SAMSUNG

SAMSUNG SECURITIES

Platform Business Team

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► AT A GLANCE

Recommend	BUY						
Target price	KRW108,000	(34,5%)					
Current price	KRW80,300						
Market cap	KRW2,3t/USD2,0	b					
Shares (float)	30,004,345 (38.3	3%)					
52-week high/low	KRW92,500/KRV	V69,100					
Avg daily trading	KRW20.0b/						
value (60-day)	USD17.7m						

ONE-YEAR PERFORMANCE

	1M	6M	12M
Studio Dragon (%)	-4.7	4.7	0,8
Vs Kosdaq (%pts)	-3.2	-20.5	-19.8

KEY CHANGES

(KRW)	New	Old	Diff
Recommend.	BUY	BUY	
Target price	108,000	108,000	0.0%
2020E EPS	1,468	1,438	2.1%
2021E EPS	1,758	1,814	-3.1%

SAMSUNG vs THE STREET

No of estimates	21
Target price	109,048
Recommendation	4.0

 $\mathsf{BUY} \bigstar \bigstar \div 5 \, / \, \mathsf{BUY} \colon 4 \, / \, \mathsf{HOLD} \colon 3 \, / \, \mathsf{SELL} \colon 2 \, / \, \mathsf{SELL} \bigstar \bigstar \div 1$

Studio Dragon (253450)

Expanding global presence

- Studio Dragon's operating profit reached KRW16b in 3Q, beating market expectations by 51% thanks to the recognition of a downpayment (relating to the sale of two old titles to a Chinese OTT platform service provider).
- Its enhanced global presence can be confirmed by an increase in the number of dramas sold and a hike in the ASPs of its new and old titles.
- The company has laid the foundations for additional growth via expanding its distribution channel, signing co-production contracts with global players, and partnering with Naver. Our BUY rating and KRW108,000 target (based on 16x its 12month forward EV/EBITDA) remain unchanged.

WHAT'S THE STORY?

3Q review: Studio Dragon's consolidated sales fell 19% y-y to KRW106.3b in 3Q but its consolidated operating profit surged 46.8% y-y to KRW16b (beating consensus by 51%). Sales contracted y-y on pandemic-related impacts—*ie*, a drop in the number of dramas produced and a lack of tent-pole dramas (the firm produced *Arthdal Chronicles* and *Hotel del Luna* in 3Q19). The earnings surprise owes much to a downpayment relating to its selling two old titles to a Chinese OTT platform service provider. Under the deal, Studio Dragon will not have to return the deposit even if the dramas are not broadcast in China. It should receive more from the Chinese firm when the dramas are aired. This case testifies to its strong bargaining power when selling content overseas. Netflix aired a number of its dramas in 3Q: *It's Okay Not to Be Okay* (12 episodes); *Stranger* (14 episodes); and *Record of Youth* (8 episodes).

Global presence growing: With the popularity of K-content growing globally, Studio Dragon's overseas sales are gaining momentum. Its overseas sales accounted for only 22.6% of its total sales in 2016 versus 39.8% in 3Q20. Not only the number of dramas sold but also the prices of old and new titles are on the rise. Over 1Q-3Q, its ASP likely climbed 25% y-y for old titles and 60% y-y for new ones. Furthermore, Netflix was once the only global OTT platform buying content from the Korean firm. However, with K-content gaining international renown, Studio Dragon has begun forming business partnerships with Chinese OTT service providers. Its enterprise value may level up again next year as a Chinese OTT platform is considering ordering original content production (targeting global markets) from Studio Dragon.

SUMMARY OF 3Q20 RESULTS

(KRWb)	3Q20	CI	Chg		f (%)
		(% y-y)	(% q-q)	Samsung	Consensus
Sales	106.3	-18.9	-34.2	-0.8	-12.1
Operating profit	16.0	46.7	-5.1	63.7	50.4
Pre-tax profit	15.2	16.1	- 11.5	53.8	34.9
Net profit	10.6	-8.0	-20.7	34.0	5.2
Margins (%)					
Operating profit	15.1				
Pre-tax profit	14.3				
Net profit	10.0				

Source: Company data, Samsung Securities estimates

(Continued on the next page) VALUATION SUMMARY

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	2019	2020E	2021E						
Valuation (x)									
P/E	85.9	54.7	45.7						
P/B	5.3	5.1	4.6						
EV/EBITDA	15.0	12.1	10.9						
Div yield (%)	0.0	0.0	0.0						
EPS growth (% y-y)	-26.3	56.0	19.7						
ROE (%)	6.4	9.3	10.7						
Per-share data (KRW)									
EPS	941	1,468	1,758						
BVPS	15,242	15,629	17,387						
DPS	0	0	0						

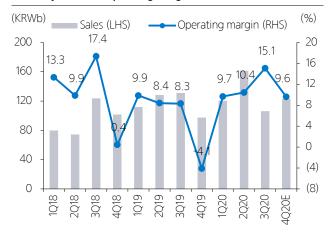
Laying foundations for growth: Although the pandemic has taken a toll on drama production and the broadcasting environment, Studio Dragon is laying the groundwork for additional growth—it plans to sell content to multiple OTT streaming services in the near future. The firm is in talks with global players to coplan and co-produce new shows based on its original content and IP—it is likely to turn Naver's IP (*eg*, that relating to webtoons and web novels) into films and dramas. It will also start producing middle and short content. We maintain BUY and our KRW108,000 target price (which is based on 16x its 12-month forward EV/EBITDA; the average of its lows over 2017-2018).

Results and forecasts

(KRWb)	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20E	2018	2019	2020E	2021E
Sales	79.9	74.3	123,7	101,7	111,8	128,2	131,2	97.4	120,3	161,4	106.3	122,8	379.6	468,7	510,8	593.4
Programing	40.7	34.1	48.9	54.4	44.1	58.1	60.8	45.7	45.2	65.4	45.7	43.6	178.1	208.7	199.9	215.7
Distribution	32.1	28.8	63.4	37.8	56.2	60.3	60.0	42.8	66.9	75.7	50.9	66.4	162.1	219.3	259.9	322.4
Other	7.1	11.4	11.4	9.5	11.5	9.8	10.4	8.9	8.2	20.3	9.7	12.7	39.4	40.6	50.9	55.3
Gross profit	13,6	10.6	24,8	6.5	15.0	15,4	15,3	2,2	16.7	21,8	21,3	18,2	55.6	47.9	77.9	88,1
SG&A costs	3.0	3.3	3.3	6.0	4.0	4.6	4.4	6.2	5.1	4.9	5.3	6.4	15.7	19.2	21.7	23.4
Operating profit	10.7	7.3	21,5	0.4	11.0	10,8	10,9	-4.0	11,6	16.9	16.0	11,8	39.9	28,7	56,3	64.6
Non-operating profit	0.2	3.7	0.6	1.3	2.1	1.1	2.2	-1.1	0.4	0.3	-0.8	0.6	5.7	4.3	0.5	2.2
Pre-tax profit	10.8	11.0	22.1	1.7	13.2	11.9	13.1	-5.1	12.0	17.2	15.2	12.4	45.7	33.1	56.8	66.8
Net profit (controlling)	7.9	8.9	17,3	1,7	9,2	7.3	11,5	-1,6	8.5	13,4	10,6	9.2	35,8	26,4	41.7	52,8
Gross margin (%)	17.1	14.3	20.1	6.4	13.4	12.0	11.7	2.2	13.8	13.5	20.0	14.8	14.6	10.2	15.3	14.8
Operating margin (%)	13.3	9.9	17.4	0.4	9.9	8.4	8.3	-4.1	9.7	10.4	15.1	9.6	10.5	6.1	11.0	10.9
Net margin (controlling) (%)	9.8	12.0	14.0	1.7	8.2	5.7	8.8	-1.7	7.1	8.3	10.0	7.5	9.4	5.6	8.2	8.9
Chg (% y-y)																
Sales	6.0	19.6	59.7	41,5	40.0	72,6	6.0	-4.2	7.6	25,9	-19.0	26.0	32,4	23,5	9.0	16,2
Programing	54.5	41.1	17.1	39.5	8.4	70.5	24.4	-16.1	2.5	12.6	-24.9	-4.4	35.7	17.2	-4.2	7.9
Distribution	-12.0	9.5	172.0	46.9	75.1	109.2	-5.4	13.3	19.1	25.5	-15.2	55.3	44.9	35.3	18.5	24.1
Other	-43.4	-1.9	-8.3	33.1	63.1	-14.1	-9.0	-6.7	-29.2	107.1	-6.4	42.8	-9.8	3.0	25.3	8.7
Gross profit	-18.6	-12.8	131,0	-12.9	9.9	45.1	-38,4	-66.2	11,1	41.7	39,2	730.4	17.9	-13.8	62,8	13.0
SG&A costs	7.3	0.2	-16.6	51.9	33.1	40.2	31.0	2.7	28.4	5.8	21.3	3.1	11.5	22.4	13.1	8.1
Operating profit		-17.6	223.0	-87.3	3.5	47.3	-49.2	Turned neg	5.5	56.3	46.8	To turn pos	21.0	-28.1	96.1	14.8
Non-operating profit	Turned.	3,948.9	Turned pos	Turned pos	1,160.7	-71.7	290.9	Turned neg	-79.7	-69.4	적전	To turn pos	Turned pos	-24.3	-87.7	303.4
Pre-tax profit	-18.2	23.0	247.7	1.9	22.2	7.6	-40.8	Turned neg	-9.2	44.5	16.2	To turn pos	51.0	-27.5	71.5	17.6
Net profit (controlling)	-41,3	217.4	206,3	-12.6	17,2	-17.4	-33,5	Turned neg	-7.3	82,1	-8.0	To turn pos	50,3	-26,3	57.8	26.5
Gross margin (%pts)	-5.2	-5.3	6.2	-4.0	-3.7	-2.3	-8.4	-4.1	0.4	1.5	8.4	12.6	-1.8	-4.4	5.0	-0.4
Operating margin (%pts)	-5.2	-4.5	8.8	-4.4	-3.5	-1.4	-9.0	-4.6	-0.2	2.0	6.8	13.7	-1.0	-4.4	4.9	-0.1
Net margin (controlling) (%pts)	-7.9	7.5	6.7	-1.1	-1.6	-6.2	-5.2	-3.4	-1.1	2.6	1.2	9.2	1.1	-3.8	2.5	0.7

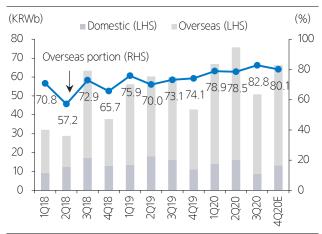
Source: Company data, Samsung Securities

Quarterly sales and operating margin



Source: Company data, Samsung Securities

Sales: Domestic and overseas



Source: Company data, Samsung Securities

2020 drama lineup

r I	No. Channe	l Title	Air dates	Episod	es Writers	Director	Leading actors	Days
) 1		Black Dog	Dec 14, 2019- Feb 4, 2020	16	Park Ji-eun	Lee Jung-hyo	Hyeon Bin, Son Ye-jin, Seo Ji-hye	Mon, Tue
2	2	Crash Landing on You	Dec 16, 2019- Feb 16, 2020	16	Park Ju Yeon	Hwang Jun Hyeok	Seo Hyeon Jin, Ra Mi Ran	Sat, Sun
	3	Money Game	Jan 5-Mar 5	16	Lee Young Mi	Kim Sang Ho	Ko Soo, Sim Eun Kyeong	Wed, Thu
4	1	Method	Feb 10-Mar 17	12	Yeon Sang Ho	Kim Yong Wan	Um Ji Won, Sung Dong II, Cho Min Soo	Mon, Tue
Ē	5	Hi Bye Mama	Feb 22-Apr 12	16	Kwon Hye-joo	Yoo Je-won	Kim Tae-hee, Lee Kyu-hyung	Sat, Sun
(5	Memorist	Mar 11-Apr 30	16	Ahn Doha, Hwang Hana	Kim Hui, So Jae- hyun	Yoo Seung-ho, Lee Se-young	Wed, Thu
,	7	A Piece of Your Mind	Mar 23-Apr 28	12	Lee Sook Yeon	Lee Sang Yeob	Jung Hae-in, Chae Soo-bin	Mon, Tue
8	3	When My Love Blooms	Apr 25-Jun 14	16	Jeon Hui-yung	Son Jung-hyun	Yoo Ji-tae, Lee Bo-yung	Sat, Sun
9	9	Mothers	May 4-5	2	Ryu Bori Jang	Jang Jeong-do	Han Hye Jin, Kim Mi Kyung, Jung Jung Yeon	Mon, Tue
1	0 tvN	Oh My Baby	May 13-Jul 2	16	Roh Seon-jae	Nam Ki-hoon	Jang Nara, Ko Jun, Park Byung-eun	Wed, Thu
1	1	My Unfamiliar Family	Jun 1-Jul 21	16	Kim Eun-jung	Kwon Yung-il	Han Ye Ri, Choo Jae Hyun, Hye Jung	Mon, Tue
1	2	It's Okay to Not Be Okay	yJun 20 - Aug 9	16	Cho Yong	Park Shin-woo	Kim Soo-hyun, Seo Ye-ji	Sat, Sun
1	3	The Flower of Evil	Jul 29-Sep 17	16	Yoo Jung-hui	Kim Chul-kyu	Lee Jun-ki, Moon Chae-won	Wed, Thu
1	4	Secret Forest Season 2	Aug 15-Oct 4	16	Lee Soo-yeon	Park Hyun-seok	Cho Seung-woo, Yoon Se-ah, Lee Jun-hyuk	Sat, Sun
1	5	A Record of Youth	Sep 7-Oct 27	16	Ha Myung-hee	Ahn Gil-ho	Park Bo-gum, Park So-dam	Mon, Tue
1	6	The Tale of a Gumiho	Oct 7-Nov 26	16	Han Woo-ri	Kang Shin-hyo	Lee Dong Wook, Jo Bo-ah	Wed, Thu
1	7	StartUp	Oct 17-Dec 6	16	Park Hye-ryun	Oh Chung-hwan	Nam Ju-hyuk, Suji, Kim Sun-ho	Sat, Sun
1	8	Day and Night	Nov 30-Jan 19, 2021	16	Shin Yoo-dam	Jo Soo-won	Namgung-min, Lee Chung-a	Mon, Tue
1	9	True Beauty	Dec 9-Jan 28, 2021	16	Lee Si-eun	Kim Sang-hyeop	Cha Eun-woo, Moon Ga-young	Wed, Thu
2	20	Queen Cheorin	Dec 12-Feb 14, 2021	20	Park Gye-ok, Choi Jin-young	Yoon Sung-sik	Shin Hye-seon, Kim Jung-hyun	Mon, Tue
2	21	Call It Like You See It	Feb 1 - Mar 22	16	Ko Young Jae	Lee Jun Hyeong	Jang Hyeok, Jin Su Yeon	Sat, Sun
2	22	Rugal	Mar 28 - May 17	16	Do Hyeon	Kang Chul Woo	Park Sung Woong, Choi Jin Hyeok	Sat, Sun
2	23	Train	Jul 11 - Aug 16	12	Park Ga-yeon	Ryu Seung-jin	Kim Jae-wook	Sat, Sun
2	OCN 24	Missing	Aug 29-Oct 11	16	Ban Ki-ri, Jung So- young	Kim Sung-soo	Ko Soo, Ahn So-hee, Seo Eun-soo	Sat, Sun
2	25	Wonderful Rumors	Nov 28-Jan 28, 2021		Yeojina	Yoo Seon-dong	Cho Byung-gyu, Yoo Jun-sang, Kim Se-jung	ⁿ Sat, Sun
2	26	My Holo Love	Feb 7	12	Ryu Yong-jae	Lee Sang-yeop	Yoon Hyun-min, Ko Sung-hee	-
2	Netflix 27	Sweet Home	Dec	10	Hong So-ri, Kim Hyung-min	Lee Eung-bok	Song Kang, Lee Jin-wook, Lee Si- young	-
2	28 KBS	I've Been There Once	Mar 28-Sep 13	50	Yang Hee-seung	Lee Jae-sang	Lee Min-jung, Lee Sang-yeop, Lee Jung-eun	Sat, Sun
2	 29 SBS	The King: The Eternal Monarch	Apr 17-Jun 12	16	Kim Eun Sook	Paik Sang Hoon	Lee Min Ho, Kim Ko Eun, Woo Do Hwan	Fri, Sat

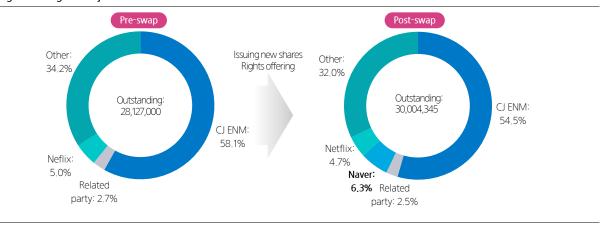
Source: Company data, Samsung Securities

Studio Dragon-Naver: Equity-swap deal details

Category	Detail					
Company	Studio Dragon	Naver				
Target	Naver	Studio Dragon				
Outstanding	164,263,395	28,127,000				
Shares received	523,560	1,877,345				
Value (KRWb)	150	150				
Stake (%)	0.32	6,26				
Method	1) Naver will give treasury shares to Studio Dra	agon				
	2) Studio Dragon will offer new shares to Naver					
Method	Rights offering	Treasury shares				
Purpose	Strengthen strategic cooperation					
	1) Expansion of premium content production	by securing original IP				
	2) Business diversification					
	3) Cooperation in global business					
Contract date	Oct 26, 2020					
Board of directors resolution	Oct 26, 2020					
Swap date	Nov 10, 2020					
Contract details	Options within contract:					
	1) Right to sell stake					
	2) Right to first refusal if counterparty decides to sell stake					
Note	Naver will be second-largest shareholder in St	tudio Dragon				

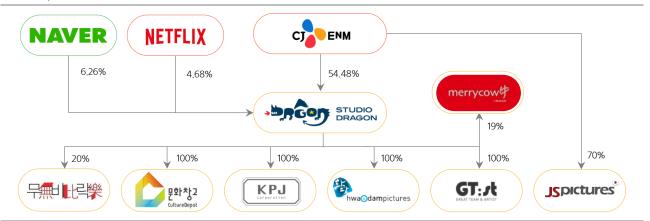
Source: Company data, Samsung Securities

Studio Dragon: Change in major shareholders



Source: Company data, Samsung Securities

Ownership structure



Source: Company data, Samsung Securities

Earnings revision

(KRWb) -	2020E			2021E		
(KKVVD)	Old	New	Chg %	Old	New	Chg %
Sales	514.6	510.8	-0.7	594.2	593.4	-0.1
Operating profit	50.3	56.3	12.0	61.1	64.6	5.8
Operating margin (%, %pts)	9.8	11.0	1.3	10.3	10.9	0.6
Pre-tax profit	51.8	56.8	96	64.5	66.8	3.5
Net profit (controlling)	40.4	41.7	3.2	51.0	52.8	3.5

Note: Reflects rights offering Source: Samsung Securities

Income statement

Year-end Dec 31 (KRWb)	2018	2019	2020E	2021E	2022E
Sales	380	469	511	593	641
Cost of goods sold	324	421	433	505	541
Gross profit	56	48	78	88	100
Gross margin (%)	14.6	10.2	15.3	14.8	15.6
SG&A expenses	16	19	22	23	25
Operating profit	40	29	56	65	75
Operating margin (%)	10.5	6.1	11.0	10.9	11.7
Non-operating gains (losses)	6	4	0	2	2
Financial profit	7	10	8	5	4
Financial costs	1	6	7	2	2
Equity-method gains (losses)	0	0	-0	0	0
Other	-0	0	-0	-0	-0
Pre-tax profit	46	33	57	67	77
Taxes	10	7	15	14	16
Effective tax rate (%)	21.5	20.1	26.6	21.0	21.0
Profit from continuing operations	36	26	42	53	61
Profit from discontinued operations	0	0	0	0	0
Net profit	36	26	42	53	61
Net margin (%)	9.4	5.6	8.2	8.9	9.5
Net profit (controlling interests)	36	26	42	53	61
Net profit (non-controlling interests)	0	0	0	0	0
EBITDA	115	146	178	195	213
EBITDA margin (%)	30.3	31.1	34.8	32.9	33.2
EPS (parent-based) (KRW)	1,278	941	1,468	1,758	2,030
EPS (consolidated) (KRW)	1,278	941	1,468	1,758	2,030
Adjusted EPS (KRW)*	1,278	941	1,468	1,758	2,030

Cash flow statement

Year-end Dec 31 (KRWb)	2018	2019	2020E	2021E	2022E
Cash flow from operations	-29	-12	134	165	181
Net profit	36	26	42	53	61
Non-cash profit and expenses	84	124	134	142	150
Depreciation	0	2	1	1	1
Amortization	75	115	120	129	137
Other	9	7	13	11	13
Changes in A/L from operating activities	-139	-143	-26	-16	-14
Cash flow from investments	141	-81	-104	-146	-158
Change in tangible assets	-0	-0	-1	-1	-1
Change in financial assets	140	-42	4	-8	-6
Other	1	-39	-107	-137	-151
Cash flow from financing	-10	-0	-3	-4	-0
Change in debt	-8	8	-2	-4	0
Change in equity	1	2	0	0	0
Dividends	0	0	0	0	0
Other	-2	-9	-1	-0	-0
Change in cash	102	-93	27	12	19
Cash at beginning of year	51	153	60	86	98
Cash at end of year	153	60	86	98	118
Gross cash flow	120	150	176	194	211
Free cash flow	-29	-13	133	164	180

Note: * Excluding one off items

*** Fully diluted, excluding one-off items
*** From companies subject to equity-method valuation

Source: Company data, Samsung Securities estimates

Balance sheet

Year-end Dec 31 (KRWb)	2018	2019	2020E	2021E	2022E
Current assets	247	244	293	351	402
Cash & equivalents	153	60	86	98	118
Accounts receivable	69	84	100	122	134
Inventories	1	0	1	1	1
Other current assets	25	101	106	130	150
Fixed assets	265	337	335	350	374
Investment assets	4	13	22	26	32
Tangible assets	1	1	1	1	1
Intangible assets	199	233	226	232	240
Other long-term assets	62	89	86	92	101
Total assets	512	582	628	702	777
Current liabilities	108	145	151	175	189
Accounts payable	20	18	23	27	29
Short-term debt	0	0	0	0	0
Other current liabilities	89	127	128	148	160
Long-term liabilities	3	8	9	5	5
Bonds & long-term debt	0	0	0	0	0
Other long-term liabilities	3	8	9	5	5
Total liabilities	111	153	1 59	180	194
Owners of parent equity	401	428	469	522	583
Capital stock	14	14	14	14	14
Capital surplus	320	322	322	322	322
Retained earnings	68	94	135	188	249
Other	-0	-1	-2	-2	-2
Non-controlling interests' equity	0	0	0	0	0
Total equity	401	428	469	522	583
Net debt	-153	-91	-107	-129	-152

Financial ratios

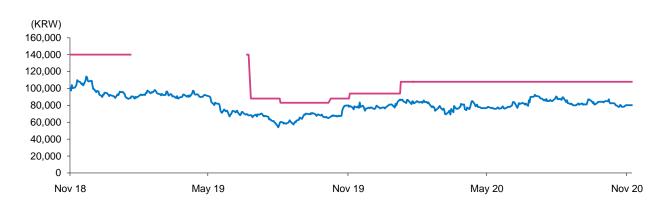
Year-end Dec 31	2018	2019	2020E	2021E	2022E
Growth (%)					
Sales	32.4	23.5	9.0	16.2	8.1
Operating profit	21.0	-28.1	96.0	14.9	16.1
Net profit	50.3	-26.3	57.7	26.6	15.5
Adjusted EPS**	21.7	-26.3	56.0	19.7	15.5
Per-share data (KRW)					
EPS (parent-based)	1,278	941	1,468	1,758	2,030
EPS (consolidated)	1,278	941	1,468	1,758	2,030
Adjusted EPS**	1,278	941	1,468	1,758	2,030
BVPS	14,305	15,242	15,629	17,387	19,417
DPS (common)	0	0	0	0	0
Valuations (x)					
P/E***	72.3	85.9	54.7	45.7	39.6
P/B***	6.5	5.3	5.1	4.6	4.1
EV/EBITDA	21,2	15.0	12.1	10.9	9.9
Ratios (%)					
ROE	9.3	6.4	9.3	10.7	11.0
ROA	7.4	4.8	6.9	7.9	8.2
ROIC	15,2	8.7	13.5	15.5	16.6
Payout ratio	0.0	0.0	0.0	0.0	0.0
Dividend yield (common)	0.0	0.0	0.0	0.0	0.0
Net debt to equity	-38.2	-21.2	-22.8	-24.7	-26.0
Interest coverage (x)	343.0	58.1	77.0	132,7	231.2

Compliance notice

- As of Nov 5, 2020, the covering analyst(s) did not own any shares, or debt instruments convertible into shares, of any company covered in this report.
- As of Nov 5, 2020, Samsung Securities' holdings of shares and debt instruments convertible into shares of each company covered in this report would not, if such debt instruments were converted, exceed 1% of each company's outstanding shares.
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Target price changes in past two years



Rating changes over past two years (adjusted share prices)

Date	2018/7/12	2019/7/1	8/9	10/14	11/8	2020/1/14
Recommendation	BUY	BUY	BUY	BUY	BUY	BUY
Target price (KRW)	140,000	88,000	83,000	88,000	94,000	108,000
Gap* (average)	-27.09	-26.53	-21,77	-17.92	-16.65	
(max or min)**	-14 43	-20.00	-14 46	-8 98	-7 45	

Note: * [(average, maximum, or minimum share price over duration of target price minus target price) / target price] x 100%

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Company		Industry	
BUY	Expected to increase in value by 10% or more within 12 months and	OVERWEIGHT	Expected to outperform market by 5% or more within 12 months
HOLD SELL	is highly attractive within sector Expected to increase/decrease in value by less than 10% within 12 months Expected to decrease in value by 10% or more within 12 months	NEUTRAL UNDERWEIGHT	Expected to outperform/underperform market by less than 5% within 12 months Expected to underperform market by 5% or more within 12 months

Percentage of ratings in 12 months prior to Sep 30, 2020 $\,$

BUY (76.5%) | HOLD (23.5%) | SELL (0%)

^{**} Maximum/minimum share price if new target is higher/lower than market close on the business day prior to target price change

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