

Equity | Australia | Packaging
30 January 2012

1H result in the bag

1H result comes in above expectations

CKL reported a normalised 1H12 NPAT of A\$4.7m, up 26% on the pcg and A\$0.7m higher than our estimates. Growth was driven by contributions from recent acquisitions, new product lines (paper cups) and reasonable growth in the legacy business. This is a good result given the current macro backdrop. The reported NPAT was down 179% or \$5m due to the one-off \$9.9m incurred in integrating the recently acquired CHH business. Retain Buy.

New products, acquisitions and synergies to drive FY12

We expect FY12 normalised NPAT to increase by 15%, driven mainly by the full year contribution from CHH, increased sales from new products and moderate growth in legacy businesses. Management is confident on driving cost synergies by integrating the CHH business with CKL's folding carton business. In addition, CKL also plans to drive revenue growth from the new paper cup division.

Scope for more organic growth beyond FY12

The acquisition of CHH and the new paper cup line has given CKL access to new customers and product lines especially in the food segment. We believe CKL is now ideally positioned to cross sell other product offerings and drive organic sales growth beyond FY12/13. Given the enhanced product offering CKL is already seeing an increase in the number of major customers re-signing contracts.

Buy retained - Stable operation with growth opportunities

Backed by a strong management team, with a solid track record of sales growth, operational excellence and value accretive acquisitions, we expect CKL to generate synergies at CHH and stable growth in the legacy business over the next few years. We upgrade our FY12 EPS forecasts by 11% and FY13 by 10%. Trading below its fundamental value (DCF of \$0.91ps), we think CKL remains a good defensive, high-yield play with good cash flows post the CHH integration.

Estimates (Jun)

(A\$)	2010A	2011A	2012E	2013E	2014E
Net Profit b/f Abnormals	6	7	8	9	9
EPS	0.079	0.087	0.100	0.105	0.116
EPS Change (YoY)	15.5%	9.9%	14.9%	5.4%	10.4%
Dividend / Share	0.043	0.033	0.035	0.035	0.035
Free Cash Flow / Share	0.095	(0.101)	(0.106)	0.078	0.088

Valuation (Jun)

	2010A	2011A	2012E	2013E	2014E
P/E	9.10x	8.28x	7.21x	6.84x	6.19x
Dividend Yield	5.90%	4.51%	4.86%	4.86%	4.86%
EV / EBITDA*	5.63x	6.77x	5.97x	5.61x	5.10x
Free Cash Flow Yield*	13.11%	-13.94%	-14.70%	10.86%	12.26%

* For full definitions of *iQmethod*SM measures, see page 8.

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Stock Data

Price	A\$0.720
Price Objective	A\$0.890
Date Established	29-Dec-2010
Investment Opinion	C-1-7
Volatility Risk	HIGH
52-Week Range	A\$0.600-A\$0.770
Mrkt Val / Shares Out (mn)	US\$62 / 81.5
Market Value (mn)	A\$59
Average Daily Volume	14,320
BofAML Ticker / Exchange	XBVVF / ASX
Bloomberg / Reuters	CKL AU / CKLAX
ROE (2012E)	11.2%
Net Dbt to Eqty (Jan-2012A)	46.6%
Est. 5-Yr EPS / DPS Growth	3.2% / 11.2%
Free Float	68.0%

Key Changes

(A\$)	Previous	Current
2012E EPS	0.09	0.10
2013E EPS	0.10	0.11
2014E EPS	0.11	0.12
2012E EBITDA (m)	18.2	19.1
2013E EBITDA (m)	19.0	19.6
2014E EBITDA (m)	19.6	20.7

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Refer to important disclosures on page 9 to 11. Analyst Certification on Page 7. Price Objective Basis/Risk on page 7. Link to Definitions on page 7. 11131152

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iQprofileSM Colorpak Ltd

Key Income Statement Data (Jun)

(A\$ Millions)	2010A	2011A	2012E	2013E	2014E
Sales	80	127	201	206	213
Associates & Other Revenue	1	0	2	2	2
Operating Expenses	(66)	(112)	(183)	(188)	(194)
EBITDA	15	16	19	20	21
Depreciation & Amortization	(3)	(3)	(4)	(3)	(3)
EBIT	12	13	15	16	17
Net Interest & Other income	(2)	(2)	(4)	(4)	(4)
Pretax Income	9	10	12	12	14
Tax (expense) / Benefit	(3)	(3)	(4)	(4)	(4)
Outside Equity interest in Npat	0	0	0	0	0
Preference dividends	NA	NA	NA	NA	NA
Net Profit b/f Abnormals	6	7	8	9	9
Non-Recurring Items	0	9	(7)	0	0
Net Income (Reported)	6	16	1	9	9

Key Cash Flow Statement Data

EBITDA	15	16	19	20	21
Change in Working Capital	(2)	(8)	(2)	(2)	(2)
Other C'flow Items before int & tax	0	0	0	0	0
Net Interest Paid	(2)	(3)	(4)	(4)	(4)
Tax Paid	(1)	(3)	(3)	(4)	(4)
Other C'flow from Operations	0	0	(10)	0	0
Cash Flow from Operations	9	3	1	10	11
Capital Expenditure (PP&E)	(1)	(11)	(10)	(4)	(4)
(Acquisition) / Disposal of Investments	0	0	0	0	0
Other C'flow from Investing	0	0	1	0	0
Cash Flow from Investing	(1)	(11)	(9)	(4)	(4)
Shares Issue / (Repurchase)	0	0	0	0	0
Dividend paid	(3)	(3)	(3)	(3)	(3)
Other C'flow from Financing	(5)	8	13	(2)	(2)
Cash Flow from Financing	(7)	5	10	(4)	(4)
Free Cash Flow	8	(8)	(9)	6	7
Net Debt	23	34	45	41	37

Key Balance Sheet Data

Cash Equivalents	0	0	0	2	5
Receivables & Inventories	23	69	67	69	71
Property, Plant & Equipment	28	41	42	42	42
Intangibles	46	46	46	46	46
Other assets	1	6	6	6	6
Total Assets	97	161	161	165	171
Payables	9	25	20	20	20
Provisions	3	26	24	24	24
Short term debt & Long term debt	23	34	45	44	42
Other Liabilities	3	2	1	1	1
Total Liabilities	37	88	90	88	87
Total Equity	60	73	72	77	84

iQmethodSM - Bus Performance*

Return on Capital Employed	9.4%	8.4%	8.6%	8.8%	9.1%
Return on Equity	11.0%	10.6%	11.2%	11.5%	11.8%
Operating Margin	14.5%	10.0%	7.7%	7.9%	8.2%
EBITDA Margin	18.0%	12.4%	9.4%	9.5%	9.7%

iQmethodSM - Quality of Earnings*

Cash Realization Ratio	1.4x	0.4x	0.1x	1.2x	1.2x
Dividend Payout Ratio	53.7%	37.4%	35.0%	33.2%	30.1%
Tax Rate (Reported)	29.9%	30.9%	30.2%	30.3%	30.3%
Net Debt-to-Equity Ratio	37.6%	46.6%	62.3%	53.2%	43.8%
Interest Cover	4.7x	5.1x	4.1x	4.1x	4.5x

Key Metrics

Franking	100%	100%	100%	100%	100%
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* For full definitions of iQmethodSM measures, see page 8.

Company Description

Colorpak is a major participant in the A\$600m folding-carton segment of Australia's paper and board packaging industry. The company's products are heavily exposed to the higher margin pharmaceuticals and healthcare industries. The company is based in Melbourne, Australia.

Investment Thesis

Backed by a strong management team, which has a solid track record of sales growth and also own a significant proportion of stock, CKL should enjoy solid sales and earnings growth driven by underlying growth in key markets, continued market share gains and highly accretive acquisitions.

Stock Data

Price to Book Value 0.8x

Buy retained post strong 1H result

CKL reported a normalised 1H12 NPAT of A\$4.7m, up 26% on the pcp and A\$0.7m higher than our estimates. Growth was driven by contributions from recent acquisitions, new product lines (paper cups) and stable volumes in the legacy business. This is a good result given the current macro backdrop. The reported NPAT was down 179% or \$5m due to the one-off \$9.9m incurred in integrating the recently acquired CHH business. Retain Buy.

New products, acquisitions and synergies to drive FY12. We expect FY12 normalised NPAT to increase by 15%, driven by full year contribution from CHH, cost synergies, increased sales from new products and moderate growth in legacy businesses. Management is confident on driving synergies by integrating the CHH business with CKL's folding carton business. In addition, CKL also plans to drive revenue growth from the new paper cup division.

Buy retained – Stable operation with new growth opportunities. Backed by a strong management team, with a solid track record of sales growth, operational excellence and value accretive acquisitions, we expect CKL to generate synergies in the CHH business and stable growth in the legacy business over the next few years. We upgrade FY12 EPS by 11% and FY13 by 10%. Trading below its fundamental value (DCF of \$0.91ps), we think CKL remains a good defensive, high-yield play with good cash flows (post the integration).

1H12 Result at a glance

Below we summarise the key financial highlights from CKL's result:

Table 1: 1H12 result at glance

	1H11	1H12	Chg %
Sales Revenue	43.5	104.1	139.4%
EBITDA	8.0	10.5	31.9%
D&A	-1.4	-2.0	39.7%
EBIT	6.6	8.6	30.2%
Net Interest	-1.1	-1.7	52.6%
EBT	5.4	6.8	25.5%
Tax Expense	-1.6	-2.1	25.6%
NPAT	3.8	4.7	25.5%
EBITDA Margin	18.4%	10.1%	-824bps
EBIT Margin	15.1%	8.2%	-689bps
EPS (A\$ cents)	4.66	5.83	24.9%
DPS (A\$ cents)	1.50	1.50	0.0%

Source:CKL, Merrill Lynch Global Research

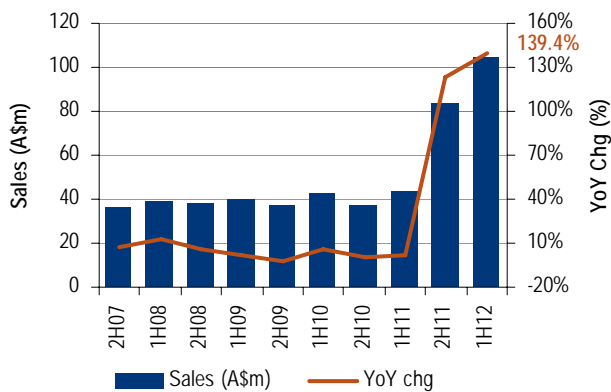
- **NPAT:** CKL reported a net normalised profit of A\$4.7m, up 25.5% on the pcp and A\$0.7m higher than our estimates. The result was driven by contributions from the CHH business and the new paper cup division.
- **Margins.** EBITDA margins fell sharply to 9.9% in 1H12 from 18.2% in 1H11, driven mainly by the lower margins at the acquired CHH business.
- **Revenue drivers:** Sales rose 139% on the pcp mainly due to the CHH contribution. The legacy business has continued to track well despite the macro conditions.
- **Cost drivers:** While sales increased by 139%, CKL's cost base increased by 166% in FY11. This was mainly due to a 157% increase in raw material costs and 214% increase in occupancy costs (including CHH).
- **Cash flow:** FCF (excluding CHH acquisition) came at negative \$8m mainly due to business combination and restructuring costs.
- **Gearing (D/D+E):** Net debt increased by \$9.4m to \$44m, mainly to finance the CHH acquisition and the related integration costs.
- **Financial position:** CKL remains within its banks covenants with annualised net debt/EBITDA of 2.1x vs. 2.2x in FY11 (vs. covenant of ~3.0x).
- **Final dividend:** CKL declared an interim dividend of 1.50cps and the record date is 2 Mar 2012.
- **Outlook:** The focus for the remainder of the year will remain on integrating the CHH business, while the underlying legacy business continues to grow.

Key Highlights

Legacy business stable, new products to drive growth

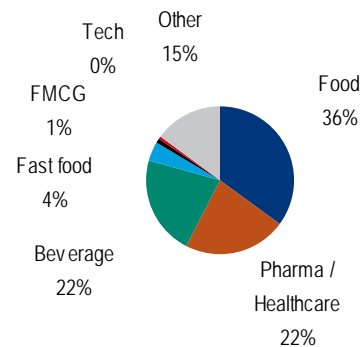
Despite the tough macro economic conditions, increasing competition from globalisation and customers looking to move volumes abroad it was encouraging to see the legacy business tracking well in 1H. We believe CKL, through the acquisition of CHH and introducing new product lines, will be able to win more customers in the legacy business. CKL's overall sales grew by 139% in 1H12 driven mainly by contribution from the CHH acquisition.

Chart 1: Sales rose 139% in 1H12 vs. the pcp due to acquisitions



Source: Company reports, Merrill Lynch Global Research

Chart 2: CKL's sales exposure by segment – 1H12

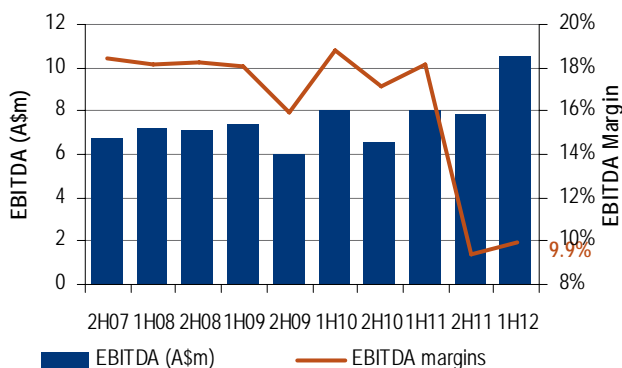


Source: Company reports, Merrill Lynch Global Research

1H12 EBITDA margins contract on CHH, but up sequentially

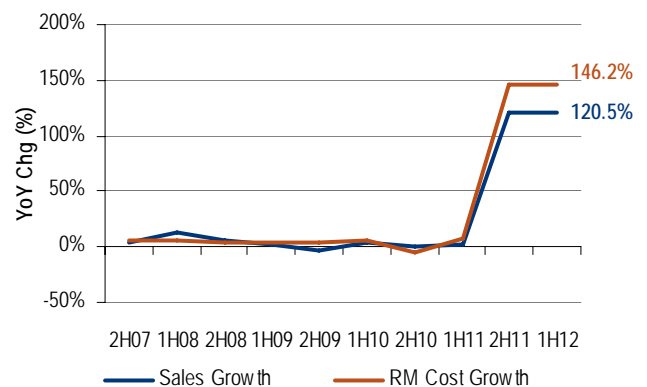
EBITDA fell from 18.2% in 1H11 to 9.9% in 1H12, mainly due to low EBITDA margins from the CHH operations. RM costs were also higher, increasing by 146%, while sales increased by 121%. That said EBITDA margins are higher than the 2H11 which could be due to the seasonality as well as CKL generating synergies in the acquired operations. We expect EBITDA to increase to \$19.1m in FY12 (vs. \$15.8m in FY11), and margins to decline to 9.5% from 12.4% in FY11.

Chart 3: EBITDA margin fell from 18.2% in 1H11 to 9.9% in 1H12 mainly due to CHH and higher RM costs.



Source: CKL, Merrill Lynch Global Research estimates

Chart 4: Revenue vs. RM costs – RM costs outpaced the growth in overall sales (which we believe is mainly due to CHH)

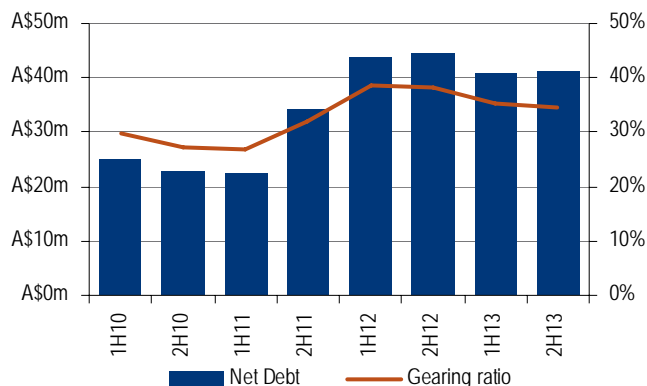


Source: CKL, Merrill Lynch Global Research estimates

▪ **Higher gearing but well within debt covenants**

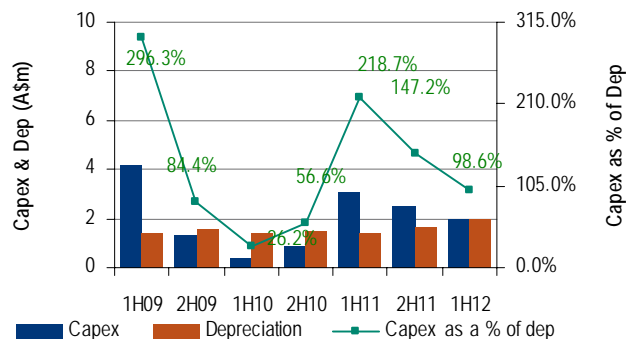
CKL's net debt increased to \$44m vs. \$22m in the pcp mainly due to capex of \$5.6m and CHH acquisition cost of \$5m. Most of the capex was spent on the new plastic cups division. While this has increased CKL's gearing to 39% from 27% in 1H11, the net debt to EBITDA ratio remains at a comfortable 2.1x (we estimate the gearing covenants to be around ~3x). Given the contribution from the new businesses we expect net debt ratios to start improving from 1H13.

Chart 5: CKL's gearing ratio have risen sharply due to the CHH acquisition



Source: CKL, Merrill Lynch Global Research estimates

Chart 6: Capex (excl business purchases) increased as CKL invested in plastic cups. This also led to higher debt levels for CKL



Source: CKL, Merrill Lynch Global Research estimates

Table 2: CKL DCF valuation

PV of CFs	A\$m	11.2
PV of terminal value	A\$m	93.2
Enterprise Value	A\$m	104.4
Net Debt	A\$m	43.6
Equity Value	A\$m	60.9
Fully diluted ordinary shares	Million	81.2
Equity Value per share	A\$ps	0.75
Franking credits	A\$ps	0.14
DCF	A\$ps	0.89

Source: Merrill Lynch Global Research estimates

Table 3: CKL PER valuation

	FY11A	FY12E	FY13E
Through-the-cycle PER Multiple	10.0x	10.0x	10.0x
EPS Pre-Goodwill (diluted)	8.7	10.0	10.5
Value per ordinary share	\$0.87	\$1.00	\$1.05

Source: Merrill Lynch Global Research estimates

Outlook

▪ **Leveraging on recent acquisitions and capacity additions**

With the legacy business continuing to track well, we expect new contribution from CHH and plastic cups division to drive growth in FY12. Beyond FY12, we believe these new businesses will complement the existing legacy business and help CKL secure new orders by leveraging its expanded product offerings. CKL is also planning to market some of the existing products to the new customer base acquired via the CHH acquisition.

Valuation summary

DCF valuation

Our DCF for CKL is \$0.89ps and is based on a WACC of 10.5% and a terminal growth rate of 2.5%. Whilst we consider the DCF valuation to be the most appropriate methodology to value this company, we recognise that the stock also looks attractive on different metrics such as PER.

PER valuation

We apply a mid-cycle multiple for the stock of 10x, which is a 20% discount to the all industrials ex financials of 12.1x. In our view such discount is reasonable, given CKL's inherent liquidity/size issues and the cyclical industry it operates in.

Applying this 10x multiple to FY12 EPS of 10cps, we derive a PER based valuation for the stock of A\$1.00ps, a 40% premium to the current share price. Importantly, were the stock to reach our price target of A\$0.89ps in 12 months time, CKL would be trading on a FY12 PER of 8.9x, which we do not view as demanding.

Financials

Table 4: Statement of Financial Performance

Year ending June (A\$m)	2010A	2011A	2012E	2013E	2014E
Trading revenue	80.2	127.4	200.7	206.0	211.1
- change	3.0%	58.9%	57.6%	2.7%	2.5%
EBITDA	14.6	15.8	19.1	19.7	20.3
- change	8.6%	8.5%	20.6%	3.3%	2.9%
Depreciation	-3.0	-3.1	-3.7	-3.4	-3.4
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	11.6	12.7	15.4	16.3	16.9
- change	11.4%	9.5%	21.3%	6.0%	3.5%
Net interest	-2.5	-2.5	-3.7	-4.0	-3.8
EBT	9.1	10.2	11.7	12.4	13.1
Tax expense	-2.7	-3.2	-3.5	-3.7	-4.0
NPAT att. to s/hers	6.4	7.1	8.1	8.6	9.1
- change	15.5%	10.1%	15.4%	5.8%	6.1%
Net significant items	0.0	8.8	-7.0	0.0	0.0
Reported NPAT	6.4	15.9	1.2	8.6	9.1
Norm EPS	7.9	8.7	10.0	10.6	5.2
EPS change	15.5%	9.9%	14.9%	5.8%	0.0%
PER	9.0	8.2	7.1	6.7	13.6

Source:CKL, Merrill Lynch Global Research estimates

Table 5: Ratios

Year ending June (A\$m)	2010A	2011A	2012E	2013E	2014E
Profitability Ratios					
EBIT margin	14.5%	10.0%	7.7%	7.9%	8.0%
NPAT margin	8.0%	5.5%	4.1%	4.2%	4.3%
Effective tax rate	29.9%	30.9%	30.2%	30.3%	30.3%
NOPLAT pre goodwill	8.1	8.8	10.7	11.4	11.8
Invested Capital	90.4	114.7	123.9	128.1	132.9
ROIC (after tax)	9.0%	7.7%	8.7%	8.9%	8.9%
ROCE	9.4%	8.4%	8.6%	8.8%	8.8%
ROA	11.9%	9.8%	9.6%	10.0%	10.1%
Gearing / Cashflow Ratios					
Debt / Equity	38%	47%	63%	56%	50%
Debt / Debt+Equity	27%	32%	39%	36%	33%
Debt / EBITDA	1.6x	2.2x	2.4x	2.2x	2.1x
EBITDA / Interest	5.9x	6.4x	5.1x	4.9x	5.2x
EBIT / Interest	4.7x	5.1x	4.1x	4.1x	4.4x
Gearing (ND/ND+E)	27.31%	32%	38%	35%	31%
Multiples					
EV/EBITDA	5.5x	5.7x	5.3x	5.0x	4.6x
EV/EBIT	6.8x	7.2x	6.6x	6.0x	5.6x

Source:CKL, Merrill Lynch Global Research estimates

Price objective basis & risk

Colorpak Ltd (XBVVF)

Our PO is slightly below our DCF valuation of \$0.91ps, which is based on a WACC of 10.5% and a terminal growth rate of 2.5%. Whilst we consider the DCF valuation to be the most appropriate methodology to value this company, we recognise that the stock also looks attractive on different metrics such as PER.

We apply a mid-cycle multiple for the stock of 10x, which is a 20% discount to the all industrials ex financials of 12.1x. In our view such discount is reasonable, given the inherent liquidity/size issues and the cyclical industry it operates in. Applying this 10x multiple to FY12 EPS of 10cps, we derive a valuation for the stock of A\$1.00ps, a 40% premium to the current share price. Importantly, were the stock to reach our price target of A\$0.89ps in 12 months time, CKL would be trading on a FY12 PER of 8.9x, which we do not view as demanding.

The risks to our recommendation are integration risks, product substitution, competition, contract losses, management instability and customer attrition.

Link to Definitions

Basic Materials

Click [here](#) for definitions of commonly used terms.

Analyst Certification

I, Ramanan Sooriyakumar, CFA, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

Australia - Industrials Coverage Cluster

Investment rating	Company	BofA Merrill Lynch ticker	Bloomberg symbol	Analyst
BUY				
	Ancor	AMCRF	AMC AU	Ben Chan, CFA
	Boart Longyear Limited	BOARF	BLY AU	Duncan Simmonds, CFA
	Colorpak Ltd	XBVVF	CKL AU	Ramanan Sooriyakumar, CFA
	Fletcher Building	YFLBF	FBU AU	Ben Chan, CFA
	Incitec Pivot Limited	ICPVF	IPL AU	Ben Chan, CFA
	James Hardie Industries	JHIUF	JHX AU	Ben Chan, CFA
	James Hardie-ADR	JHX	JHX US	Ben Chan, CFA
	Leighton Holdings Limited	LGTHF	LEI AU	Duncan Simmonds, CFA
	Nufarm Limited	NUFMF	NUF AU	Ramanan Sooriyakumar, CFA
	Onesteel	OSTLF	OST AU	Ben Chan, CFA
	Sims Metal Management	SMUPF	SGM AU	Ben Chan, CFA
NEUTRAL				
	Adelaide Brighton	ADBCF	ABC AU	Ben Chan, CFA
	Bluescope Steel	BLSFF	BSL AU	Ben Chan, CFA
	Campbell Brothers	CBEBF	CPB AU	Duncan Simmonds, CFA
	DuluxGroup Limited	XDLXF	DLX AU	Anna Chen, CFA
	Orica	OCLDF	ORI AU	Ben Chan, CFA
UNDERPERFORM				
	Boral Ltd	BOALF	BLD AU	Ben Chan, CFA
	CSR	CSRLF	CSR AU	Ben Chan, CFA

30 January 2012

iQmethodSM Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	$\text{NOPAT} = (\text{EBIT} + \text{Interest Income}) * (1 - \text{Tax Rate}) + \text{Goodwill Amortization}$	Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5-Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings		
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt, Less Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit		
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap. = Current Share Price * Current Basic Shares
Enterprise Value / Sales	$\text{EV} = \text{Current Share Price} * \text{Current Shares} + \text{Minority Equity} + \text{Net Debt} + \text{Sales} + \text{Other LT Liabilities}$	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

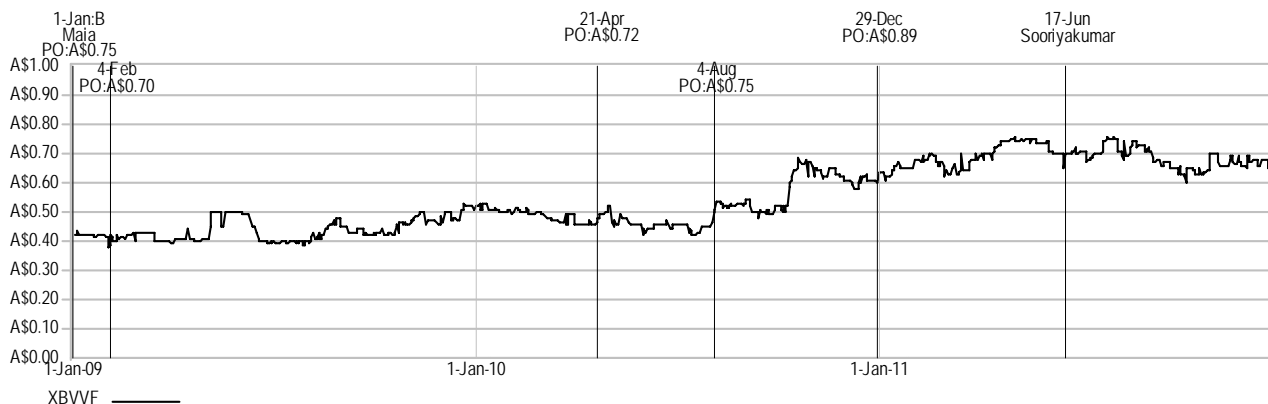
iQmethodSM is the set of BoFA Merrill Lynch standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of *iQmethod* are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

iQdatabase[®] is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BoFA Merrill Lynch.

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Important Disclosures

XBVVF Price Chart



B : Buy, N : Neutral, U : Underperform, PO : Price objective, NA : No longer valid, NR : No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of [December 31, 2011] or such later date as indicated.

Investment Rating Distribution: Packaging Group (as of 01 Jan 2012)

Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	12	60.00%	Buy	9	81.82%
Neutral	6	30.00%	Neutral	5	83.33%
Sell	2	10.00%	Sell	2	100.00%

Investment Rating Distribution: Global Group (as of 01 Jan 2012)

Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	2029	52.00%	Buy	1337	72.11%
Neutral	1009	25.86%	Neutral	657	71.34%
Sell	864	22.14%	Sell	487	60.20%

* Companies in respect of which BofA Merrill Lynch or one of its affiliates has received compensation for investment banking services within the past 12 months. For purposes of this distribution, a stock rated Underperform is included as a Sell.

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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster*
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

* Ratings dispersions may vary from time to time where BofA Merrill Lynch Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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