



1st July 2016

BG's Wake Up Call

	Last close	Daily chg (%)	Chg YTD (%)
Indices			
Dow Jones	17929.99	+1.33%	+2.90%
S&P 500	2098.86	+1.36%	+2.69%
Nasdaq	4842.67	+1.33%	-3.29%
Nikkei	15682.48	+0.68%	-18.17%
Stoxx 600	329.885	+1.04%	-9.82%
CAC 40	4237.48	+1.00%	-8.62%
Oil /Gold			
Crude WTI	48.52	-1.82%	+30.43%
Gold (once)	1321.07	-0.17%	+24.35%
Currencies/Rates			
EUR/USD	1.11095	+0.06%	+2.27%
EUR/CHF	1.0823	-0.53%	-0.47%
German 10 years	-0.127	-0.38%	-120.00%
French 10 years	0.201	-10.00%	-79.54%
Euribor	-	+-%	+-%

Economic releases :

Date	
1st-Jul	JP - CPI May (-0.4% A 0.5% E y/y) CNY - Manuf PMI (50A as Exp.) US - ISM Manuf. Jun (51.3E) US - ISM Construction spending May (0.7%E) US - US - Baker Hughes Rig Count

Upcoming BG events :

Date	
5th-Jul	Zealand Pharma (BG Paris roadshow with CEO & CFO)
6th-Jul	Zealand Pharma (BG Zurich roadshow with CEO & CFO)
13th-Jul	Galapagos (BG Paris Roadshow with CFO)
14th-Nov/ 15th-Nov	4th Paris Healthcare Conference
28th-Nov/ 29th-Nov	2nd Paris Consumer Conference

Recent reports :

Date	
29th-Jun	ORANGE : Lights are turning green.
24th-Jun	Back from ADA 2016: Update on T2D treatments
22nd-Jun	INFINEON Underestimated potential
22nd-Jun	ELIOR On track with 2020 Ambitions
22nd-Jun	AXA Ready for the next run
21st-Jun	GENMAB The saga goes on!

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



RWE

NEUTRAL, Fair Value EUR9,5 (-28%)

A strategy that makes sense, but clearly overpriced

RWE provided more details yesterday on the Innogy subsidiary its aims to put on the market before the end of the year. Highly exposed to regulated activities and to renewables, the new entity will be able to generate recurrent CF and to distribute a dividend to RWE and new shareholders, while raising cash during the IPO. We appreciate this move given that it will give the group access to cash at a lower discount yet have a limited impact on valuation for RWE given the group will remain shareholder of both "good" and "bad assets".

SHIRE PLC

BUY, Fair Value 6500p (+40%)

SHP607 is not dead!

Shire announced yesterday that SHP607 failed to meet the primary endpoint of its Phase II study. But as some key secondary endpoints were met, the development of the compound might continue with quite a different therapeutic goal (preventing the occurrence of severe bronchopulmonary dysplasia and intraventricular haemorrhage). Pending the outcome of the discussion with the regulators regarding this potential repositioning, we are sticking to our USD700m peak sales along with a 20% PoS we have assigned to this drug candidate. Buy reiterated with a FV of GBp6,500.

UBISOFT

BUY, Fair Value EUR34 (+3%)

"Same player shoot again"? (full report out today)

The Ubisoft share price is not far from our EUR34 Fair Value, which simply values the group's fundamentals over the current fiscal year. In contrast, we advise investors to play positive momentum (no game delays on the cards) and speculation which both offer strong support for the share price (Vivendi at 20.1% of the capital). We are therefore maintaining our Buy Recommendation. All scenarios play in favour of a hike in the share price in coming months. We consider that Vivendi, which is the most motivated player since the acquisition of Gameloft, could ultimately make a bid on UBI in the EUR40-51 range (upside of 21-55%). Research report out today.

CONSTRUCTION & MATERIALS

TOP PICKS Q3 16: A combination of decent visibility (VINCI) and a bit of cyclicality (Imerys)

UTILITIES

TOP PICKS Q3 2016: VEOLIA

TELECOM SERVICES

Feedback from ARCEP conference: job is done on pricing, time for pro-investment policy.

Yesterday ARCEP held an analyst conference in Paris. The authority insisted on its pro investment focus, saying the job had now been done on pricing. The mains subjects include promoting the roll out of fibre, developing data-driven regulations and intensifying competition in the BtoB segment. Although we view ARCEP's policy as globally positive for the sector, we see it as particularly favourable to Orange, and much less so to SFR.

In brief...

BUREAU VERITAS, Ahead of H1 results, some adjustments

BIOMÉRIEUX, Expanded use for Vidas B.R.A.H.M.S in the US

EUROFINS SCIENTIFIC, Feedback from conference call on private equity issuance

GEMALTO, Oberthur and Gemalto still in the race to acquire Morpho, bids would be over EUR2bn

Business Services

Bureau Veritas

Price EUR19.01

Ahead of H1 results, some adjustments

Fair Value EUR21 vs. EUR22 (+10%)

NEUTRAL

Bloomberg	BVI.FP
Reuters	BVI.PA
12-month High / Low (EUR)	21.8 / 16.1
Market Cap (EUR)	8,400
Ev (BG Estimates) (EUR)	10,230
Avg. 6m daily volume (000)	803.4
3y EPS CAGR	5.1%

	1 M	3 M	6 M	31/12/15
Absolute perf.	-1.6%	-2.9%	3.3%	3.3%
Inds Gds & Svs	-5.9%	-3.0%	-4.5%	-4.5%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

YEnd Dec. (EURm)	2015	2016e	2017e	2018e
Sales	4,635	4,632	4,820	5,022
% change		-0.1%	4.0%	4.2%
EBITDA	782	887	935	984
EBIT	775.2	768.7	808.1	848.3
% change		-0.8%	5.1%	5.0%
Net income	420.3	436.1	461.4	488.1
% change		3.8%	5.8%	5.8%

	2015	2016e	2017e	2018e
Operating margin	16.7	16.6	16.8	16.9
Net margin	9.1	9.4	9.6	9.7
ROE	38.4	38.7	33.6	29.3
ROCE	15.2	15.1	15.3	15.4
Gearing	166.0	158.1	121.1	90.4

(EUR)	2015	2016e	2017e	2018e
EPS	0.96	1.00	1.05	1.11
% change		3.8%	5.8%	5.8%
P/E	19.8x	19.1x	18.0x	17.0x
FCF yield (%)	6.4%	6.5%	6.9%	7.3%
Dividends (EUR)	0.51	0.53	0.56	0.59
Div yield (%)	2.7%	2.8%	2.9%	3.1%
EV/Sales	2.2x	2.2x	2.1x	2.0x
EV/EBITDA	13.1x	11.5x	10.8x	10.1x
EV/EBIT	13.2x	13.3x	12.5x	11.7x

Early last May, following Q1 revenue slightly lower than our anticipation on a lfl basis and the confirmation of management's FY guidance, we maintained our FY estimates. Today, our estimates look too aggressive taking into account the economic environment and forex, which could have a negative impact on margin. Based on our new numbers, our FV moves to EUR21 vs. EUR22 based on a DCF and historical multiple EV/EBIT on FY+3.

ANALYSIS

- Ahead of the H1 release on 28th July, our FY estimates now look too aggressive to us taking into account the economic environment and forex, which could have a negative impact on margin.
- Confirming our H1 estimates for lfl revenue growth down 0.6% (Q2 at the same level than Q1 as guided by the management), we are downgrading our FY estimate to 0.9% vs. 1.6% previously which should imply H2 lfl revenue growth of 2.5% benefiting from better comps (H2 2015 was up 0.4%). Remember that current management guidance is between 1% and 3%.

LFL revenue growth trend

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	H1 2016e	FY 2016e
Marine	13,7%	9,9%	8,6%	9,4%	1,2%	1,2%	2,0%
Industry	4,6%	2,6%	-4,6%	-7,6%	-8,1%	-8,8%	-7,0%
In-Service Inspection & Construction	1,1%	2,5%	2,7%	4,6%	5,1%	5,1%	5,0%
Certification	0,5%	1,4%	2,9%	0,5%	0,8%	1,0%	1,5%
Commodities (Inspectorate)	4,5%	4,4%	4,9%	4,7%	3,6%	3,8%	4,5%
Consumer products	6,3%	4,9%	0,6%	1,9%	1,6%	1,8%	2,0%
GSIT	5,1%	2,1%	0,1%	-0,8%	1,6%	1,6%	3,0%
GSIT	-0,7%	-4,8%	3,3%	-4,8%	-5,2%	-4,0%	3,0%
Total group	4,4%	3,0%	0,9%	0,0%	-0,6%	-0,6%	0,9%

Source : Company Data; Bryan Garnier & Co. ests.

- Moreover, as noted in Q2, negative currency effects are set to be worse than previously calculated using current parities vs. the EUR (-5.4% calculated in Q2 after -4.4% in Q1 and -3.3% calculated for the FY). Largely due to emerging countries, such trends could hit the margin as observed historically. Our adjusted operating margin moves to slightly lower than 16.6% (down 6bps vs. previously) compared with management's guidance for between 16.5% and 17%.

Main changes

	2016			2017			2018		
	Old	New	% change	Old	New	% change	Old	New	% change
SALES	4 740	4 632	-2,3%	4 925	4 820	-2,1%	5 139	5 022	-2,3%
EBITDA	913	887	-2,8%	960	935	-2,6%	1 012	984	-2,8%
	19,3%	19,2%	-10 bp	19,5%	19,4%	-10 bp	19,7%	19,6%	-10 bp
EBIT	789	769	-2,6%	829	808	-2,5%	871	848	-2,6%
	16,6%	16,6%	-6 bp	16,8%	16,8%	-6 bp	17,0%	16,9%	-6 bp
EPS	1,03	1,00	-2,9%	1,08	1,05	-2,8%	1,15	1,11	-3,0%

Source: Company Data; Bryan Garnier & Co. ests.

- Finally, we continue to believe these numbers will greatly contrast with those of SGS (see our note of 27th May). Remember that we are anticipating for SGS (Buy, FV CHF2,400) lfl revenue growth of 2.6% in H1 (released on 18th July) and 3.3% for the full year with adjusted operating margin flat vs. last year at 16.1%.

VALUATION

- At the current share price, the stock is trading at 2016e and 2017e EV/EBIT of 13.3x and 12.5x respectively, compared with an historical median of 14.3x and CAGR EBIT2015-2018 of 3%.

NEXT CATALYSTS

- H1 results on 28th July



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Utilities

RWE

Price EUR13.29

A strategy that makes sense, but clearly overpriced

Fair Value EUR9,5 (-28%)

NEUTRAL

Bloomberg	RWE GR
Reuters	RWEG.DE
12-month High / Low (EUR)	20.3 / 9.2
Market Cap (EURm)	8,022
Ev (BG Estimates) (EURm)	45,556
Avg. 6m daily volume (000)	4 971
3y EPS CAGR	

RWE provided more details yesterday on the Innogy subsidiary its aims to put on the market before the end of the year. Highly exposed to regulated activities and to renewables, the new entity will be able to generate recurrent CF and to distribute a dividend to RWE and new shareholders, while raising cash during the IPO. We appreciate this move given that it will give the group access to cash at a lower discount yet have a limited impact on valuation for RWE given the group will remain shareholder of both "good" and "bad assets".

ANALYSIS

What to retain from the investor day? The group gave us more details on Innogy, the "sexy" subsidiary it aims to put on the market before the end of the year. As a reminder Innogy will be composed of the group's **Grid & Infrastructure segment** (550,000-kilometre-long distribution grid), the **Retail segment** (23 million customers in 11 European countries - largest electricity retailer in Germany based on volumes) and the **Renewables segment** (3.1GW of installed capacities), while the remaining activities will stay at RWE. All combined, Innogy generates **EUR46bn** in sales, EBITDA of **EUR4.5bn** (10%) and a net income of **EUR1.6bn** (3.5%) and will therefore be more focused on regulated activities (60% of EBITDA is being regulated) where visibility on CF is better. The majority of capex (EUR2-2.3bn per year) will be allocated into regulated businesses and is intended to drive growth over coming years. The group unveiled Innogy's pay-out will be between **70-80%** with the group distributing a dividend as early as 2017 for 2016 earnings. The unit is set to be listed on the market before the end of the year, with the size of the listing at a minimum of **10%** with both a capital increase and share placement. No indications were given on potential value yet we assume based on our assumptions, that Innogy could represent an EV of **EUR37-40bn** and an equity value of **EUR10-15bn** depending on the amount of provisions taken into calculation. Putting on the market **10%** of Innogy could therefore generate around **EUR1-1.5bn** in cash for RWE.

A word on nuclear talks with Berlin: The group's CEO said he would seek improvements in the liabilities it faces over nuclear waste disposals in talks with the German government. As a reminder, RWE has put the cost of waste disposal under current government plants by roughly **EUR6.7bn**, ahead of the **EUR5.5bn** provisioned in group's account while it will remain responsible for the **EUR4.8bn** in nuclear dismantling provisions. The CEO added that the Berlin government would want the issue out of the way ahead of general elections in 2017. It still implies the amount and timing of cash outflows are not fully defined yet.

A strategy that makes sense, but clearly overpriced: Providing more visibility on the group's best in class assets by giving the choice to investors on which vehicle to invest in makes sense, especially in such a difficult commodities environment. However, at the end of the day, current shareholders in RWE remain the owners of "bad" and "good assets" and will even at some point lose some of the profits of the "good assets" assuming they do not take a stake within the listing of Innogy. Since the beginning of the year and more specifically Q2, the stock has enjoyed a strong rally compared with the SX6P and Stoxx 600 (+25% vs. respectively +2.8% and -2.3%) and even E.ON (+7%). While we admit visibility on the group's IPO and on the nuclear dismantling funding process is better now than before, we believe the group's valuation is no longer attractive with the stock trading at **8.3x** its 2016e EBITDA and at **17x** its 2016e earnings vs. **6.7x** and **13x** for the integrated utilities stocks. **We would recommend investing in Innogy (assuming valuation is attractive) and not in RWE while still favouring E.ON over RWE.**

	1 M	3 M	6 M	31/12/15
Absolute perf.	10.7%	23.0%	14.3%	13.5%
Utilities	-3.1%	0.0%	-5.9%	-5.0%
DJ Stoxx 600	-6.6%	-3.1%	-11.7%	-10.8%

YEnd Dec. (EURm)	2015	2016e	2017e	2018e
Sales	48,599	48,259	48,337	48,416
% change		-0.7%	0.2%	0.2%
EBITDA	7,017	5,461	5,543	5,234
EBIT	3,837	3,002	3,095	2,820
% change		-21.8%	3.1%	-8.9%
Net income	-170.0	483.0	533.8	361.4
% change		NS	10.5%	-32.3%

	2015	2016e	2017e	2018e
Operating margin	7.9	6.2	6.4	5.8
Net margin	-0.3	1.0	1.1	0.7
ROE	-19.0	8.3	9.3	7.7
ROCE	6.4	5.0	5.2	4.9
Gearing	186.2	200.8	206.8	217.3

(EUR)	2015	2016e	2017e	2018e
EPS	-0.28	0.79	0.87	0.59
% change		NS	10.5%	-32.3%
P/E	NS	16.9x	15.3x	22.6x
FCF yield (%)	NM	NM	11.0%	11.9%
Dividends (EUR)	0.00	0.00	0.00	0.00
Div yield (%)	NM	NM	NM	NM
EV/Sales	0.9x	0.9x	0.9x	0.9x
EV/EBITDA	6.3x	8.3x	8.2x	8.7x
EV/EBIT	11.6x	15.2x	14.7x	16.2x



VALUATION

- At the current share price, RWE is trading at 8.3x its 2016e EBITDA
- Neutral, FV @ EUR9.5

NEXT CATALYSTS

- 11th August 2016: H1 2016 earnings

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Sector Team :
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Healthcare

Shire PLC

Price 4,641p

SHP607 is not dead!

Fair Value 6500p (+40%)

BUY

Bloomberg	SHP LN
Reuters	SHP.L
12-month High / Low (p)	5,730 / 3,480
Market Cap (GBPm)	41,703
Ev (BG Estimates) (GBPm)	56,863
Avg. 6m daily volume (000)	2,718
3y EPS CAGR	14.0%

Shire announced yesterday that SHP607 failed to meet the primary endpoint of its Phase II study. But as some key secondary endpoints were met, the development of the compound might continue with quite a different therapeutic goal (preventing the occurrence of severe bronchopulmonary dysplasia and intraventricular haemorrhage). Pending the outcome of the discussion with the regulators regarding this potential repositioning, we are sticking to our USD700m peak sales along with a 20% PoS we have assigned to this drug candidate. Buy reiterated with a FV of GBP6,500.

	1 M	3 M	6 M	31/12/15
Absolute perf.	8.9%	17.2%	-1.2%	-1.2%
Healthcare	0.9%	8.7%	-5.2%	-5.2%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

ANALYSIS

- **The Phase II trial evaluating SHP607 in patients with retinopathy of prematurity** (a rare eye disease characterised by an incomplete vascular development of the retina) **did not meet its primary endpoint** of reducing the severity of the disease.
- **That said, some key secondary endpoints were met.** And more precisely, the top-line data showed 1/ a reduction of 53% in the incidence of severe bronchopulmonary dysplasia when compared with the control arm, and 2/ a 44% decrease in the frequency of severe intraventricular haemorrhage... This is far from insignificant as research suggests that c. 60% of premature infants do experience these kind of complications.
- We understand **the company is willing to discuss with regulatory authorities regarding a potential Phase III clinical programme with a focus on these novel endpoints.**
- Against this backdrop, three scenarios have to be considered: 1/ the rejection of the "repositioning" and a development deadlock... If so, we would remove the compound from our valuation and trim our FV by GBP50; 2/ Shire could adopt a more cautious stance and rather launch another Phase II to assess this new working hypothesis. In such a scenario, our FV would be slightly reduced due to the delay in approval; 3/ but assuming the Phase III trials could be initiated, we might increase our PoS to 50% along with our FV (+GBP100).
- For now, **we stick to our USD700m peak sales along with a PoS of 20%** we have assigned to this drug candidate.

YEnd Dec. (USDm)	2015	2016e	2017e	2018e
Sales	6,100	10,774	15,121	16,400
% change		76.6%	40.3%	8.5%
EBITDA	2,924	4,564	6,647	7,532
EBIT	2,785	4,220	6,073	6,876
% change		51.5%	43.9%	13.2%
Net income	2,310	3,184	4,463	5,228
% change		37.8%	40.2%	17.1%

	2015	2016e	2017e	2018e
Operating margin	45.7	39.2	40.2	41.9
Net margin	37.9	29.6	29.5	31.9
ROE	23.5	9.9	12.0	12.2
ROCE	16.3	5.7	8.0	9.3
Gearing	13.8	63.0	42.6	24.2

(USD)	2015	2016e	2017e	2018e
EPS	3.89	4.11	4.92	5.77
% change	-	5.5%	19.8%	17.1%
P/E	15.9x	15.1x	12.6x	10.8x
FCF yield (%)	6.0%	0.1%	8.3%	10.2%
Dividends (USD)	0.23	0.20	0.23	0.32
Div yield (%)	0.4%	0.3%	0.4%	0.5%
EV/Sales	9.4x	7.1x	4.7x	4.0x
EV/EBITDA	19.5x	16.7x	10.8x	8.8x
EV/EBIT	20.5x	18.0x	11.8x	9.6x

VALUATION

- **BUY rating reiterated with a FV of GBP6,500 (+40%).**
- At current levels, **SHP trades on a 55% discount to CSL on 2017e PE**, whereas Shire displays 1/ a more attractive growth profile (EPS CAGR 2015-2020: +14% vs +10% respectively), along with 2/ a quite similar product mix and profile risk. But more broadly speaking, the discount vs the European sector as a whole stands at 30%...

NEXT CATALYSTS

- 22nd July 2016: Potential approval of lifitegrast as a treatment for dry eye disease (potential impact on our FV: -GBP150 if negative, +GBP150 if positive).
- 2nd August 2016: Q2 2016 results + Update on the expected cost synergies with Baxalta... And we believe the previous guidance could be raised to USD750m (impact on our mid-term EPS in such a scenario: +4%. FV: +GBP200).

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Ubisoft

Price EUR33.01

"Same player shoot again"? (full report out today)

Fair Value EUR34 (+3%)

BUY

Bloomberg	UBI.FP
Reuters	UBIP.PA
12-month High / Low (EUR)	33.7 / 14.9
Market Cap (EURm)	3,671
Ev (BG Estimates) (EURm)	3,465
Avg. 6m daily volume (000)	322.3
3y EPS CAGR	37.1%

	1 M	3 M	6 M	31/12/15
Absolute perf.	-0.4%	19.6%	23.8%	23.8%
Softw. & Comp.	-7.5%	-5.5%	-7.6%	-7.6%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

YEnd Mar. (EURm)	03/16	03/17e	03/18e	03/19e
Sales	1,394	1,706	1,945	2,200
% change		22.4%	14.0%	13.1%
EBITDA	600	731	903	1,089
EBIT	156.1	219.0	319.0	429.0
% change		40.3%	45.7%	34.5%
Net income	116.0	148.9	221.6	301.5
% change		28.3%	48.8%	36.1%

	03/16	03/17e	03/18e	03/19e
Operating margin	11.2	12.8	16.4	19.5
Net margin	6.7	8.7	11.4	13.7
ROE	9.2	12.8	16.0	17.8
ROCE	11.0	15.7	23.3	31.6
Gearing	4.3	-17.7	-31.1	-43.6

(EUR)	03/16	03/17e	03/18e	03/19e
EPS	1.02	1.29	1.92	2.62
% change	-	27.2%	48.8%	36.1%
P/E	32.5x	25.5x	17.2x	12.6x
FCF yield (%)	NM	6.6%	5.9%	8.0%
Dividends (EUR)	0.00	0.00	0.00	0.00
Div yield (%)	NM	NM	NM	NM
EV/Sales	2.7x	2.0x	1.7x	1.3x
EV/EBITDA	6.2x	4.7x	3.6x	2.7x
EV/EBIT	23.8x	15.8x	10.2x	6.8x

The Ubisoft share price is not far from our EUR34 Fair Value, which simply values the group's fundamentals over the current fiscal year. In contrast, we advise investors to play positive momentum (no game delays on the cards) and speculation which both offer strong support for the share price (Vivendi at 20.1% of the capital). We are therefore maintaining our Buy Recommendation. All scenarios play in favour of a hike in the share price in coming months. We consider that Vivendi, which is the most motivated player since the acquisition of Gameloft, could ultimately make a bid on UBI in the EUR40-51 range (upside of 21-55%). *Research report out today.*

ANALYSIS

- **We are optimistic on fundamentals and momentum for the Ubisoft share price.** We expect a healthy operating performance (no game delays given positive pressure from Vivendi), especially since the console cycle is in an up-phase (2013/20 cycle with a peak in 2018 for the hardware and 2019 for the software), digital offers a driver for growth and margin improvement, and the group is continuing to diversify beyond games. **Finally, we believe in speculation and estimate Vivendi is the most determined to acquire UBI**, especially since its successful bid for its sister company Gameloft. **In the event of an offer (2017?), we consider a price in the EUR40-51 range is credible.**
- In sector terms, **the 2016 E3 seemed very calm to us** suggesting that the trade fair is losing some of its status in the sector. On the publishing side, **only Ubisoft stood out positively, delivering its best conference of the past 10 years** among all the players (line-up adding weight to its guidance), and boasting the largest and most attractive booth among the games publishers present.
- **In terms of console makers, Sony again won the battle this year.** The Microsoft conference was rich on the hardware side (announcement of the Xbox One S this year and its Project Scorpio at end-2017) but communication was clumsy (three consoles available within the same cycle...), while there was very little surprise at the games level and virtual reality was hardly mentioned. In contrast, Sony was efficient in providing concrete news for its current PS4, with both its virtual reality headset (as of 13th October) and games available (eagerly expected titles and varied portfolio). Its Neo console will not be presented until it is finished, which is a wiser move than the communication chosen by Microsoft.

VALUATION

- **We maintain our Buy rating and Fair value of EUR34 (based on fundamentals).** Our FV is based on the group's historical 12m-forward multiples from the past two console cycles, to which we have added a 15% premium (justified by two new factors: very profitable digital revenues and sales generated in entertainment beyond video games), that we have applied to 2016/17e (the reliability of fundamentals for a console video games publisher looks risky beyond one year).
- **We advise investors to play the momentum and the speculation surrounding the stock.** We estimate a credible speculative valuation range at between EUR40 (minimum) and EUR51 (maximum) per share. In our view, Vivendi (net cash position of EUR4.8bn at end-Q1) is the most motivated player since the acquisition of Gameloft (it would make no sense to own this latter alone). **In our view, a win/win scenario would be Vivendi making a formal takeover bid (in 2017?) with a premium to the current share price** (likely in the middle of our estimated range in order to avoid the interests from other players) **and the nomination of Ubisoft's CEO at the head of the new Vivendi Video Games division** (i.e. GFT + UBI). This would be a way of guaranteeing that star developers and creators stay in the group (no risk of acquiring an empty shell).

NEXT CATALYSTS

- **Q1 sales 2016/17:** in July.



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Sector View

Construction & Materials

TOP PICKS Q3 16: A combination of decent visibility (VINCI) and a bit of cyclicality (Imerys)

	1 M	3 M	6 M	31/12/15
Cons & Mat	-7.4%	-4.9%	-5.9%	-5.9%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

*Stoxx Sector Indices

Companies covered

CRH	BUY	EUR30
Last Price	EUR26	Market Cap. EUR21,571m
EIFFAGE	BUY	EUR73
Last Price	EUR64.21	Market Cap. EUR6,298m
HEIDELBERGCEMENT	BUY	EUR86
Last Price	EUR67.47	Market Cap. EUR12,679m
IMERYS	BUY	EUR72
Last Price	EUR57.53	Market Cap. EUR4,578m
LAFARGEHOLCIM	BUY	CHF50
Last Price	CHF40.54	Market Cap. CHF24,604m
SAINT GOBAIN	BUY	EUR46
Last Price	EUR34.355	Market Cap. EUR19,062m
VICAT	NEUTRAL	EUR56
Last Price	EUR50.9	Market Cap. EUR2,285m
VINCI	BUY	EUR72
Last Price	EUR63.69	Market Cap. EUR37,873m

LOOKING BACK ON Q2 2016

Q2 has been a disappointing quarter for stocks in the construction and building materials sector. Apart from CRH (up 3.7%), no genuinely positive performance was noted. Cyclical players have been under pressure since roughly the second half of April and of course Brexit has taken its toll more recently.

In addition, investors have taken profits on Eiffage and VINCI, after a very good performance in 2015 and in Q1 2016 - despite an impressive start to the year on the toll roads traffic side (6.5% APRR, 7.2% VINCI Autoroutes).

WHAT WE SEE FOR Q3 2016

The first quarter is usually not the most relevant one for construction and building materials financial performance, as it is usually polluted by calendar and weather effects. It is a modest quarter too, especially for cement players. Second quarter publications, expected in late July/early August for most companies in the sector, should be much more representative of underlying business trends. We expect a satisfactory performance here: further improvements in key cement markets, in particular the US and India, while prices might gradually improve.

Nevertheless, due to the Brexit vote, we expect investors to be much more sensitive to risk and cyclicality, especially for companies exposed to Europe. Therefore, we would be cautious during the third quarter on Saint-Gobain (67% of 2015 sales exposed to Western Europe - 12% to the UK), Vicat (c50% of 2015 sales), CRH (c36% of EBITDA), HeidelbergCement (around 30% of sales exp. to Western & Northern Europe). On the currencies side however, the riskiest stock is probably LafargeHolcim, which reports in CHF while most revenues are generated outside of Switzerland, while CRH should benefit from its US exposure (c38% of EBITDA)

CONCLUSIONS AND TOP PICKS

Following the Brexit vote, we have withdrawn HeidelbergCement from the Top Pick list, due to its cyclical profile. In a more cautious approach, we have chosen VINCI and Imerys as Top Picks for the Q3 period:

- Alongside Eiffage, VINCI is the least cyclical stock in our coverage. 63% of 2015 EBITDA was generated by toll roads and 8% by airports. We see no obvious risks on toll roads traffic, on the contrary. Light vehicles traffic might continue to benefit from macro uncertainties (cheaper local holidays favoured) and geopolitical risks (public transport avoided) and heavy vehicle traffic from slightly positive industrial production (+1.3% in April, +0.6% on 12 months). We foresee 2% y/y traffic growth in Q2, while players could actually report stronger figures. On the contracting side, the group is mostly exposed to non-residential (c25% est. of total sales) and civil works (c55% est.) and to France (c60% of sales). We are presumably close to the trough in France for Construction and we see no risk of negative newsflow during the Summer: The Grand Paris is not likely to be disturbed by Brexit and VINCI order intakes were up 12% in Q1. Finally, 7% of VINCI sales are generated in the UK but we doubt strong earnings will be reported this year, due to VINCI Construction UK woes on a tramway project (losses last year, close to breakeven this year). VINCI reports H1 figures on 28th July post market and we expect a 1.2% decline for sales at EUR17.7bn and Operating income (from ordinary activities) at EUR1.63bn (9.2% margin, up 60bps, partly due to a mix effect).
- We have added Imerys to the Top Pick list for the third quarter in order to shake it up somewhat. Imerys is cyclical yet much more resilient than Saint-Gobain for instance, or a cement player. We have therefore introduced some cyclicality but not too much (Imerys' Beta stands at 0.9): it is very well diversified (in term of markets and countries), has numerous leadership positions and operating margins are more than decent at 13%. Timing looks fine: Q1 2016 was good, with a lower volume decline (-2.6% vs -5.9% in 2015) and margin improvement (+30bps on reported current EBIT) while the comparison basis will remain easier. Proppant sales of EUR22m were mostly generated in Q1 and this division mostly reported losses as of Q2 2015. H1 figures will be reported on 27th July and we expect sales at EUR1.1bn for Q2 2016 (-1.5% lfl) and current operating income at EUR158m (14.3% margin).

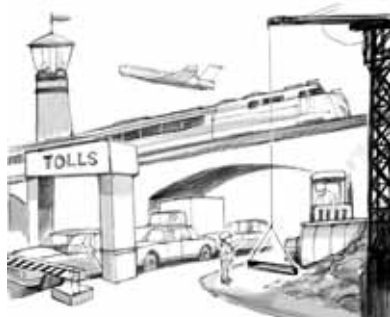
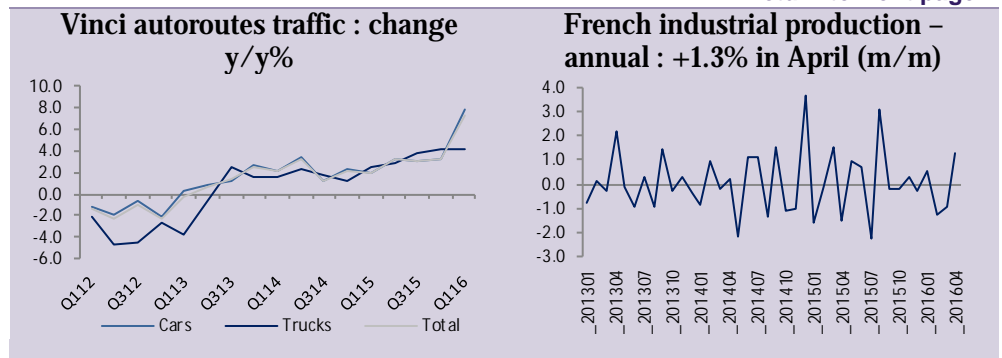
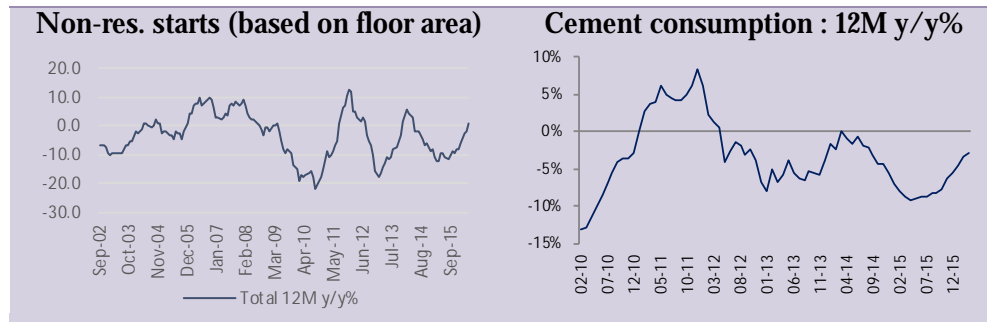


Fig. 1: Vinci: Traffic performance and industrial production



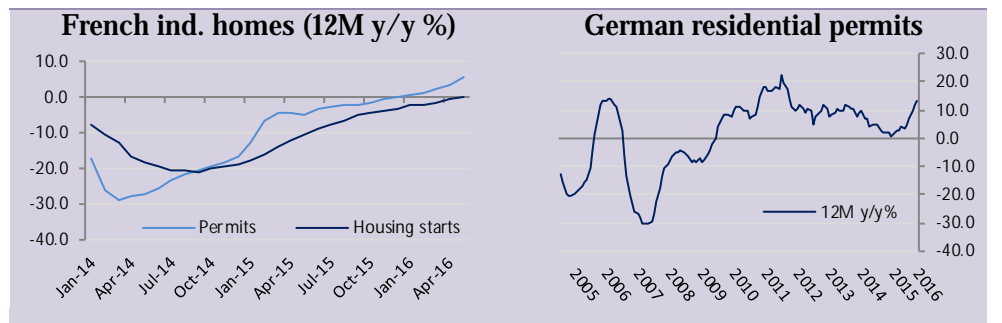
Sources: Vinci, Insee, Bryan, Garnier & co

Fig. 2: Vinci: French non-residential statistics and French cement volumes



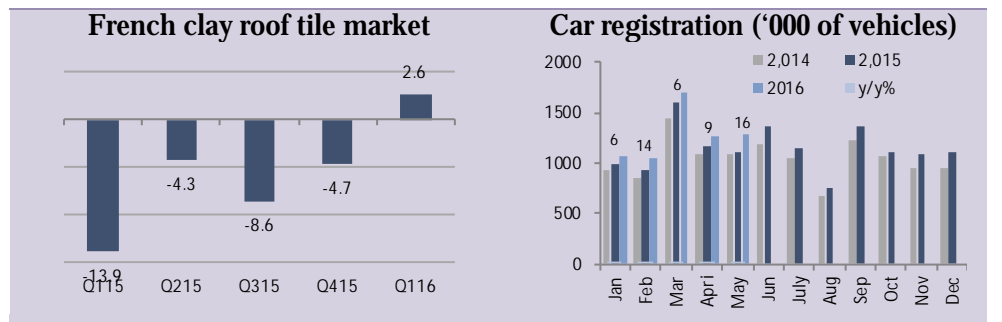
Sources: French government, SFIC, Bryan, Garnier & co

Fig. 3: Imerys: French individual homes market, German permits



Sources: French government, Destatis.com, Bryan, Garnier & co

Fig. 4: Imerys: French clay roof tile market – European autos



Sources: Unicem, ACEA, Bryan, Garnier & co

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Sector View

Utilities

TOP PICKS Q3 2016: VEOLIA

	1 M	3 M	6 M	31/12/15
Utilities	-0.2%	2.8%	-2.6%	-2.6%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

*Stoxx Sector Indices

Companies covered

ALBIOMA	BUY	EUR16
Last Price	EUR13.85	Market Cap. EUR413m
AMOEBA		
Last Price	EUR25.7	Market Cap. EUR154m
E.ON	BUY	EUR10.2
Last Price	EUR9.026	Market Cap. EUR18,061m
EDF	BUY	EUR13.8
Last Price	EUR10.97	Market Cap. EUR22,085m
EDP RENOVAVEIS	NEUTRAL	EUR7.5
Last Price	EUR6.78	Market Cap. EUR5,914m
ENGIE	BUY	EUR16.8
Last Price	EUR14.51	Market Cap. EUR35,336m
PENNON GROUP	SELL	830p
Last Price	945.5p	Market Cap. GBP3,901m
RWE	NEUTRAL	EUR9.5
Last Price	EUR14.19	Market Cap. EUR8,568m
SUEZ	BUY	EUR17.5
Last Price	EUR14.08	Market Cap. EUR7,665m
VEOLIA ENVIRONNEMENT	BUY	EUR23
Last Price	EUR19.47	Market Cap. EUR10,969m
VOLTALIA	BUY	EUR13
Last Price	EUR9.6	Market Cap. EUR252m

LOOKING BACK ON Q2 2016

The **Utilities sector** performed better than the **Stoxx 600** during Q2 2016 (2.8% for SX6P vs. -2.3% for the Stoxx 600). Since the beginning of the year, the Stoxx 600 Utilities has dropped 2.6% vs. a 9.8% decline for the Stoxx 600. Since our initiation of coverage in July 2014, we have recommended staying out of the sector as a whole and playing it safe through stocks offering strong earnings growth stories based on restructuring efforts. As a reminder, after having played Suez for Q1 2016, **we decided not to put any utilities stocks on the BG Top Picks List for Q2 2016 as we saw limited positive catalysts.** Inside the BG utilities universe (Albioma, EDF, EDP, Engie, E.ON, Pennon, RWE, Suez, Veolia and Voltalia) the top performers were RWE (+24.7%) followed by Pennon (+16.6%) and Voltalia (+13.6%) while the worst performers were the two French environmental services companies we cover: Suez (-12.7%) and Veolia (-8.0%). Overall, integrated utilities outperformed environmental services companies. **Both the increase in power prices and positive newsflow (potential agreements on nuclear dismantling in Germany, potential carbon floor prices implementation in France) have contributed to this performance.** During the quarter, **European power prices (forward FY1 power prices for France, Germany, the UK and the Netherlands) surged by 26.7% on average (vs. a 20% drop in Q1-16) while gas (TTF) and coal prices increased by 23.5% (vs. -12% in Q1-16) and c.28% (vs. -4% in Q1-16) respectively over the period.**

WHAT WE SEE FOR Q3 2016

As for Q2 2016, during the summer we expect no short term recovery in commodity prices in Europe. As a reminder our **models are marked-to-market** and therefore integrate no upside from any price recovery as yet. Except the traditional H2 earnings publications for almost all our stocks we do not **expect any precise catalysts.** All major events (*investor day, workshop session*) occurred during Q2-16 and affected positively Engie and RWE. **We remain cautious on the sector** given the lack of visibility on the macro and commodity prices environment, but have to admit that the sector could be played by investors as a defensive means of protecting against Brexit risks given that utilities remain poorly exposed to UK and the sector is not so cyclical.

At this stage we remain Neutral.

CONCLUSIONS AND TOP PICKS

In our last reports, **we updated our models with our latest macro data assumptions (update on integrated utilities: Potential upside from higher Brent for EDF & Engie and report on environmental services companies: Haste makes waste, it's upside time!)** which implies no further changes in our FV and estimates today.

We have chosen to put Veolia (Buy, FV @ EUR23) on our BG Top Pick list for Q3 2016 as 1) the stock's derating over the past quarter (-8.0% in Q2-16 vs. 2.8% for the Stoxx 600 Utilities) now implies a 6.5x 2017e EV/EBITDA multiple - a 4% discount vs. its 6-year historical average - and a 5% discount vs. Suez on comparable basis. 2) Following Brexit, we believe Veolia's exposure to the UK is rather limited today (c. 9% of revenues of Group's revenues i.e. EUR2.3bn out of which 80% coming from the waste business) as GBP headwinds could be partly offset by USD tailwinds for an overall fairly limited FX impact. In addition, Veolia appears well-protected in case of a potential macro downturn in the UK as around one third of its UK waste revenues are generated by PFI contracts (around 50% EBITDA margin) whereas about 70-75% of volumes are guaranteed. 3) Despite, a potential weak sales performance in H1 2016 (due to FX headwinds, unsupportive weather as well as the downsizing of Veolia Water Technologies), we think Veolia will post a strong and resilient EBITDA performance in line with its 5% organic growth objective, notably thanks to its ability to deliver cost-savings measures (EUR600m over 2016/2017/2018 i.e. EUR200m per year). 4) Finally, we believe the Transdev's disposal - Transdev is 50% owned by Veolia - could be a positive catalyst in the upcoming quarter. More than the financial part of the disposal (EUR0.1 positive impact on our FV according to our estimates, assuming a mere 10% capital gain), we believe the disposal should be well received by investors as 1) this is a long-lasting story; and 2) proceeds could be used to fund future organic growth and contribute to ensuring the company's dividends target.

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Sector View

Telecom services

Feedback from ARCEP conference: job is done on pricing, time for pro-investment policy.

	1 M	3 M	6 M	31/12/15
Telecom	-7.4%	-6.9%	-12.7%	-12.7%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

*Stoxx Sector Indices

Companies covered

ALTICE	BUY	EUR16.3
Last Price	EUR13.48	Market Cap. EUR14,751m
ILIAD	BUY	EUR212
Last Price	EUR182.5	Market Cap. EUR10,714m
NUMERICABLE SFR	NEUTRAL	EUR28.4
Last Price	EUR22.615	Market Cap. EUR9,911m
ORANGE	BUY	EUR13.59
Last Price	EUR14.655	Market Cap. EUR38,983m



Yesterday ARCEP held an analyst conference in Paris. The authority insisted on its pro investment focus, saying the job had now been done on pricing. The main subjects include promoting the roll out of fibre, developing data-driven regulations and intensifying competition in the BtoB segment. Although we view ARCEP's policy as globally positive for the sector, we see it as particularly favourable to Orange, and much less so to SFR.

ANALYSIS

- ARCEP's president Sebastien Soriano declared "the job is now done on pricing", as well as on the **quality** of the networks. On the contrary, ARCEP observed that much still needs to be done in terms of **coverage**. France ranks no. 24 in Europe in 4G coverage, and no. 29 in fixed very high speed coverage. The regulation framework should be very "pro investment", in order to fill the gap with other European countries. "Competition has been too much focused on prices" Soriano said.
- "Competition is not against investment" Sebastien Soriano said, highlighting the fact that the previous regulation cycle had managed to **develop infrastructure competition**. In terms of market structure, Sebastien Soriano said "two players is not enough", implying a move from four to three was acceptable under appropriate conditions to safeguard active competition.
- ARCEP reminded that it has **no power on retail pricing**, and cannot ensure monetisation of innovation and investment. Nevertheless, ARCEP wants to make sure consumers have the **right information available on service quality and coverage** to make **educated choices**. To this end, ARCEP will develop "data driven regulation", developing tools to provide end users with accurate information based on open data sources. The first maps will be available by the end of 2016. By making this type of information available, ARCEP hopes operators that invest the most will be able to **better monetise their investment**.
- ARCEP wants to **accelerate competitive deployments of fibre networks**, in particular in very dense areas. "We do not want to stop Orange, but we want the others to be more present" Sebastien Soriano said. Addressing in particular **concerns from Iliad and Bouygues Telecom**, ARCEP will soon launch a **new consultation on the regulatory framework for fibre deployment**, aimed at identifying whether adjustments should be made. In addition, ARCEP has launched a consultation on **geographical adjustment of unbundling prices**, with the aim of providing incentives for the migration from copper to fibre.
- In BtoB, **ARCEP wants more competition** to emerge against Orange and SFR. ARCEP says it has **no specific market share targets**, its goal is to **accelerate and facilitate the transition of SMEs to the digital economy by encouraging lower prices**, in particular in fibre connections. ARCEP wants to seize the opportunity of FTTH roll-out to **promote a national fibre wholesale offer** and encourage the **emergence of a strong 3rd wholesale operator**. ARCEP said it **already has contacts** with entrepreneurs which are interested in playing this role.
- ARCEP said **telecom/media convergence** could "raise some issues" if the **media side became dominant** in the connectivity offer. It also stated that too much **content exclusivity** led to a **bias in competition** and **restricted fluidity on the market** by increasing switching costs. Sebastien Soriano said "ARCEP is not in favour of exclusivity". He added the ARCEP, the Autorité de la Concurrence and the CSA shared the same view and they had been "very clear" with Altice about their position. "Altice is taking its responsibilities" Soriano said.
- We view ARCEP's policy as **globally positive for the sector**, aiming at putting in place the **right environment for investment and monetisation** of innovation. But more precisely, we see most of it as being **especially favourable to Orange**: promoting operators which invest the most, ensuring monetisation of innovation through data-driven regulations, increasing unbundling prices, differentiating fibre vs cable, challenging media/telecom convergence strategies... Even in BtoB, Orange could amortise increased competition by regaining on the fibre wholesale side part of the market share lost on the end-user side. On the other hand, regulations appear **much less favourable to SFR**.

VALUATION

- We are making no changes to our recommendations and Fair Values on the sector.

NEXT CATALYSTS

- End of consultation on geographical adjustment of LLU prices beginning of September. End of consultation on the outcomes and prospects of the regulation of wholesale fixed markets mid-September.

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Healthcare

bioMérieux

Price EUR122.15

Expanded use for Vidas B.R.A.H.M.S in the US

Fair Value EUR122 (0%)

BUY

Bloomberg	BIM FP
Reuters	BIOX.PA
12-month High / Low (EUR)	122.2 / 93.7
Market Cap (EURm)	4,819
Avg. 6m daily volume (000)	48.10

	1 M	3 M	6 M	31/12/15
Absolute perf.	4.1%	21.4%	11.1%	11.1%
Healthcare	0.9%	8.7%	-5.2%	-5.2%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

	2015	2016e	2017e	2018e
P/E	43.7x	29.5x	24.8x	21.0x
Div yield (%)	0.8%	0.8%	1.0%	1.2%

ANALYSIS

- BioMérieux has been granted expanded use for Vidas B.R.A.H.M.S PCT. While this test was initially used to monitor Procalcitonin levels (PCT; marker of severe bacterial infection and sepsis) in the first day following admission in intensive care units, an equivalence study conducted by the company help gain expanded use for monitoring PCT levels over four days.
- This indication expansion is likely to reinforce the company's test value-added and mitigate the impact of competitors entering the market as expected in H2 2016. As a reminder, Vidas B.R.A.H.M.S PCT test accounts for ~6% of the company's sales. Roche submitted FDA filing for its PCT test in March 2016 (same time to result).

VALUATION

- We reiterate our BUY rating. While we do not derive any upside from our EUR122 fair value, BioMérieux is likely to continue to benefit from its good momentum ahead of H1 sales publication.

NEXT CATALYSTS

- 18th July: H1 sales
- 31st August: H1 results

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Hugo Solvet, hsolvet@bryangarnier.com

Business Services

Eurofins Scientific

Price EUR333.60

Feedback from conference call on private equity issuance

Fair Value EUR340 (+2%)

SELL

Bloomberg	ERF FP
Reuters	EUFI.PA
12-month High / Low (EUR)	359.8 / 268.8
Market Cap (EUR)	5,134
Avg. 6m daily volume (000)	16.30

	1 M	3 M	6 M	31/12/15
Absolute perf.	-4.3%	3.5%	3.7%	3.7%
Inds Gds & Svs	-5.9%	-3.0%	-4.5%	-4.5%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%
	2015	2016e	2017e	2018e
P/E	38.0x	35.9x	29.5x	25.4x
Div yield (%)	0.4%	0.5%	0.6%	0.7%

ANALYSIS

- The group hosted a conference call with analysts yesterday, following the announcement on Tuesday evening of a private equity issue (EUR200m) reserved for **La Caisse de Dépôts et Placement du Québec (CDPQ)**.
- **M&A support:** Management clearly suggested the goal of this capital increase was to strengthen the group's balance sheet in view of potential larger acquisitions (common targets generate <EUR50m revenue). A few large targets seem to be in the pipe but this requires presenting a healthy balance sheet before starting negotiations.
- **Not the last:** Even if management highlighted that its 2020 guidance (5% organic growth + EUR200m of revenue acquired by year) would have been fully achievable without this additional equity, it also admitted further similar capital increase are not being ruled out depending on the environment and especially on transaction opportunities. However, debt and hybrid should also remain a significant instrument in Eurofins' financing strategy.
- **Guidance still on track:** Regarding the trading environment, Q2 2016 should be well oriented and benefit from management's confidence. However, Q2 is unlikely to be at the same level as Q1 (>10% LfL growth). As of end June, Eurofins already acquired seven companies for annualised revenue of EUR66.5m

VALUATION

- At the current share price, the stock is trading at 20.1x EV/EBIT 2016e and 18.4x 2017e compared with the historical median of 19.6x.

NEXT CATALYSTS

- H1 results on 2nd August 2016

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TMT

Gemalto

Price EUR54.79

Oberthur and Gemalto still in the race to acquire Morpho, bids would be over EUR2bn

Fair Value EUR62 (+13%)

NEUTRAL

Bloomberg	GTO.FP
Reuters	GTO.PA
12-month High / Low (EUR)	83.1 / 49.8
Market Cap (EURm)	4,883
Avg. 6m daily volume (000)	435.3

	1 M	3 M	6 M	31/12/15
Absolute perf.	-0.3%	-15.7%	-0.9%	-0.9%
Softw. & Comp.				
SVS	-7.5%	-5.5%	-7.6%	-7.6%
DJ Stoxx 600	-5.1%	-2.3%	-9.8%	-9.8%

	2015	2016e	2017e	2018e
P/E	21.6x	15.0x	12.4x	11.4x
Div yield (%)	0.9%	0.9%	1.0%	1.1%

ANALYSIS

- **Safran held a board meeting yesterday in order to make a first short list among the tenders it received for Morpho** (its identity and security subsidiary). According to Les Echos, **five have been selected from two industrial groups** (Oberthur Technologies and Gemalto) **and three financial investors** (KKR in an alliance with the French entrepreneur Jacques Veyrat and Free CEO Xavier Niel; the consortium formed by Bain, Ardian and Predica; and the alliance of the funds CVC and Astorg). As a result, Carlyle and Eurazeo, Wendel associated with Goldman Sachs, PAI and Silverlake are no longer in the race. **Given the number of tenders, we are not surprised that these candidates offered more than the EUR2bn** raised several times in the newspapers by Safran CEO Philippe Petitcolin. Note that Apollo and Atos (initially named) have not bid. Safran's management has made no official comment yet. **A second betting round should occur only in the autumn (end September/end December).**
- As a reminder, **Morpho's business** is made of biometrics and smart cards, and the company generated **sales of -EUR1.6bn and EBIT margin of 6%** (we have restated 2015 figure for the disposal of Morpho Detection in April 2016) i.e. half the size of Gemalto and half its EBIT margin level. **We believe a sale to a direct competitor would make sense, but it should be not so easy to integrate given the size and the profitability level...**

VALUATION

- **We reiterate our view: Oberthur Technologies and Gemalto** (Neutral, FV EUR62) **are the best placed in the race to acquire Morpho.** Indeed, they are industrial groups and they both have French roots (which is key as the French state holds 15.4% of Safran's share capital).

NEXT CATALYSTS

- **2nd betting round:** in the autumn.

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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 56.8%

NEUTRAL ratings 33.8%

SELL ratings 9.5%

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