



Please find our Research on Bloomberg BRYG <GO>

8th April 2016

BG's Wake Up Call

	Last close	Daily chg (%)	Chg YTD (%)
Indices			
Dow Jones	17541.96	-0.98%	+0.67%
S&P 500	2041.91	-1.20%	-0.10%
Nasdaq	4848.37	-1.47%	-3.18%
Nikkei	15821.52	+0.46%	-17.25%
Stoxx 600	328.097	-0.77%	-10.31%
CAC 40	4245.91	-0.90%	-8.44%
Oil /Gold			
Crude WTI	37.37	-1.01%	+0.46%
Gold (once)	1240.28	+1.48%	+16.75%
Currencies/Rates			
EUR/USD	1.1382	+0.07%	+4.78%
EUR/CHF	1.0868	-0.17%	-0.06%
German 10 years	0.087	-24.90%	-86.31%
French 10 years	0.365	-3.16%	-62.79%
Euribor	-	+-%	+-%

Economic releases :

Date	
8th-Apr	CH - Unemployment rate Mar. (3.5%) DE - Trade Balance Feb. (20.3b A vs. 18b E) GB - Manuf Prod. Feb. (-0.7% E y/y) GB - Total trade Balance US - Wholesale Inventories Feb. (-0.2% m/m) US - Baker Hughes Rig Count.

Upcoming BG events :

Date	
8th-Apr	VINCI (BGLuxembourg roadshow with CFO)
12th-Apr	DBV TECH. (BG Paris roadshow with CEO)
20th-Apr	REMY COINTREAU (BG Paris breakfast with CFO)
22nd-Apr	PERNOD RICARD (BG Paris roadshow with Head of IR)
28th-Apr	ORPEA (BG Luxembourg with IR)
28th-Apr	ORPEA (BG Luxembourg with IR)

Recent reports :

Date	
6th-Apr	EDP Renovaveis : Renewables, what else?
4th-Apr	GAMELOFT : Nothing to gain by tendering your GFT shares now!
29th-Mar	IPSEN Cabozantinib makes Ipsen a different story
23rd-Mar	AMOEBIA It's getting closer!
23rd-Mar	Feedback from our TMT Conference in Paris
22nd-Mar	LUXOTTICA : Turbulence almost over, make the most of it!

List of our Reco & Fair Value : Please click here to download



NICOX

CORPORATE, Fair Value EUR14

A visible decrease in pressure... (full report released today)

We are initiating coverage of Nicox with a Fair Value of EUR14.0. In our view the market is clearly underestimating the potential of latanoprostene bunod (LBN) in glaucoma (BG peak sales: around EUR600m from a conservative stance) and the group's risk-reward profile is fairly attractive following the share-price decline.

WIRECARD

BUY-Top Picks, Fair Value EUR52 (+59%)

Conference call feedback – Key points to take away

No surprises regarding the FY15 earnings released yesterday morning. For FY16, we are already at the high end of the recently increased EBITDA guidance and we confirm our estimate. P/E of 17.9x vs. restated EPS growth of +38% in 2016e. The negative share price reaction yesterday afternoon is inconsistent. We maintain our Buy rating and FV of EUR52. The stock is on our Q2 Top Pick list.

BREWERS

Heineken remains a buy

Yesterday we lowered our recommendation for some of the brewers, which leaves Heineken as the only brewer that we consider worthwhile buying.

In brief...

BIOMÉRIEUX, Four panels now approved for use with FilmArray Torch

ASTRAZENECA, USD100m in externalisation revenues as AZD3293 moves to phase III

Healthcare

Nicox

Price EUR7.14

A visible decrease in pressure... (full report released today)

Fair Value EUR14

CORPORATE

Bloomberg	COX FP
Reuters	NCOX.LN
12-month High / Low (EUR)	9.9 / 6.0
Market Cap (EURm)	163
Ev (BG Estimates) (EURm)	150
Avg. 6m daily volume (000)	95.40
3y EPS CAGR	67.3%

We are initiating coverage of Nicox with a Fair Value of EUR14.0. In our view the market is clearly underestimating the potential of latanoprostene bunod (LBN) in glaucoma (BG peak sales: around EUR600m from a conservative stance) and the group's risk-reward profile is fairly attractive following the share-price decline.

ANALYSIS

- **Why invest now?** Nicox is clearly on the verge of a major turning point with the potential approval of latanoprostene bunod (LBN) in monotherapy, aiming to reduce intra-ocular pressure (IOP) in patients suffering from open-angle glaucoma or ocular hypertension (deadline given for the FDA's green light: 21st July 2016).
- **LBN: set to trigger a future re-rating.** Phase III results published in 2014 bode well and it is very probably for this reason that Nicox' partner, Valeant/Bausch+Lomb, sees peak sales potential of USD1.0bn for the product. Admittedly, our forecasts are far more conservative than the big pharma's, but we are still forecasting very high potential (-EUR600m given that 1/ LBN could be the most efficient prostaglandin analogue for reducing IOP in glaucoma, 2/ we do not expect Rho inhibitors to take the market by storm).
- **Initiation with a FV of EUR14.0.** Although we forecast considerable upside potential already (around 100%), our valuation could be increased massively if the FDA approves LBN and AC-170 (EUR20.0, implying upside potential of more than 190%).

NEXT CATALYSTS

- The main catalyst that we see is obviously the FDA's approval of latanoprostene bunod in monotherapy aimed at reducing intra-ocular pressure in patients suffering from open-angle glaucoma or ocular hypertension. Following this, we believe that the share should benefit from a very significant re-rating.

[Click here to download](#)

	1 M	3 M	6 M	31/12/15
Absolute perf.	-0.2%	-14.9%	-17.8%	-21.8%
Healthcare	0.4%	-6.8%	-4.7%	-10.1%
DJ Stoxx 600	-3.8%	-5.3%	-9.1%	-10.3%

YEnd Dec. (EURm)	2014	2015e	2016e	2017e
Sales	6.0	9.9	10.8	17.8
% change		65.4%	9.3%	64.9%
EBITDA	-21.8	-24.4	-17.4	-24.7
EBIT	-21.8	-24.4	-17.4	-24.7
% change		-12.1%	28.6%	-41.6%
Net income	-22.9	-24.4	-17.4	-24.7
% change		-6.7%	28.6%	-41.6%

	2014	2015e	2016e	2017e
Operating margin	NM	NM	NM	NM
Net margin	NM	NM	NM	NM
ROE	-22.0	-22.3	-18.9	-36.6
ROCE	-18.7	-19.1	-15.8	-28.7
Gearing	-5.7	-12.0	5.5	50.6

(EUR)	2014	2015e	2016e	2017e
EPS	-0.23	-1.07	-0.76	-1.08
% change		NS	28.6%	-41.6%
P/E	NS	NS	NS	NS
FCF yield (%)	NM	NM	NM	NM
Dividends (EUR)	0.00	0.00	0.00	0.00
Div yield (%)	NM	NM	NM	NM
EV/Sales	26.3x	15.2x	15.5x	11.1x
EV/EBITDA	NS	NS	NS	NS
EV/EBIT	NS	NS	NS	NS



Analyst :
 Mickael Chane Du
 33(0) 1 70 36 57 45
 mchanedu@bryangarnier.com

Sector Team :
 Eric Le Berrigaud
 Hugo Solvet

TMT

Wirecard

Price EUR32.75

Conference call feedback – Key points to take away

Fair Value EUR52 (+59%)

BUY-Top Picks

Bloomberg	WDI GR
Reuters	WDIG.DE
12-month High / Low (EUR)	47.4 / 31.2
Market Cap (EUR)	4,047
Ev (BG Estimates) (EUR)	3,350
Avg. 6m daily volume (000)	849.6
3y EPS CAGR	28.8%

No surprises regarding the FY15 earnings released yesterday morning. For FY16, we are already at the high end of the recently increased EBITDA guidance and we confirm our estimate. P/E of 17.9x vs. restated EPS growth of +38% in 2016e. The negative share price reaction yesterday afternoon is inconsistent. We maintain our Buy rating and FV of EUR52. The stock is on our Q2 Top Pick list.

ANALYSIS

- **Key metrics in FY15:** 1/ revenue increased by 28.3% Y/Y (+23.2% lfl), breaking down into 63.6% from Europe (+23.9% Y/Y, +20.6% lfl) and 36.4% from outside Europe (+39.6% Y/Y, +29.7% lfl); 2/ transaction volumes processed stood at EUR45.2bn (+31.8% Y/Y, +30.3% lfl), breaking down into 75.2% Europe (+26.3% Y/Y, +26.0% lfl) and 24.8% outside Europe (+51.4% Y/Y, +46.2% lfl); 3/ average fee per transaction of 1.6%, breaking down into 1.4% in Europe and 2.1% outside Europe; 4/ EBITDA of EUR227.3m (margin of 29.5%; last guidance of 223-232m), including a contribution of EUR3.8m in mobile payments (vs. guidance of ~EUR4m).

- **Our view:** Wirecard boasts the best fundamentals in the sector thanks to its positioning in e-commerce (pure-player in online payments) and emerging markets (~30%e in South East Asia). The profitability improvement was also driven by the growing proportion of large merchants in its revenue mix. Indeed, the transaction volumes processed per merchant (from EUR0.96m in 2009 to EUR2.05m in 2015) more than offset the decline in the fee per transaction (from 2.2% to 1.6%) and Wirecard's standardised and mutualised platform generates economies of scale.

- **FY16 EBITDA guidance (EUR290-310m) is based on growth in the European e-commerce market and additional global growth drivers, an increase in processed transaction volumes with existing and new clients, economies of scale, and a contribution from recent acquisitions. Detailed breakdown of the mid-point (EUR300m):** 1/ organic growth of 23% (seen as conservative by management); 2/ an expected EBITDA contribution from mobile payment of EUR5.0m (vs. BG est. 5.5m); 3/ EUR16.0m EBITDA contribution from the payment business of GI Retail (BG est.: EUR16.5m); and 4/ EUR4.0m combined EBITDA contribution from Provus Group and MoIP (BG est.: EUR5.2m). As a reminder, the guidance does not include any effects from the sale of Visa Europe.

- **Regarding the impact of Visa Europe acquired by Visa Inc.** As a reminder, this deal is valued at EUR21.2bn (closing expected in Q2 2016) with the following breakdown: a EUR16.5bn up-front payment (EUR11.5bn in cash and EUR5bn in shares) and EUR4.7bn in potential earn-outs over 4 years. **Wirecard has indicated the overall impact of Wirecard's 0.5% stake in VISA Europe, namely proceeds of EUR117.1m (vs. ~EUR100m previously expected).** It has the same breakdown as Visa Europe for the cash (EUR67.3m), the stock (EUR23.8m) and the earn-out contribution (EUR26.0m). It should come as a positive financial result (not the potential earn-outs but the upfront payment and the value of the shares). In Europe, in the online field, Wirecard is the substantial acquirer.

- **Strong market prospects:** 1/ global e-commerce growth in 2016 of 16-17% (Euromonitor/Statista); 2/ growth of the European e-commerce market of 12% for 2016 (Forrester/Statista); and 3/ growth prospects for the Asian market of 25% in 2016 (Statista).

- **M&A strategy:** the group has a conservative M&A policy allowing for **targets of up to 10% of its revenue** (no risk of capital increase). In order to be really global, management is focusing on a **US market entry within 12-16 months** (it could no longer remain outside), organically or via M&A on conservative multiples (it is in initial talks on potential deals but these remain in the early stages).

- **Regarding Zatarra's allegations:** there is no impact on operational business. People or legal entities behind Zatarra are not yet identified (Wirecard has legal advisors and there is still a research process ongoing). Once this is known, it will finally be able to sue them. The BaFin has started an investigation into possible market manipulation by false or misleading information.

VALUATION

- **No surprises regarding the FY15 earnings released yesterday. We are making no changes to our forecasts.**
- **We expect restated EPS growth of 38% in FY16e (vs. +31% in FY15 and +23% in FY14) compared to a P/E of 17.9x.** We see the current share price as a clear **Buy opportunity**.
- **We maintain our Buy rating and FV of EUR52.** At our FV, P/E would be 28.4x. **Q2 Top Pick list.**

	1 M	3 M	6 M	31/12/15
Absolute perf.	-12.0%	-28.0%	-23.3%	-29.6%
Softw. & Comp.	0.0%	-1.6%	9.5%	-5.5%
DJ Stoxx 600	-3.8%	-5.3%	-9.1%	-10.3%

YEnd Dec. (EURm)	2015	2016e	2017e	2018e
Sales	771.3	1,016	1,259	1,504
% change		31.7%	23.9%	19.5%
EBITDA	227	306	385	466
EBIT	197.4	270.7	341.1	413.7
% change		37.1%	26.0%	21.3%
Net income	163.8	225.9	287.2	350.1
% change		37.9%	27.1%	21.9%

	2015	2016e	2017e	2018e
Operating margin	25.6	26.6	27.1	27.5
Net margin	18.5	19.8	20.3	20.8
ROE	11.1	13.7	15.0	15.7
ROCE	29.5	30.7	33.2	35.2
Gearing	-54.1	-47.6	-47.5	-48.8

(EUR)	2015	2016e	2017e	2018e
EPS	1.33	1.83	2.33	2.84
% change	-	37.9%	27.1%	21.9%
P/E	24.7x	17.9x	14.1x	11.6x
FCF yield (%)	3.2%	2.9%	4.2%	5.6%
Dividends (EUR)	0.13	0.14	0.15	0.16
Div yield (%)	0.4%	0.4%	0.5%	0.5%
EV/Sales	4.3x	3.3x	2.6x	2.0x
EV/EBITDA	14.8x	10.9x	8.4x	6.6x
EV/EBIT	17.0x	12.4x	9.5x	7.4x



NEXT CATALYSTS

- Q1 sales: 19th May (before trading).

Management track-record from 2010 to 2015: reported EBITDA vs. initial guidance

Year	2010		2011		2012		2013		2014		2015	
	Init. Guid.	Rep. Fig.	Init. Guid.	Rep. Fig.	Init. Guid.	Rep. Fig.	Init. Guid.	Rep. Fig.	Init. Guid.	Rep. Fig.	Init. Guid.	Rep. Fig.
EBITDA	70-75	73.3	81-89	84.4	103-115	109.2	120-130	126.0	160-175	172.9	205-225	227.2
Mid-point	72.5	73.3	85.0	84.4	109.0	109.2	125.0	126.0	167.5	172.9	215.0	227.2
Reported vs. mid-point		+1.1%		-0.7%		+0.2%		+0.8%		+3.2%		+5.7%
Reported vs. upper range		-2.3%		-5.2%		-5.0%		-3.1%		-1.2%		+1.0%

Source: Bryan, Garnier & Co.

- In recent years, the group has regularly raised its EBITDA guidance (several times during the year).
- On average, it has reported a figure 2% higher than the middle of its initial range (6% higher in 2015).
- Every year, it moves slightly closer to the top-end of its initial range, and **above the range for the first time in 2015e**. We expect a similar scenario in 2016e (BG est. EUR306.4 vs. initial guidance range of EUR280-300m).

[Click here to download](#)



Analyst :
Richard-Maxime Beaudoux
33(0) 1.56.68.75.61
rmbeaudoux@bryangarnier.com

Sector Team :
Thomas Coudry
Gregory Ramirez
Dorian Terral

Sector View

Brewers

Heineken remains a buy

	1 M	3 M	6 M	31/12/15
Food & Bev.	-0.1%	-0.3%	2.4%	-4.0%
DJ Stoxx 600	-3.8%	-5.3%	-9.1%	-10.3%

*Stoxx Sector Indices

Companies covered

AB INBEV	NEUTRAL	EUR109
Last Price	EUR107.1	Market Cap. EUR172,243m
CARLSBERG	SELL	DKK500
Last Price	DKK622	Market Cap. DKK95,227m
HEINEKEN	BUY	EUR79
Last Price	EUR78.84	Market Cap. EUR45,412m
MOLSON COORS	NEUTRAL	USD97
Last Price	USD92.3	Market Cap. USD19,779m
SABMILLER	NEUTRAL	4400p
Last Price	4226.5p	Market Cap. GBP68,528m

Yesterday we lowered our recommendation for some of the brewers, which leaves Heineken as the only brewer that we consider worthwhile buying.

Yesterday we lowered our recommendation for SABMiller to Hold (from Buy) and for Molson Coors to Hold (from Buy); and kept our recommendation for AB InBev at Hold and for Carlsberg at Sell. Indeed on the back of the changed BG research risk free rate (1.6% vs 2.0%) and risk free rate (7% vs 6.4%), we have lowered our DCF-based fair value for AB InBev to EUR109 (vs EUR111), for Heineken to EUR79 (vs EUR83), for Carlsberg DKK500 (vs DKK520) and for Molson Coors to USD97 (vs USD101). For SABMiller the fair value of GBP4,400 is driven by the ABI offer price and remained unchanged. As a result of these fair value adjustments we have limited upside for the brewers. Indeed, AB InBev Heineken and Molson Coors are trading at fair value, SABMiller has an upside of 3% to fair value.

Although there is no upside to fair value for Heineken shares, we believe this stock is still worthwhile buying. We are summarising our buy case for the stock below.

ANALYSIS

- Organically Heineken is growing well with last year delivering organic revenue growth of 3.5% and organic profit growth of 6.9%. But on top of that Heineken is most likely to be the next brewer to make a significant acquisition. And acquisitions are the big value creator (or destructor in some cases) in the sector. AB InBev and Molson Coors will need a couple of years to digest the SABMiller and MillerCoors acquisitions, and Carlsberg is ruling itself out for big acquisitions. With deals like FEMSA Cerveza and Asia Pacific Breweries, Heineken's recent acquisition track record has been good. Furthermore we an estimated net debt/EBITDA of 2.2x by the end of 2016, the company has the capability to gear up. If external growth opportunities would not come along, we can expect at some stage, Heineken to start buying back to 20% that FEMSA has in the company. Indeed, FEMSA was mostly paid in shares when it sold FEMSA Cerveza to Heineken and has always made it clear that although it is a very happy shareholder of Heineken, the stake could be sold if an opportunity in its core retail and bottling business would arrive.
- Furthermore, Heineken has a well- balanced diversified geographic footprint with around 60% of operating profit from developing markets but it carries a low country specific operational risk with the highest contributors ranking Mexico (11%), Vietnam (10%), Nigeria (8%), France (7%) and the UK (6%).
- It has a strong innovation agenda with new products/packaging and extensions accounting for 9.2% of revenues in 2015 (up from a mere 3% in 2010), signalling that the company is adapting swiftly to the rapidly changing consumer environment.
- With brands like Heineken, Tecate, Tiger and Desperados, the company is leading in the international premium segment where growth and profitability are higher (see our note from March 2016 on high end beer). Indeed, Heineken is the brewer which has the highest exposure to high end beer with 36% of volumes and an estimated 60% of profits in that segment. Carlsberg's exposure to high end is 25% of volumes, for AB InBev it is 17%, for SABMiller it is 15% and for MolsonCoors it is 11%. Furthermore Heineken has the set-up (i.e. the geographic presence) to benefit further from the expected growth in import beers in emerging markets.
- Heineken is running programmes to improve the efficiency of its operations and has delivered on them. As a result Heineken's aim to increase operating profit margin by 40bps p.a. over the medium term (through cost savings and price/mix) is credible.
- Furthermore, as the company is reporting in euro it is benefiting from a translation impact from the stronger US dollar, British pound, Vietnamese dong and Mexican peso. However, as the company hedges the US dollar for transactions 18 months ahead, the impact of exporting Heineken from Amsterdam and the Mexican beers to the US, still has to come in 2016/2017.

VALUATION

- Heineken is trading at 19.8x 2016 and 18.3x 2017 earnings compared to 22.1x and 18.4x for ABI.

NEXT CATALYSTS

- 20 April : trading update Heineken q1 [Click here to download](#)



Analyst :
 Nikolaas Faes
 33(0) 1 56 68 75 72
nfaes@bryangarnier.com

Sector Team :
 Loic Morvan
 Antoine Parison
 Cédric Rossi
[Virginie Roumagne](#)

Healthcare

bioMérieux

Price EUR107.75

Four panels now approved for use with FilmArray Torch

Fair Value EUR115 (+7%)

BUY

Bloomberg	BIM FP
Reuters	BIOX.PA
12-month High / Low (EUR)	118.7 / 90.8
Market Cap (EURm)	4,251
Avg. 6m daily volume (000)	50.20

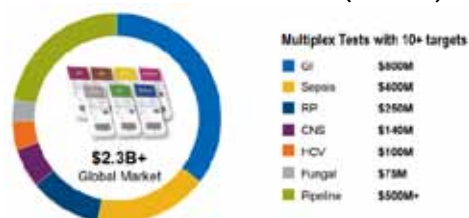
	1 M	3 M	6 M	31/12/15
Absolute perf.	7.1%	-0.2%	14.6%	-2.0%
Healthcare	0.4%	-6.8%	-4.7%	-10.1%
DJ Stoxx 600	-3.8%	-5.3%	-9.1%	-10.3%

	2015	2016e	2017e	2018e
P/E	38.5x	26.3x	22.2x	18.9x
Div yield (%)	0.9%	1.0%	1.1%	1.3%

ANALYSIS

- The FDA approved the Sepsis, Gastro-Intestinal and Meningitis-Encephalitis panels for use with BioMérieux' FilmArray Torch. Once again, the clearance of these panels came shortly after their filing (2nd half of March). The instrument should be made available in the US and in Europe by the summer and in autumn respectively, enabling bioMérieux to benefit from US hospital orders ahead of the 2016/2017 flu season.
- The recent clearance of the FilmArray Torch and its four panels alongside a push on S&M and to a lesser extent, R&D expenses, should enable bioMérieux to 1/ benefit from the window of opportunity left by GenMark to rapidly increase its footprint with a coverage that we estimate at around ~15% of targeted US hospitals. Note that GenMark has yet to communicate on the filing of its ePlex platform expected during Q2. 2/ be less dependent on volatility in the flu season from one year to the next with the ramp-up of other panels. As a reminder, sales from the GI panel which are somewhat marginal at the moment compared to the respiratory ones should fuel growth at BioFire.

The Infectious Disease Market (in USDm)



- Turning to Q1, we would expect the pace of sales growth in the quarter to be slightly softer in view of the demanding comparison basis in Q1 2015. Note that growth in China was dynamic in the first half of 2015 and that BioFire benefited from a very intense flu season. However, we would not expect this to come as a major surprise.

VALUATION

- We reiterate our BUY rating and EUR115 Fair Value (down from EUR118 following changes in our risk free rate and equity risk premium assumptions).

NEXT CATALYSTS

- 21st April: Q1 sales

[Click here to download](#)

Hugo Solvet, hsolvet@bryangarnier.com

Healthcare

AstraZeneca

Price 4,168p

USD100m in externalisation revenues as AZD3293 moves to phase III

Fair Value 5360p (+29%)

BUY

Bloomberg	AZN LN
Reuters	AZN.L
12-month High / Low (p)	4,863 / 3,890
Market Cap (GBPm)	52,698
Avg. 6m daily volume (000)	2,542

ANALYSIS

- AstraZeneca and Lilly jointly announced this morning that following recommendations from the independent data monitoring committee, the phase II/III study AMARANTH currently evaluating BACE inhibitor AZD3293 for early Alzheimer's disease would proceed to phase III. The IDC recommendation is based on a pre-scheduled interim safety analysis. The phase III will be named DAYBREAK and is to study AZD3293 in people with mild Alzheimer's disease and will start enrolling patients in Q3 2016.
- As a consequence of this move into phase III testing, Lilly will make a payment of USD100m to AstraZeneca, which is part of the USD500m in clinical and regulatory milestones to be paid by the potential launch of the drug. Since it is a joint development for which AstraZeneca remains exposed and strongly involved in the project, the payment will be booked as "externalisation revenue" in Q2 2016.
- Note that for Q1 2016, numbers for which are due out later this month, externalisation revenues are set to total between USD400m and USD500m, including two main payments from ProStrakan (Moventig rights in Europe, USD70m) and from CMS (Plendil rights in China, USD310m). This is very much in line with the objective to have externalisation revenues in excess of the 2015 level i.e. USD1,067m. Our estimate for 2016 is USD1,320m. The objective is also to have other operating income (OOI) in excess of the 2015 level (which was USD1.5bn) but here AstraZeneca has been less active and Q1 should be of a magnitude of USD100-150m only. We would not be surprised to see products like lesinurad sold. USD190m will be booked in Q2 from the sale of ex-US rights for Imdur.

VALUATION

- No change.

NEXT CATALYSTS

- 29th April 2016: First-quarter results - [Click here to download](#)

[Eric Le Berrigaud, eleberrigaud@bryangarnier.com](mailto:Eric.LeBerrigaud@bryangarnier.com)

	1 M	3 M	6 M	31/12/15
Absolute perf.	3.8%	-4.9%	1.3%	-9.7%
Healthcare	0.4%	-6.8%	-4.7%	-10.1%
DJ Stoxx 600	-3.8%	-5.3%	-9.1%	-10.3%
	2015	2016e	2017e	2018e
P/E	13.8x	14.9x	15.3x	14.3x
Div yield (%)	4.8%	4.8%	4.8%	4.8%

BG's Wake Up Call

Bryan Garnier stock rating system

For the purposes of this Report, the Bryan Garnier stock rating system is defined as follows:

Stock rating

BUY	Positive opinion for a stock where we expect a favourable performance in absolute terms over a period of 6 months from the publication of a recommendation. This opinion is based not only on the FV (the potential upside based on valuation), but also takes into account a number of elements that could include a SWOT analysis, momentum, technical aspects or the sector backdrop. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.
NEUTRAL	Opinion recommending not to trade in a stock short-term, neither as a BUYER or a SELLER, due to a specific set of factors. This view is intended to be temporary. It may reflect different situations, but in particular those where a fair value shows no significant potential or where an upcoming binary event constitutes a high-risk that is difficult to quantify. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.
SELL	Negative opinion for a stock where we expect an unfavourable performance in absolute terms over a period of 6 months from the publication of a recommendation. This opinion is based not only on the FV (the potential downside based on valuation), but also takes into account a number of elements that could include a SWOT analysis, momentum, technical aspects or the sector backdrop. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.

Distribution of stock ratings

BUY ratings 56.9%

NEUTRAL ratings 35%

SELL ratings 8%

Bryan Garnier Research Team

Healthcare Team	Pharmaceuticals	Eric Le Berrigaud <i>(Head of Equities)</i>	33 (0) 1 56 68 75 33	eleberrigaud@bryangarnier.com
	Biotech/Medtech	Mickael Chane-Du	33 (0) 1 70 36 57 45	mchanedu@bryangarnier.com
	Medtech/Biotech	Hugo Solvet	33 (0) 1 56 68 75 57	hsolvet@bryangarnier.com
Consumer Team	Luxury/Consumer Goods	Loïc Morvan	33 (0) 1 70 36 57 24	lmorvan@bryangarnier.com
	Beverages	Nikolaas Faes	33 (0) 1 56 68 75 72	nfaes@bryangarnier.com
	Retailing	Antoine Parison	33 (0) 1 70 36 57 03	aparison@bryangarnier.com
	Luxury /Consumer Goods	Cedric Rossi	33 (0) 1 70 36 57 25	crossi@bryangarnier.com
	Food & Beverages	Virginie Roumage	33 (0) 1 56 68 75 22	vroumage@bryangarnier.com
TMT	Video Games / Payments	Richard-Maxime Beaudoux	33 (0) 1 56 68 75 61	rmbeaudoux@bryangarnier.com
	Telecom	Thomas Coudry	33(0) 1 70 36 57 04	tcoudry@bryangarnier.com
	Software & IT Services	Gregory Ramirez	33 (0) 1 56 68 75 91	gramirez@bryangarnier.com
	Semiconductor	Dorian Terral	33 (0) 1 56 68 75 92	dterral@bryangarnier.com
Utilities		Xavier Caroen	33 (0) 1 56 68 75 18	xcaroen@bryangarnier.com
Insurance		Olivier Pauchaut <i>(Head of Research)</i>	33 (0) 1 56 68 75 49	opauchaut@bryangarnier.com
Hotels/Business Services		Bruno de La Rochebrochard	33 (0) 1 56 68 75 88	bdelarochebrochard@bryangarnier.com
Construction/ Infrastructures Building Materials		Eric Lemarié	33 (0) 1 70 36 57 17	elemarie@bryangarnier.com
Marketing		Sophie Braincourt	33(0) 1 56 68 75 36	sbraincourt@bryangarnier.com
Market Data & Information Systems Manager		Eric Monnier	33(0) 1 56 68 75 63	emonnier@bryangarnier.com

A copy of the Bryan Garnier & Co Limited conflicts policy in relation to the production of research is available at www.bryangarnier.com

