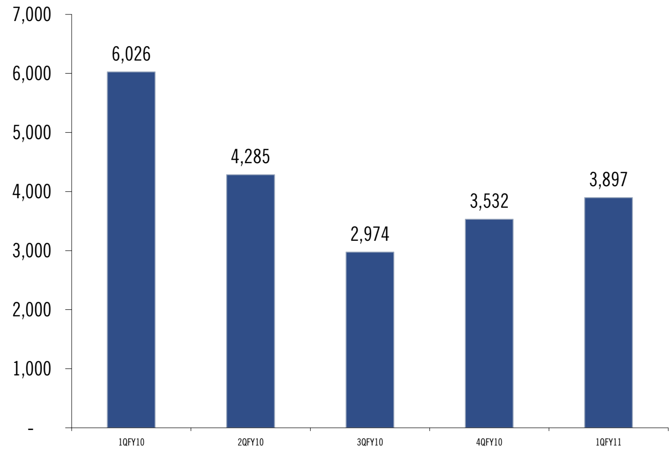
**Figure 2. DRL - 1QFY11 - Consolidated Revenue Break up (Rs m, %)**

| Year to Mar 31 | 1Q FY10 | 1Q FY11 | % Ch YoY | 4Q FY10 | % Ch QoQ | CIRA Comments |
|---|---|---|---|---|---|---|
| **Pharma Services & Active Ingredients** | **4,870** | **4,499** | ***(7.6)*** | **4,922** | ***(8.6)*** | Pricing pressure and destocking by customers continue to hurt |
| India | 629 | 633 | *0.6* | 781 | *(19.0)* | |
| North America | 995 | 837 | *(15.9)* | 805 | *4.0* | CCS biz is also hit by cut back in R&D spend / projects by global companies |
| Europe | 1,371 | 1,555 | *13.4* | 1,370 | *13.5* | |
| ROW | 1,875 | 1,474 | *(21.4)* | 1,967 | *(25.0)* | |
| **Global Generics** | **13,019** | **11,918** | ***(8.5)*** | **11,157** | ***6.8*** | |
| Branded Generics | 4,885 | 6,084 | *24.5* | 5,517 | *10.3* | |
| India | 2,393 | 2,778 | *16.1* | 2,613 | *6.3* | Momentum continues, as benefits of new launches and renewed focus sustain for another quarter |
| Russia | 1,529 | 2,063 | *34.9* | 1,565 | *31.9* | Fears of a slowdown appear unfounded for now; growth in CIS, in particular, is encouraging |
| CIS | 342 | 489 | *43.0* | 568 | *(13.9)* | |
| ROW | 621 | 754 | *21.4* | 771 | *(2.2)* | |
| Generics | 8,134 | 5,834 | *(28.3)* | 5,640 | *3.4* | |
| North America | 6,026 | 3,897 | *(35.3)* | 3,532 | *10.3* | US growth is lower than expected, partly due to a stronger rupee (dollar sales grew 5% YoY) and slower than expected traction in Lotrel & Prograf |
| Imitrex AG sales (during exclusivity) | 2,090 | - | *nm* | - | | |
| Other Formulations | 3,936 | 3,897 | *(1.0)* | 3,532 | *10.3* | |
| Europe | 2,108 | 1,937 | *(8.1)* | 2,108 | *(8.1)* | |
| Betapharm, Germany | 1,605 | 1,421 | *(11.5)* | 1,453 | *(2.2)* | Struggle continues, Euro weakness does not help |
| Others | 503 | 516 | *2.6* | 655 | *(21.2)* | |
| **Others** | **300** | **415** | ***38.3*** | **345** | ***20.3*** | |
| **Total Revenues** | **18,189** | **16,832** | ***(7.5)*** | **16,424** | ***2.5*** | |
| Continuing Business (Excluding AGs) | 16,099 | 16,832 | *4.6* | 16,424 | *2.5* | |
| *% of sales* | *88.5* | *100.0* | | *100.0* | | |
| Imitrex AG Sales | 2,090 | - | *(100.0)* | - | | |
| *% of sales* | *11.5* | *0.0* | | *0.0* | | |

Source: Company Reports and CIRA Estimates

# Update on Key Businesses

**Figure 3. Generics Revenues – North America (Rs m)**



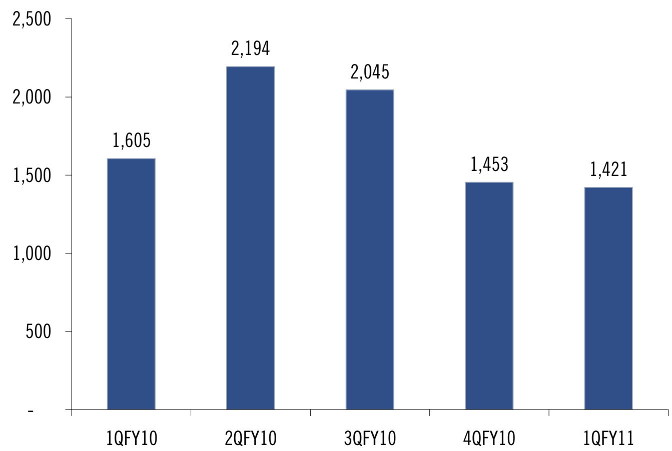

Source: Company Reports and Citi Investment Research and Analysis

**CIRA Comments**

- Sharp YoY dip due to Imitrex AG sales in 1QFY10
- Even adjusted for Imitrex AG, sales dipped 1% YoY (up 5% YoY in dollar terms) on INR appreciation & limited new launches
- Generic Lotrel & Prograf were key products launched over last two quarters – pick up appears slower than expected
- **ANDA Filings**: Cumulative 163 filed, 71 pending approval – 36 Para IVs & 12 FTFs
- Setback on Allegra D24 – hopeful to prevail on appeal

Source: Company Reports and Citi Investment Research and Analysis

**Figure 4. Generics Revenues – Germany (Betapharm) (Rs m)**



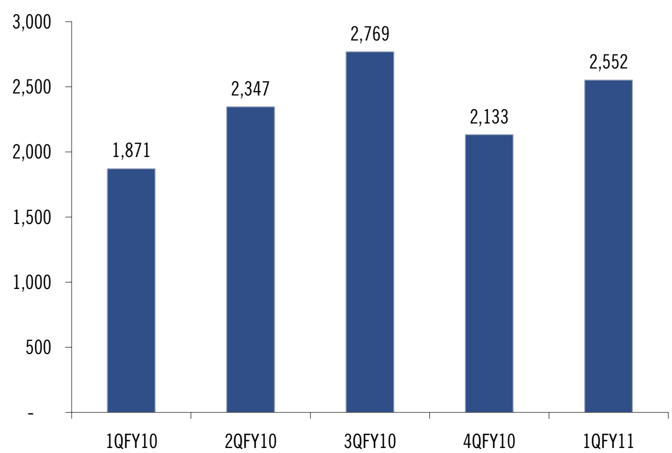

Source: Company Reports and Citi Investment Research and Analysis

**CIRA Comments**

- Revenues down 12% YoY due to lower prices on account of tenders floated by healthcare insurers
- Continued pricing pressure – DRL expects FY11 revenues to be in the range of EUR75-100m
- Manufacturing for ~60% of the products in the insurance tender wins has been shifted to India

Source: Company Reports and Citi Investment Research and Analysis

**Figure 5. Generics Revenues – Russia & CIS (Rs m)**



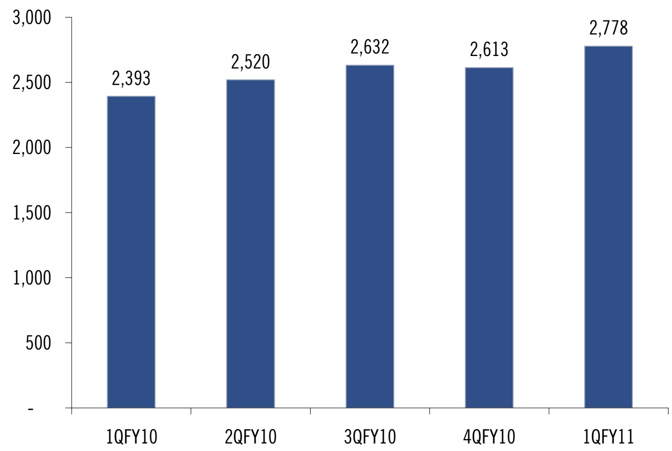

Source: Company Reports and Citi Investment Research and Analysis

**CIRA Comments**

- Russia sales up 35% YoY in 1Q – fears of a slowdown appear unfound for now
- DRL's secondary prescription sales growing at 33% vs. industry rate of 21%
- CIS revenues up 43% YoY in 1Q – a sharp pick up from the 4% YoY growth in FY10
- Growth partly driven by restocking after the lull seen in 2HFY10 – may moderate going forward
- Plans to launch Rituximab in Russia in FY12 – conducting clinical trials for the same

Source: Company Reports and Citi Investment Research and Analysis

**Figure 6. Generics Revenues – India (Rs m)**



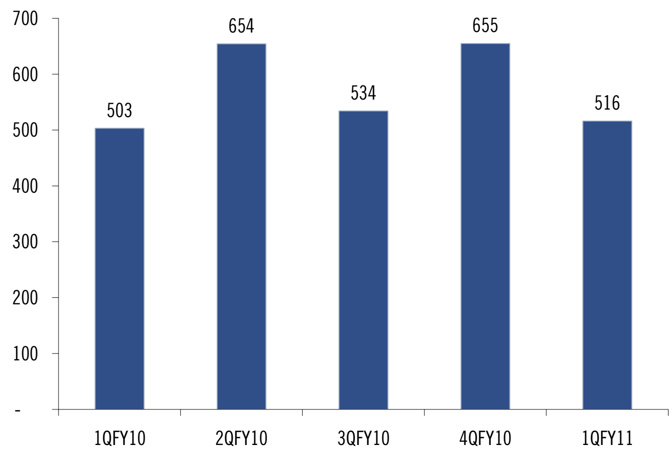

Source: Company Reports and Citi Investment Research and Analysis

**CIRA Comments**

- Revenues up 16% YoY in 1Q – momentum continues, largely aided by volume growth in existing products
- 11 new launches in 1Q
- DRL's secondary prescription sales growing at 22% vs. industry rate of 20%

Source: Company Reports and Citi Investment Research and Analysis

**Figure 7. Generics Revenues – Rest of Europe (Rs m)**



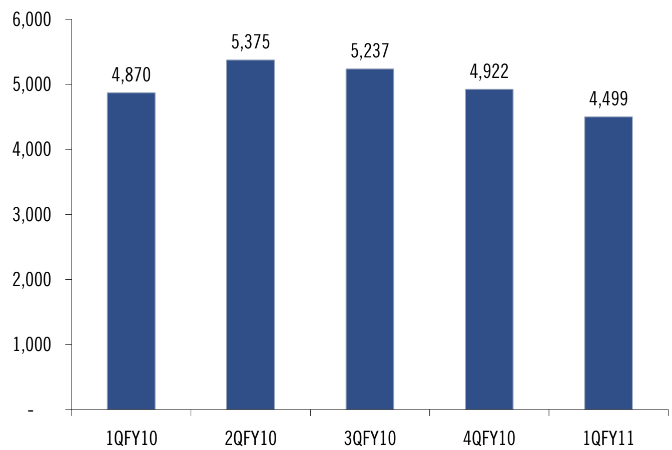

Source: Company Reports and Citi Investment Research and Analysis

**CIRA Comments**

- Revenues continue to grow in Europe outside of Germany – up 29% YoY in 1Q, on top of a 17% YoY growth in FY10
- Growth mainly driven by sales in the UK market (+21% YoY)

Source: Company Reports and Citi Investment Research and Analysis

**Figure 8. PSAI Revenues (Rs m)**




Source: Company Reports and Citi Investment Research

**CIRA Comments**

- A disappointing quarter, with sales declining 7.5% YoY
- US & RoW markets are particularly disappointing, clocking YoY declines of 16% & 21% respectively
- Growth continues to be impaired by destocking, cut backs in R&D spend & delays in key product launches by customers
- Europe is the only market to do well: +13% YoY
- 3 DMFs filed globally in 1Q; 378 global DMF filings till date

Source: Company Reports and Citi Investment Research

# Dr Reddy

## Company description

DRL is a leading Indian pharma company, with a strong presence in the US, Germany and Russia/CIS markets. It focuses on value addition by increasing the share of branded formulations and generics exports to regulated markets. After starting as a bulk-drugs player in 1984, it has moved up the value chain and is aiming to become a global generics player. It has succeeded in raising the share of sales from regulated markets to boost overall profitability.

## Investment strategy

We rate DRL Hold/Medium Risk. While we remain positive on DRL's long-term prospects, we believe that the stock prices in most near-term positives. Moreover, a material part of FY11 growth is contingent on timing of key approvals/launches in the US, which is difficult to predict. These factors would have a bearing on how earnings pan out over the next few quarters. Material delays could put our estimates at risk, as we have built in reasonable upside from these products in our estimates and fair valuation for the stock. This uncertainty was also reflected in DRL's struggle to meet sales guidance in FY10 or provide any for FY11. Given, the hazy near-term outlook, we maintain a cautious stance.

## Valuation

Our Rs1,350 target price for DRL is based on a sum-of-the-parts valuation approach. We use a target multiple of 20x to value DRL’s core earnings. This is in line with its historical trading range. At 20x June 11E earnings, we value DRL's base business at Rs1,275. We value DRL's Para IV pipeline separately at Rs75/sh, based on a probability adjusted DCF valuation. We use a range of probabilities from 25% to 90%, based on individual product dynamics, and a discount factor of 12.5% for the opportunities being targeted over the next few years. Cumulatively, we arrive at a target price of Rs1,350.

## Risks

We rate DRL Medium Risk, as against Low risk suggested by our quant-based risk rating system. We believe that the higher risk rating is justified, given the uncertainty over timing of certain key product approvals. Downside risks to our target price include: (1) Any delay in approval for fondaparinux (Arixtra) could entail downward revision of FY11 estimates; (2) Patent challenges are win-lose situations and often cause stock-price volatility; and (3) Any rise in regulatory pressure on pricing / competition in Russia/CIS. Key upside risks to our target price include: (1) better-than-expected performance in Germany either due to lower pricing pressure or higher savings on sourcing from India could lead to upside to our earnings estimates and target price; (2) Success in either its NCE R&D program or any of its patent challenges could act as a positive catalyst.

# Appendix A-1

## Analyst Certification

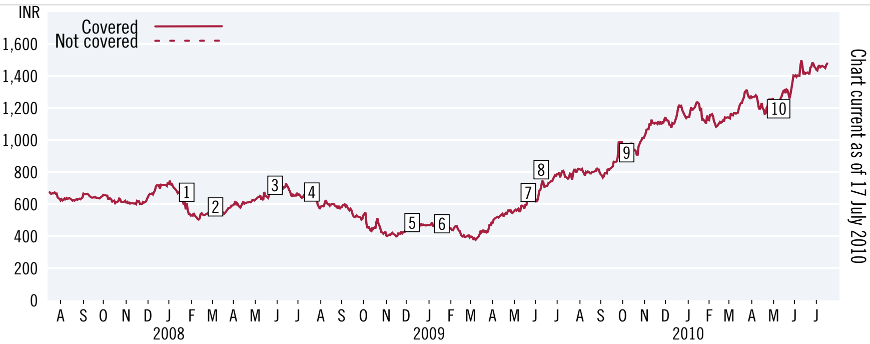
**The research analyst(s) primarily responsible for the preparation and content of all or any identified portion of this research report hereby certifies that, with respect to each issuer or security or any identified portion of the report with respect to an issuer or security that the research analyst covers in this research report, all of the views expressed in this research report accurately reflect their personal views about those issuer(s) or securities. The research analyst(s) also certify that no part of their compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) expressed by that research analyst in this research report.**

## IMPORTANT DISCLOSURES

### Dr Reddy (REDY.BO)

**Ratings and Target Price History**
**Fundamental Research**

Analyst: Prashant Nair, CFA




| | Date | Rating | Target Price | Closing Price |
|---|---|---|---|---|
| 1 | 25-Jan-08 | 1M | *725.00 | 605.40 |
| 2 | 6-Mar-08 | *2M | *642.00 | 579.90 |
| 3 | 29-May-08 | *2L | *708.00 | 676.45 |
| 4 | 21-Jul-08 | *2M | *739.00 | 675.65 |
| 5 | 9-Dec-08 | 2M | *535.00 | 481.20 |
| 6 | 20-Jan-09 | 2M | *547.00 | 467.90 |
| 7 | 21-May-09 | 2M | *700.00 | 635.75 |
| 8 | 9-Jun-09 | *1M | *825.00 | 711.40 |
| 9 | 7-Oct-09 | 1M | *1,180.00 | 948.25 |
| 10 | 10-May-10 | *2M | *1,350.00 | 1,220.40 |

* Indicates change

Rating/target price changes above reflect Eastern Standard Time

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|---|---|---|---|
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