### Current Price (BDT): 640.4

Company Fundamentals	
Market Capitalization (BDT mn)	73,142.0
Authorized Capital (mn)	2,850.0
Paid-up Capital (mn)	1,147.0
Shares Outstanding (mn)	114.7
Free Floating Shares (mn) (Ins.+For.+Pub.)	55.9
3 Months Avg. Turnover (BDT mn)	21.5
3 Months Return (%)	-16.7%
52 Weeks' Moving Range	608.3 - 1,217.9
Current P/E	30.9
Sector P/E	11.5

	FY'22	FY'23	FY'24	Q1'25 (An.)
Financial Information	(BDT mn):			. ,
Net Revenue	31,071	32,971	37,709	40,672
Gross Profit	, 14,726	13,764	16,678	17,337
Operating Profit	6,527	3,218	5,319	4,607
Net Financial Cost	311	828	702	1,763
Pre-Tax Profit	6,123	2,503	4,496	3,014
Net Profit	5,111	2,339	3,616	2,380
Assets	8,118	11,680	16,282	17,256
Debt	8,896	14,281	17,483	18,829
Equity	29,412	30,609	33,900	34,518
Retained Earnings	27,941	28,685	32,118	32,713
Cash	779	2,601	1,201	1,572
Margin:				
Gross Profit	47.4%	41.7%	44.2%	42.6%
Operating Profit	21.0%	9.8%	14.1%	11.3%
Pretax Profit	19.7%	7.6%	11.9%	7.4%
Net Profit	16.4%	7.1%	9.6%	5.9%
Growth (YoY):				
Net Revenue	3.7%	6.1%	14.4%	7.9%
Gross Profit	3.8%	-6.5%	21.2%	4.0%
Operating Profit	-4.9%	-50.7%	65.3%	-13.4%
Pre-Tax Profit	-9.7%	-59.1%	79.6%	-33.0%
Net Profit	1.0%	-54.2%	54.6%	-34.2%
Profitability:				
ROA	13.3%	5.2%	6.9%	4.3%
ROE	18.5%	7.8%	11.2%	7.2%
Leverage:				
Debt-Asset	0.2	0.3	0.3	0.3
Debt-Equity	0.3	0.5	0.5	0.5
Interest Coverage	15.0	3.8	6.9	0.8
Valuation:				
Re. EPS (BDT)	44.6	20.4	31.5	20.8
Re. NAVPS (BDT)	256.4	266.9	295.6	301.0
Dividend (C/B) %	140/7	62.5/-	92.5/-	-
P/E (x)	30.2	59.7	24.4	30.7
P/NAV (x)	5.2	4.6	2.6	2.1
Dividend Yield (%)	1.0%	0.5%	1.2%	-
Price	1,319.7	1,345.6	1,217.9	637.4
Shares Outstanding	97.4	107.2	114.7	114.7
(mn) *01'25 is annualized based on th	_			

\*Q1'25 is annualized based on the un-audited financial statements for the period of July-September 2024.

#### Ticker: RENATA Sector: Pharmaceuticals & Chemicals

## **Company Overview**

### **Basic Information**

Renata Limited (RENATA) is engaged in manufacturing, and selling of pharmaceutical, animal health, agro and consumer products for both domestic and international markets. The company produces 602 products across 262 brands covering 103 therapeutic areas. Additionally, the company renders contract manufacturing services to Department of Family Planning, UNICEF and SMC. The company exports its generic pharmaceutical products to 50 countries, including highly regulated markets like the US, Europe and Australia.

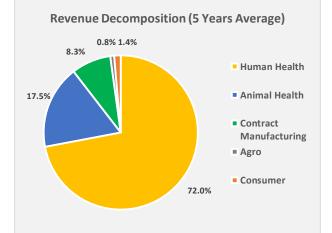
- Incorporation: 1972 (Pfizer Laboratories-Bangladesh Limited), 1993 (Renata Limited)
- Listing Year: 1979
- Factory Location: Mirpur, Rajendrapur, Kashor & Hobirpur
- Key Personnel: Dr. Sarwar Ali (Chairman), Kaiser Kabir (CEO & Managing Director) & Zahida Fizza Kabir (Director)

#### **Shareholding Pattern**

Sponsor/ Director	Institute	Foreign	Public
51.29%	20.77%	21.26%	6.68%
51.29%	20.74%	21.27%	6.70%
51.29%	20.11%	22.23%	6.37%
51.29%	19.91%	22.41%	6.39%
51.29%	19.68%	22.67%	6.36%
	Director 51.29% 51.29% 51.29% 51.29%	Director         Institute           51.29%         20.77%           51.29%         20.74%           51.29%         20.11%           51.29%         19.91%	Director         Institute         Foreign           51.29%         20.77%         21.26%           51.29%         20.74%         21.27%           51.29%         20.11%         22.23%           51.29%         19.91%         22.41%

#### **Revenue Decomposition**

RENATA generated major portion of its revenue from human health drugs segment, which constituted an average of 72.0% of its total revenue during the period from FY'20 to FY'24. Over the same period, the company earned an average of 17.5% of its total revenue from animal health drug segment and 8.3% from contract manufacturing.



#### **Comparative Position Analysis:**

Stock	Market Share	Paid Up	Revenue	ΥοΥ%	Profit	<b>ΥοΥ%</b>
SQURPHARMA	17.2%	8,865	17,747	-0.4%	6,092	1.5%
BXPHARMA	9.6%	4,461	11,714	5.0%	1,681	8.2%
RENATA	5.3%	1,147	10,168	7.7%	595	-41.6%
ACMELAB	3.7%	2,116	8,341	5.3%	553	-16.1%
IBNSINA	0.9%	312	2,756	-4.8%	85	-47.9%

\*Market share as per IQVIA MAT 3Q-24

Revenue and profit based on Q1'25 unaudited financial statements

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### Current Price (BDT): 640.4

## Investment Insight

#### Investment Positive

- The pharmaceutical industry of the country is highly concentrated among the top ten pharmaceutical companies, collectively possessing ≈72.0% market share as on Sep'24. RENATA ranked fifth among these top pharmaceutical companies with 5.3% market share over the same period (IQVIA MAT-Q3'24). The company has been demonstrating outstanding performance in the anti-ulcerant drugs category, the largest segment of the pharmaceutical market, over the last five years with its flagship brand "Maxpro". "Maxpro" held the 2<sup>nd</sup> position among the top ten pharmaceutical brands as on Mar'24, achieving 8.0% YoY growth over the same period (IQVIA MAT-Q1'24).
- RENATA has decided to revise its capital structure to reduce the cost of debt by converting its BDT 8,600.0mn higher-cost short-term bank loans taken for financing growth capital expenditures into lower-cost long-term debts through zero-coupon bonds, debt-based preference shares and fixed-rate term loans. In the first phase, the company repaid BDT 5,350.0mn of its higher-cost shortterm debts by issuing BDT 1,205.0mn in 5-year secured, non-convertible, fully redeemable zero-coupon bonds and BDT 2,150.0mn in redeemable, cumulative, nonconvertible, non-participating debt-based preference shares. Due to the first phase of capital restructuring, the cost of debt of the company stood at ≈10.0% as on Q1'25, compared to the bank loan interest rate of ≈14.0%. In the second phase, the company has planned to issue BDT 3,250.0mn in non-cumulative, non-participative, redeemable or fully convertible equity-based preference shares with a dividend rate of  $\approx$ 10.0%. After five years of capital restructuring, the capital structure of the company will be heavily equity-dominated, and its earnings are expected to improve due to significantly lower interest expenses.
- RENATA has secured USD60.0mn loan from the International Finance Corporation (IFC) to finance its working capital investment of importing raw materials to mitigate exchange rate and interest rate risk on June 26<sup>th</sup>, 2024. The loan has a tenure of a six year, including a oneyear grace period from the respective drawdown date, and carries an interest rate of SOFR plus 3.5%. The first drawdown of the loan is expected by Dec'24, with the final drawdown scheduled for Dec'25.<sup>1</sup>
- RENATA is the market leader in the animal health drug segment, achieved a 5-year CAGR of 8.6% in revenue from animal health drug and contributed approximately 14.1% to the revenue growth of the company during the period from FY'20 to FY'24. To further strengthen its position, RENATA established the Kashor Nutrition Facility in FY'20, a manufacturing facility which is dedicated to manufacturing nutritional products. Additionally, the company has launching increasing number of new generics in the animal health drug category over the last five years and introduced 18 new animal health drugs in FY'24.
- RENATA is currently holding the leading position in offering bioequivalent products. The number of bioequivalent products of the company stood at 78 as on FY'24, compared to 63 in FY'23. Having the largest number of

bioequivalent products is expected to provide an edge in the export market.

- RENATA has invested ≈BDT 24,454.8mn in growth capital expenditures to expand its manufacturing facilities and distribution systems, with a focus on chronic care drugs during the period from H2'20 to Q1'24. These new manufacturing facilities include Bhaluka general manufacturing facility, Rajendrapur oncology injectable facility, Kashor general facility (sterile unit), Rajendrapur oncology solid facility etc. Several of these expanded facilities have received GMP approval from multiple regulatory authorities. These investments are expected to gradually strengthen the company's position in the highly growing chronic care drug segments, particularly oncology, hormones, and anti-asthma, in both local and export markets.
  - Due to a significant increase in utility costs and further increases expected, the company decided to curtail its reliance on diesel-run power plants and installed 1.6MW solar panels across its three manufacturing sites and nine distribution centers during FY'24. The implementation of this project is anticipated to reduce BDT 148.0mn annually. The company took the initiative to install 4.0MW solar panels across its manufacturing sites and distribution centers. This solar panel project is expected to be begin operation by H1'25.
  - RENATA has expanded its presence in the APAC markets by obtaining its first approval from Singapore's Health Sciences Authority (HSA) for its Clindamycin 150mg capsule. Additionally, four more drugs are currently under filing, with anticipated approval dates between 2025 and 2026.
- RENATA is expanding its presence in the European market through its subsidiaries, Renata (UK) Limited and Renata Pharmaceuticals (Ireland) Limited. The company exported three generic drugs to the UK and received approval for two more generic drugs in FY'24. Additionally, the company gained approval for five generic drugs in Ireland, Malta and Germany over the same period. Renata (UK) Limited and Renata Pharmaceuticals (Ireland) Limited collectively achieved 96.4% YoY growth in revenue for the period of FY'24.
- RENATA has been growing its presence in highly regulatory markets by marking its footprint in the US and Australian market . The company entered the Australian market by exporting Levonorgestrel (1.5 mg) tablets during FY'24. Additionally, the company made its debut in the US market by exporting Metoprolol Tartrate tablets over the same period. The company also received approval for Rosuvastatin Calcium (5, 10, 20 & 40mg) tablets in the US market.
- Renata PLC has claim of BDT 345.9mn as cash incentives for export realization, which are contingent upon obtaining assurance certificates from independent external auditors appointed by the respective scheduled banks.

#### Investment Concern

 RENATA has been incurring higher sales and distribution expenses compared to its closest listed competitors, SQURPHARMA and BXPHARMA. Over the last five years (FY'20-FY'24), selling and distribution expenses accounted for an average of 23.6% of RENATA's revenue. In contrast,

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<sup>&</sup>lt;sup>1</sup> https://www.tbsnews.net/bangladesh/renata-set-obtain-60m-loan-ifc-886401

### Current Price (BDT): 640.4

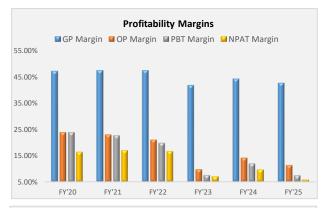
SQURPHARMA and BXPHARMA had selling and distribution expenses an average of  $\approx$  17.0% and 21.3% of their revenues, respectively, during the same period.

- RENATA used to generate a major portion its export revenue from Myanmar, Sri Lanka and Afghanistan. As the export destinations of the company are highly concentrated on countries which are highly exposed to political and economic risk, any unfavorable changes in the political or economic environment of these countries can significantly affect the export revenue of the company. The company experienced lower growth in export in FY'21 (20.9%) compared to that of FY'20 (40.1%), where political instability in Afghanistan worked as one of the major negative catalysts.
- RENATA offers contract manufacturing facilities for birthcontrol medicines, oral saline and micronutrient powders to the Department of Family Planning, UNICEF and SMC. The company used to produce a significant portion of the birth controlling medicines required in the government programs. Any change in procurement policy of these organizations, particularly the department of family planning, can have a significant impact on the revenue from contract manufacturing of the company. Due to reduced procurement of birth control medicines by the department of family planning, the company experienced an average decline of 46.8% in revenue from contract manufacturing during the period from FY'21 to FY'23.
- Animal health drug segment of RENATA is closely linked with the local poultry business, which possess extreme volatility. Any unfavorable changes in the local poultry market can negatively impact on the revenue from animal health drug segment.
- Revenue from consumer products segments witnessed an average decline of 21.8% from BDT 635.4mn to 7.1mn during the period from FY'21 to FY'24, potentially due to lower allocation for non-discretionary products for higher inflation.
- Renata used to offer very low dividend yield, an average of 1.0% during the period from FY'20 to FY'24.

#### **Relative Valuation**

EPS Based Pricing	EPS	Multiple	Value
5Y Historical Average P/E	20.75	28.03x	581.75
NAV Based Pricing	NAV	Multiple	Value
5Y Historical Average P/B	300.95	4.40x	1,325.44









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# Current Price (BDT): 640.4

## Date: December 1, 2024 Ticker: RENATA

Sector: Pharmaceuticals & Chemicals

Statement of Profit & Loss (BDT Mn)						
	FY'20	FY'21	FY'22	FY'23	FY'24	Q1'25 (An)
Revenue	24,674.81	29,970.70	31,070.55	32,970.76	37,708.82	40,672.20
Cost of Goods Sold	13,063.17	15,787.08	16,344.58	19,206.81	21,030.87	23,335.34
Gross Profit	11,611.64	14,183.63	14,725.97	13,763.95	16,677.95	17,336.86
Administrative Expenses	477.65	656.91	747.79	2,207.24	1,946.97	2,303.41
Selling & Distribution Expenses	5,275.25	6,663.80	7,451.29	8,339.07	9,412.15	10,426.89
Operating Profit	5,858.74	6,862.91	6,526.89	3,217.64	5,318.83	4,606.56
Non-Operating Income	31.69	49.03	123.67	237.79	97.28	313.69
Net Interest Expenses	196.02	119.31	310.91	828.35	701.82	1,762.54
Profit Before WPPF	6,177.49	7,115.48	6,428.76	2,627.09	4,714.28	3,157.71
WPPF Contribution	299.60	338.02	306.13	123.79	218.42	143.42
Profit Before Tax	5,877.89	6,777.45	6,122.63	2,503.29	4,495.86	3,014.28
Income Tax Expense	1,865.77	1,715.90	1,011.71	164.05	880.05	634.11
Profit After Tax	4,012.11	5,061.56	5,110.92	2,339.24	3,615.81	2,380.18
Non-controlling Interest	0.01	0.00				-
Profit After Tax (Owners)	4,012.10	5,061.56	5,110.92	2,339.24	3,615.81	2,380.18

## **Current Price (BDT): 640.4**

## Date: December 1, 2024

Ticker: RENATA Sector: Pharmaceuticals & Chemicals

		of Financial P		,		
	FY'20	FY'21	FY'22	FY'23	FY'24	Q1'25 (An)
Property, Plant & Equipment	14,199.47	17,579.51	26,342.50	31,034.63	34,728.10	35,234.32
Intangible Assets	-	-	167.66	147.53	132.82	128.00
Contract Assets	-	-	-	-	1,530.47	1,596.92
Advances, Deposits & Prepayments	-	-	-	307.95	411.86	419.87
Employee Benefits	-	-	-	297.71	215.64	196.50
Long Term Investment	10.00	-	-	-	-	-
Non-Current Asset	14,209.47	17,579.51	26,510.16	31,787.82	37,018.89	37,575.61
Inventories	5,239.91	6,020.65	8,485.60	9,548.41	13,309.06	14,790.25
Accounts Receivable	2,634.46	2,932.20	3,407.10	3,459.46	3,367.31	3,753.79
Other Receivable	514.11	751.20	458.04	605.84	732.31	609.23
Advances, Deposits & Prepayment	563.64	619.85	841.24	740.39	1,018.66	894.12
Short Term Investment	4,806.92	5,463.94	1,534.72	84.14	74.74	86.05
Cash & Cash Equivalents	1,417.26	1,405.95	778.57	2,601.10	1,200.67	1,572.16
Current Asset	15,176.31	17,193.79	15,505.28	17,039.34	19,702.75	21,705.59
Asset	29,385.78	34,773.30	42,015.43	48,827.16	56,721.64	59,281.20
Long Term Loan-Non-Current		-	-	3,401.91	3,659.54	3,072.97
Zero Coupon Bond -Non-Current				0,101.01	1,044.43	1,044.43
Redeemable Preference Share-Non-					1,011110	1,011110
Current					1,720.00	1,720.00
Long Term Accruals & Provisions				384.18	202.57	206.72
Employee Benefits			8.80		-	
Deferred Tax Liabilities	1,446.85	1,369.27	1,405.43	1,189.65	1,776.71	1,769.20
Non-Current Liabilities	1,446.85	1,369.27	1,414.23	4,975.75	8,403.25	7,813.32
Short Term Loan	2,981.14	4,801.51	8,896.47	9,137.36	8,037.45	6,843.24
Long Term Loan-Current	2,301.14	4,801.51	8,890.47	1,741.45	2,430.46	5,557.11
Zero Coupon Bond -Current				1,741.45	160.82	160.82
Redeemable Preference Share-					100.82	100.82
Current					430.00	430.00
Account Payables	523.34	399.76	480.09	604.78	878.55	1,030.05
Other Payables	1,304.15	1,091.90	169.42	295.5	641.1	871.97
Short Term Accruals & Provisions	1,504.15	1,091.90	615.33			
	1 207 07	1 250 07		1,017.56	1,710.53 106.78	1,995.68
Income Tax Provision	1,367.97	1,358.07	1,003.84	419.14		37.45
Unclaimed Dividend Current Liabilities	-	41.34	23.90	26.92	23.25	22.40
	6,176.60	7,692.58	11,189.04 12,603.27	13,242.67	14,418.88	16,948.71
Liabilities	7,623.45	9,061.85		18,218.42	22,822.13	24,762.03
Share Capital	885.89	974.48	1,071.93	1,146.96	1,146.96	1,146.96
Revaluation Surplus	153.85	153.36	152.87	172.75	-	-
Other Reserves	(43.07)	(43.07)	219.34	219.34	219.34	219.34
Fair Value Reserve	13.71	24.78	26.57	-	-	-
Tax Holiday Reserve	46.64	-	-	-	-	-
Other Comprehensive Income				384.47	415.58	439.30
Retained Eamings	20,705.25	24,601.85	27,941.46	28,685.22	32,117.63	32,712.67
Non-Controlling Interest	0.05	0.05	-	-	-	-
Equity	21,762.33	25,711.45	29,412.17	30,608.74	33,899.51	34,518.27
Liabilities & Equity	29,385.78	34,773.30	42,015.43	48,827.16	56,721.64	59,280.30

# Current Price (BDT): 640.4

Ticker: RENATA Sector: Pharmaceuticals & Chemicals

Ratio Analysis						
Ratios	FY'20	FY'21	FY'22	FY'23	FY'24	Q1'25 (An.)
Liquidity Ratios	2.46	2.24	1.39	1.29	1.37	1.28
Current Ratio	1.61	1.45	0.63	0.57	0.44	0.41
Quick Ratio	0.23	0.18	0.07	0.20	0.08	0.09
Cash Ratio	2.46	2.24	1.39	1.29	1.37	1.28
Efficiency Ratios						
Inventory Turnover	2.73	2.80	2.25	2.13	1.84	1.86
Days of Inventory on Hand	133.80	130.17	161.97	171.36	198.35	196.29
Receivables Turnover	10.00	10.77	9.80	9.60	11.05	11.53
Days of Sales Outstanding	36.49	33.90	37.24	38.01	33.04	31.65
Payables Turnover	23.74	34.20	37.15	35.41	28.36	27.85
Number of Days of Payables	15.37	10.67	9.82	10.31	12.87	13.10
Operating Cycle (Days)	170.29	164.07	199.21	209.36	231.39	227.94
Cash Conversion Cycle (Days)	154.92	153.40	189.38	199.06	218.52	214.84
Asset Turnover	0.91	0.93	0.81	0.73	0.71	0.74
Profitability Ratios						
Gross Profit Margin	47.1%	47.3%	47.4%	41.7%	44.2%	42.6%
Operating Profit Margin	23.7%	22.9%	21.0%	9.8%	14.1%	11.3%
Pretax Margin	23.8%	22.6%	19.7%	7.6%	11.9%	7.4%
Net Profit Margin	16.3%	16.9%	16.4%	7.1%	9.6%	5.9%
Return on Asset	14.8%	15.8%	13.3%	5.2%	6.9%	4.3%
Return on Equity	19.9%	21.3%	18.5%	7.8%	11.2%	7.2%
Solvency Ratios	0.10				0.04	
Debt-To-Assets Ratio	0.10	0.14	0.21	0.29	0.31	0.32
Debt-To-Equity Ratio	0.14	0.19	0.30	0.47	0.52	0.55
Interest Coverage Ratio	25.73	40.77	15.02	3.85	6.95	0.78
Valuation Ratios	24.00	44.42	44.50	20.40	24 52	20.75
Restated Earnings Per Share	34.98	44.13	44.56	20.40	31.53	20.75
Net Asset Value Per Share	189.74 29.34	224.17 29.90	256.43 30.20	266.87 59.72	295.56 24.43	300.95 30.86
P/E Ratio P/NAV Ratio	5.41	5.89	5.25	4.56	24.43	2.13
Dividend Yield	1.3%	1.1%	1.0%	4.50	1.2%	- 2.15
Dividends Per Share	13.00	14.50	14.00	6.25	9.25	-
Dividend Payout Ratio	37.2%	32.9%	31.4%	30.6%	29.3%	
Retention Rate	62.8%	67.1%	68.6%	69.4%	70.7%	-
Growth Rates	02.070	07.170	00.070	05.470	70.770	
Revenue	8.2%	21.5%	3.7%	6.1%	14.4%	7.9%
Gross Profit	2.6%	22.2%	3.8%	-6.5%	21.2%	4.0%
Operating Profit	10.7%	17.1%	-4.9%	-50.7%	65.3%	-13.4%
Pre-Tax Profit	14.0%	15.3%	-9.7%	-59.1%	79.6%	-33.0%
Net Profit	6.8%	26.2%	1.0%	-54.2%	54.6%	-34.2%
Dividend	30.0%	11.5%	-3.4%	-55.4%	48.0%	-
Asset	19.1%	18.3%	20.8%	16.2%	16.2%	4.5%
Equity	17.0%	18.1%	14.4%	4.1%	10.8%	1.8%
DUPONT Analysis						
Net Profit Margin	16.3%	16.9%	16.4%	7.1%	9.6%	5.9%
Asset Turnover Ratio	0.91	0.93	0.81	0.73	0.71	0.74
Financial Leverage Ratio	1.34	1.35	1.39	1.51	1.64	1.66
Return on Equity	19.9%	21.3%	18.5%	7.8%	11.2%	7.2%
Extended DUPONT Analysis						
Tax Burden	68.3%	74.7%	83.5%	93.4%	80.4%	79.0%
Interest Burden	100.3%	98.8%	93.8%	77.8%	84.5%	65.4%
Operating Profit Margin	23.7%	22.9%	21.0%	9.8%	14.1%	11.3%
Asset Turnover Ratio	0.91	0.93	0.81	0.73	0.71	0.74
Financial Leverage Ratio	1.34	1.35	1.39	1.51	1.64	1.66
Return on Equity	19.9%	21.3%	18.5%	7.8%	11.2%	7.2%
Other Data						
Price	1,026.20	1,319.70	1,345.60	1,217.90	770.10	640.40
Shares Outstanding	88.59	97.45	107.19	114.70	114.70	114.70

### **IMPORTANT DISCLOSURES**

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Market weight	:	Current market price of the stock reasonably reflects its fundamental value
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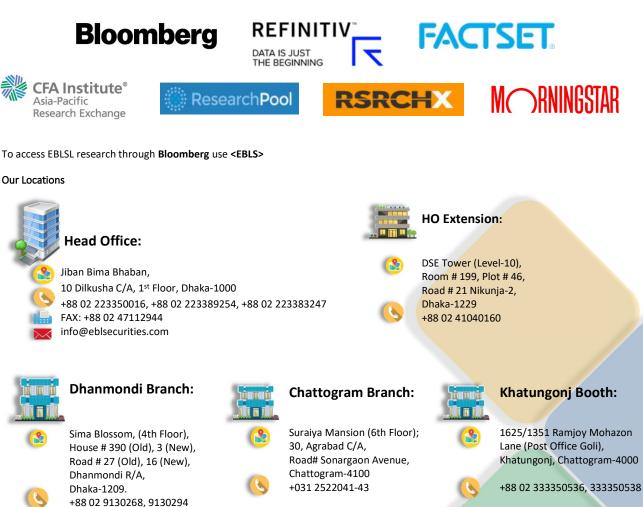
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EBLSL Key Management		
M. Shahryar Faiz	Acting Managing Director	shahryar@eblsecurities.com
Md. Asaduzzaman	Chief Financial Officer	asad@eblsecurities.com
EBLSL Research Team		
Mohammad Rehan Kabir	Head of Research	kabir@eblsecurities.com
Md Rashadur Rahman Ratul	Senior Research Associate	ratul@eblsecurities.com
Rayhan Ahmed	Senior Research Associate	rayhan@eblsecurities.com
A K M Arif Uzzaman	Senior Officer	arifuzzaman@eblsecurities.com
Zuhaier Shams	Senior Research Associate	zuhaier@eblsecurities.com

For any queries regarding this report: <u>research@eblsecurities.com</u> EBLSL Research Reports are also available on <u>www.eblsecurities.com</u> > Research

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