

Polycab India

Estimate change	↑
TP change	↑
Rating change	↔

Bloomberg	POLY CAB IN
Equity Shares (m)	150
M.Cap.(INRb)/(USDb)	885.5 / 10.4
52-Week Range (INR)	7607 / 4555
1, 6, 12 Rel. Per (%)	9/15/-8
12M Avg Val (INR M)	3675
Free float (%)	37.0

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	224.1	259.1	299.1
EBITDA	29.6	33.9	40.5
Adj. PAT	20.2	23.0	27.3
EBITDA Margin (%)	13.2	13.1	13.6
Cons. Adj. EPS (INR)	134.3	153.1	181.8
EPS Gr. (%)	13.1	14.0	18.7
BV/Sh. (INR)	653.1	771.2	903.0
Ratios			
Net D:E	(0.1)	(0.1)	(0.1)
RoE (%)	20.6	19.9	20.1
RoCE (%)	21.5	20.6	20.8
Payout (%)	22.3	22.9	27.5
Valuations			
P/E (x)	43.8	38.4	32.4
P/BV (x)	9.0	7.6	6.5
EV/EBITDA (x)	29.7	25.8	21.5
Div Yield (%)	0.6	0.7	0.8
FCF Yield (%)	0.9	1.0	1.3

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	63.0	63.1	65.2
DII	11.0	10.7	7.2
FII	11.1	12.8	12.0
Others	14.9	13.5	15.6

FII includes depository receipts

CMP: INR5,887

TP: INR7,250 (+23%)

Buy

Strong quarter; market share improves further

FMEG turns profitable; likely to continue its upward trajectory

- POLY CAB's 4QFY25 revenue grew ~25% YoY to INR69.9b (in line). EBITDA rose ~35% YoY to INR10.3b (+7% vs. est.) and OPM surged 1.1pp YoY to 14.7% (+50bp vs. est.). PAT grew ~33% YoY to INR7.3b (+13% vs. our est., led by lower interest costs and higher other income than our estimate).
- Management indicated C&W demand remains strong, led by good demand from the real estate sector, improvement in corporate investments, and government capex activities. Margin expansion in C&W was driven by improved operating leverage, while the FMEG segment benefitted from a richer product mix and better absorption of fixed costs. Management maintains its guidance of long-term sustainable EBITDA margin of ~11-13% for C&W; while FMEG segment's margin is expected to improve to ~8-10% in next five years.
- We raise our EPS estimates by ~4%/5% for FY26/27 as we estimate lower interest costs and higher other income, led by a sharp increase in net cash. The stock is trading at 38x/32x FY26E/FY27E EPS. We value POLY CAB at 40x FY27E EPS to arrive at our TP of INR7,250. **Reiterate BUY.**

C&W/FMEG revenue up ~24%/33% YoY; OPM up 1.1 YoY to 14.7%

- Consolidated revenue/EBITDA/PAT stood at INR69.9b/INR10.3b/INR7.3b (+25%/+35%/+33% YoY and in line/+7%/+13% vs. our estimates). Gross margin increased 20bp YoY to 25.5%. OPM expanded 1.1pp YoY to 14.7%. Ad spending was 0.4% of revenue vs. 0.7% in 4QFY24/3QFY25 (each).
- Segmental highlights: **C&W** revenue rose 24% YoY to INR60.2b (in line), EBIT grew 23% YoY to INR9.1b (~11% beat), and EBIT margin was flat YoY at 15.1% (est. 14.0%). **FMEG** revenue grew 33% YoY to INR4.8b. It posted EBIT of INR19m vs. loss of INR459m/INR128m in 4QFY24/3QFY25. **EPC and others** revenue rose 33% YoY to INR4.9b, EBIT grew 52% YoY to INR404m, and EBIT margin expanded 1.0pp YoY to 8.2%.
- In FY25, revenue/EBITDA/PAT grew 24%/19%/13% YoY. EBITDA margin dipped 60bp YoY to 13.2%. C&W revenue/EBIT grew 18%/9% YoY, while EBIT margin contracted 1.2pp YoY to 13.5%. FMEG revenue grew 30% YoY, while the segment's losses stood at INR389m vs. INR942m in FY24. OCF increased 39% YoY to INR18.1b, aided by improvement in working capital. Capex stood at INR9.7b vs. INR8.6b in FY24. FCF stood at INR8.4b vs. INR4.4b in FY24. Net cash stood at INR24.6b vs INR21.4b as of Mar'24.

Key highlights from the management commentary

- Domestic business grew ~27% YoY. Cable growth outpaced wire growth YoY, while wire growth outpaced cable growth QoQ. West region recorded the highest growth, followed by South, North and East.
- Export revenue is expected to increase year over year, as POLYCAR aims to generate 10% of revenue from exports in the next five years vs. ~6% in FY25. The contribution of US sales in total exports was in high-teens in FY25 vs. 40% in FY24.
- Working capital improved to 49 days in Mar'25, led by lower inventory days as some of the raw material purchases were in transit. It will normalize at 55-60 days. Capex in 4Q/FY25 was INR1.3b/INR9.6b. Cumulative capex over the next five years will be INR60-80b.

Valuation and view

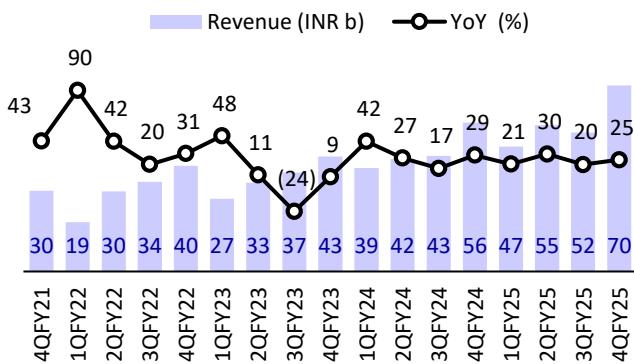
- POLYCAR has reported strong revenue growth across segments. EBITDA margin expansion was led by profits in the FMEG segment and improved margin in EPC business on the back of better execution. POLYCAR remains market leader in the C&W industry, benefitted from continuous capacity expansion and a strong margin trajectory. In FMEG, the company's strategic initiatives for talent acquisition, product development and brand building help it achieve profits. Though the upward trajectory of this segment needs to be monitored in the coming quarters.
- We estimate a CAGR of 16%/17%/16% in POLYCAR's revenue/EBITDA/PAT over FY25-27E. We estimate the company's OPM at 13.1%/13.6% in FY26/FY27 vs. 13.2% in FY25. Its cumulative OCF is expected to be INR45.1b over FY26-27, whereas cumulative capex is likely to stand at INR25.0b. Cumulative FCF generation over FY25-27 will be INR20.1b, which will further improve its liquidity position (estimate net cash to improve to INR33.0b vs. INR24.6b as of Mar'25). **We reiterate our BUY rating on POLYCAR with a TP of INR7,250 (based on 40x FY27E EPS).**

Quarterly performance

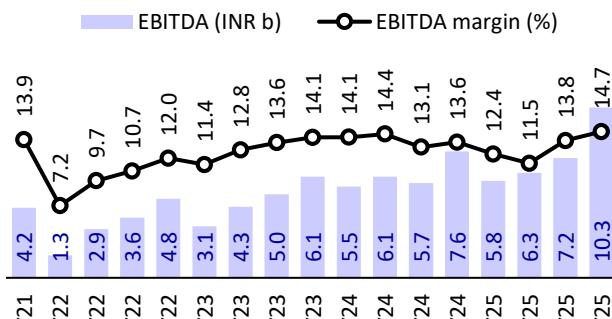
Y/E March	INR m											
	FY24				FY25				FY24	FY25	MOFSL	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	
Sales	38,894	42,177	43,405	55,919	46,980	54,984	52,261	69,858	1,80,394	2,24,083	67,513	3.5%
Change (%)	42.1	26.6	16.8	29.3	20.8	30.4	20.4	24.9	27.9	24.2	20.7	
EBITDA	5,486	6,089	5,695	7,615	5,834	6,316	7,199	10,254	24,918	29,602	9,611	6.7%
Change (%)	76.3	42.4	13.0	24.9	6.3	3.7	26.4	34.6	34.5	18.8	26.2	
EBITDA Margin (%)	14.1	14.4	13.1	13.6	12.4	11.5	13.8	14.7	13.8	13.2	14.2	
Depreciation	571	603	619	657	671	721	786	804	2,450	2,981	808	-0.6%
Interest	249	268	322	244	413	453	498	325	1,083	1,689	537	-39.5%
Other Income	640	353	710	538	584	762	250	481	2,209	2,076	354	35.7%
Share of JV's Loss	-	-	-	-	-	-	-	-	-	-	-	-
PBT	5,305	5,572	5,464	7,253	5,334	5,903	6,166	9,606	23,593	27,008	8,619	11.4%
Tax	1,273	1,274	1,299	1,718	1,317	1,451	1,522	2,262	5,564	6,553	2,162	
Effective Tax Rate (%)	24.0	22.9	23.8	23.7	24.7	24.6	24.7	23.5	23.6	24.3	25.1	
MI	35	42	37	75	57	54	68	77	189	255	10	
Exceptional	-	-	-	-	-	-	-	-	0	0	-	-
Reported PAT	3,996	4,256	4,129	5,460	3,960	4,398	4,576	7,267	17,841	20,200	6,447	12.7%
Change (%)	81.8	58.9	15.4	28.6	-0.9	3.3	10.8	33.1	40.4	13.2	18.1	
Adj. PAT	3,996	4,256	4,129	5,460	3,960	4,398	4,576	7,267	17,841	20,200	6,447	12.7%
Change (%)	81.8	58.9	15.4	28.6	-0.9	3.3	10.8	33.1	40.4	13.2	18.1	

Segmental performance

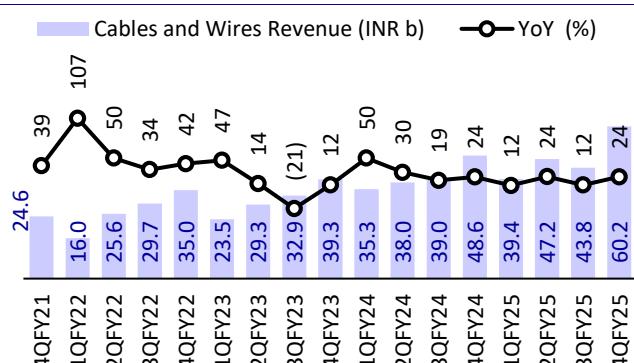
Y/E March	FY24								FY25				FY24	FY25	MOFSL 4QE	INR m Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Sales																
Cable and Wires	35,338	38,047	39,041	48,647	39,421	47,200	43,846	60,191	1,61,073	1,90,658	58,793	2.4%				
ECDs	3,145	3,300	2,962	3,581	3,855	3,975	4,232	4,760	12,989	16,822	4,433	7.4%				
Others (incl. EPC)	411	830	1,402	3,691	3,704	3,809	4,183	4,907	6,333	16,603	4,287	14.5%				
Growth YoY (%)																
Cable and Wires	50.3	30.0	18.7	23.6	11.6	24.1	12.3	23.7	26.1	18.4	20.9					
ECDs	4.0	8.8	(12.9)	18.5	22.6	20.5	42.9	32.9	3.0	29.5	23.8					
Others (incl. EPC)	(50.5)	(19.6)	60.2	326.0	802.0	358.9	198.4	33.0	485.1	162.2	16.1					
EBIT																
Cable and Wires	5,223	5,547	5,474	7,363	4,967	5,793	5,904	9,090	24,078	25,754	8,224	10.5%				
ECDs	(57)	(60)	(366)	(459)	(28)	(252)	(128)	19	(942)	(389)	(86)	NA				
Others (incl. EPC)	85	110	340	265	425	507	447	404	329	1,782	475	-15.1%				
EBIT Margin (%)																
Cable and Wires	14.8	14.6	14.0	15.1	12.6	12.3	13.5	15.1	14.9	13.5	14.0	111				
ECDs	(1.8)	(1.8)	(12.4)	(12.8)	(0.7)	(6.4)	(3.0)	0.4	(7.3)	(2.3)	(1.9)	235				
Others (incl. EPC)	20.6	13.3	24.3	7.2	11.5	13.3	10.7	8.2	5.2	10.7	11.1	(286)				

Exhibit 1: POLYCB's total revenue grew 25% YoY in 4QFY25


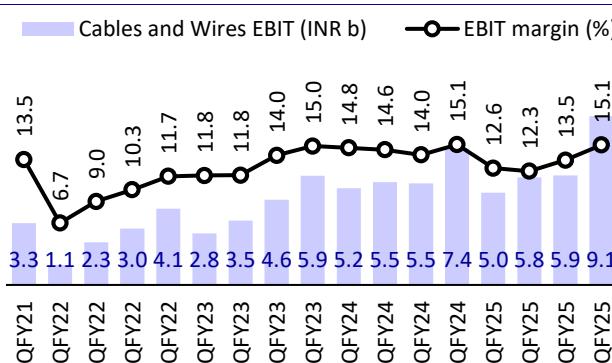
Source: MOFSL, Company

Exhibit 2: EBITDA rose 35% and OPM expanded 1.1pp YoY


Source: MOFSL, Company

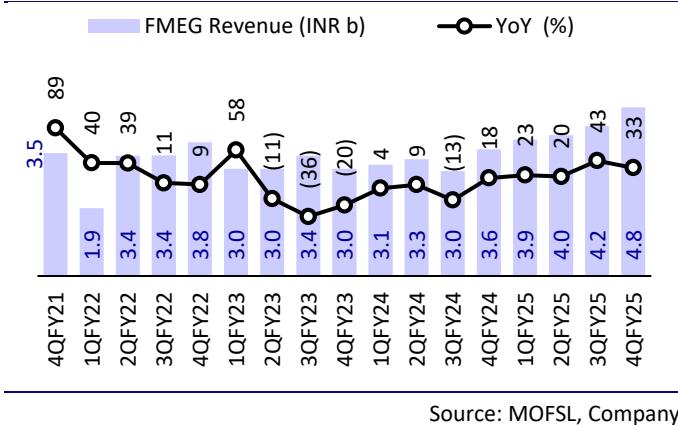
Exhibit 3: C&W revenue grew 24% YoY


Source: MOFSL, Company

Exhibit 4: C&W EBIT margin was 15.1%


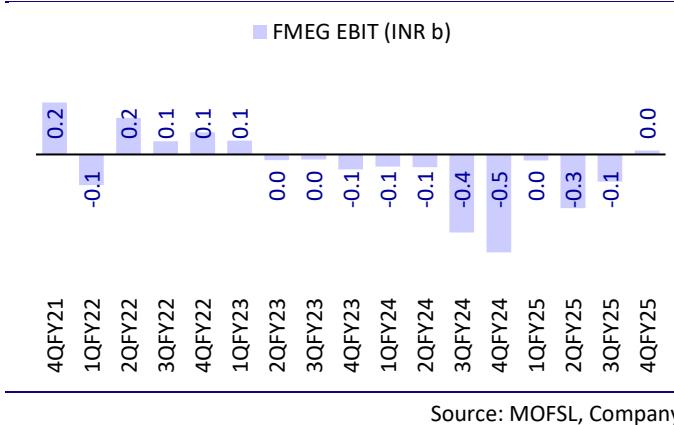
Source: MOFSL, Company

Exhibit 5: FMEG revenue rose ~33% YoY



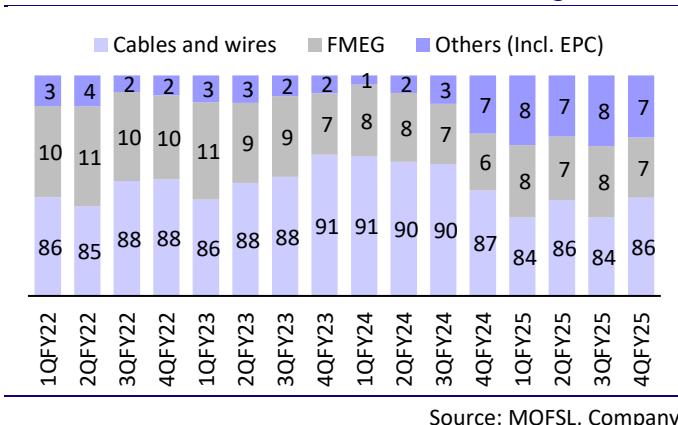
Source: MOFSL, Company

Exhibit 6: FMEG segment turned profitable



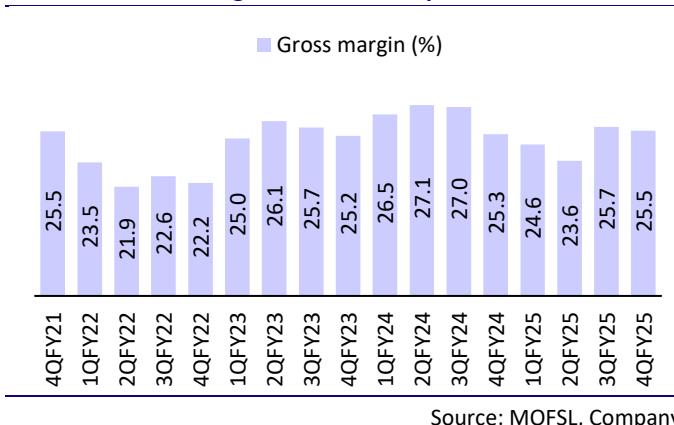
Source: MOFSL, Company

Exhibit 7: Revenue contribution from different segments



Source: MOFSL, Company

Exhibit 8: Gross margin increased 20bp YoY



Source: MOFSL, Company



Conference call highlights

C&W segment

- C&W demand remains strong, led by good demand from the real estate sector, improvement in corporate investments, and government capex activities. Domestic business grew 27% YoY and cable outpaced wire growth compared to last year. West region recorded the highest growth, followed by South, North and East. Rollover of a large order into the next quarter impacted international business, though the order book remains strong and should help higher growth going forward.
- Margin expansion in C&W was driven by improved operating leverage, while FMEG segment benefitted from a richer product mix and better absorption of fixed costs. Capacity utilization of the segment remains at 70-80% on yearly basis.
- Volume growth was in mid-teens in domestic markets for C&W. Cable growth was in high-teens, while wire volumes grew in high-single digits. On a sequential basis, wire grew higher than cables. During FY25, volume growth was in mid-teens with volume growth of wire in mid-single digits and wire growth being much higher.
- EBITDA margin of C&W was 14-15% in FY25. Long-term sustainable EBITDA margin of C&W should be at 11-13%. There will be higher investments in R&D and ad spends for B2C business, which, along with lower operating leverage of new plants, will offset the benefits of higher margin in the export business.

- Export revenue is expected to increase every year and the target is to achieve 10% of revenues from exports in five years vs. 6% in FY25. Contribution of US sales in total exports was in high-teens in FY25 vs. 40% in FY24.
- It will continue to enter new geographies for exports and added five new geographies in FY25. It is also setting up three different divisions within exports, which will be catering to OEMs, distributors and EPC segment. A higher proportion of sales in the export market will be of LT and MV cables.
- There has been a continuous gain in market share, which stood at 26-27% of organized market in FY25 vs. 25-26% in FY24 (18-19% in FY19).
- POLY CAB's products command higher prices in markets: 2-3% for cables and 4-5% for wires.
- In C&W, price changes of raw materials are passed on to consumers on a monthly basis.

FMEG segment

- FMEG business witnessed robust momentum across product categories and continued to grow higher than industry growth for five consecutive quarters. Fan segment saw healthy growth, despite a delayed summer, led by premiumization strategy and focused execution. It launched 100 new SKUs in fans, extended the geographic reach to over 350 new towns, and added 280 channel partners and 8,000+ retailers during FY25. Premium fans now contribute 18% of volumes and 30% of sales value.
- Lighting segment sustained its growth momentum, led by volume and value. Premium products now contribute 21% of volumes and 30% of sales value of the lighting segment. It launched 200 new SKUs in Lights and Luminaries, expanded its footprint to 700 towns, and added 170+ channel partners and 11,500 retailers in FY25.
- Solar business grew ~2.5x YoY and should continue to grow higher, led by initiatives like the PM Surya Ghar Yojana, state-level subsidy schemes, and rising awareness around renewable energy. Maharashtra, Gujarat, Rajasthan, Tamil Nadu, MP, Telangana and UP led growth for the solar business. The company mostly sells solar inverters, which are procured through outsourcing. It will onboard more vendors, which will help it to provide a full range of inverters up to 325kv. There is no plan to enter into solar manufacturing as of now.
- EBITDA margin of FMEG segment should be 8-10% by FY30.

EPC Segment

- Strong execution of RDSS orders led the growth for EPC segment. Entire EPC revenue of FY25 was from RDSS order in EPC segment and 40% of these orders have cable supply components. Order book is now at INR70b in EPC business (INR40b from RDSS business, which is to be executed over next 2-3 years and INR30b is from BharatNet. Out of BharatNet order, INR15b will be for capex part which will be executed in 3 years and the rest is the opex part, which will spread over 10 years after the capex is over).
- This business should deliver high single-digit margin on a sustainable basis. POLY CAB has also been declared the lowest bidder in Goa, Karnataka and Puducherry, with the capex order amounting to INR41b.

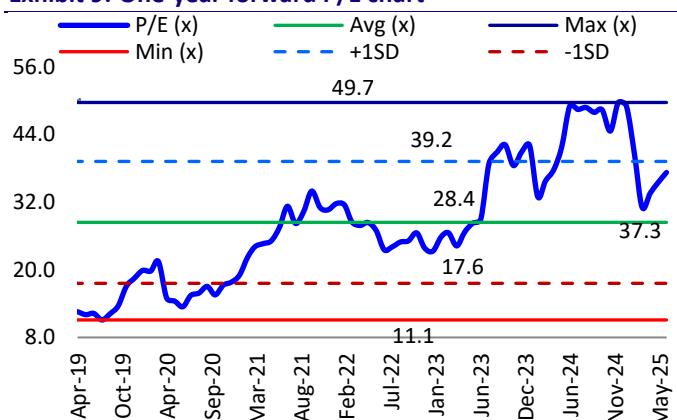
View on entry of new players and higher tariffs

- Entry of new players should not affect growth momentum as the industry growth rate remains much higher. Organized players are gaining market share continuously, and with the offering of quality products, the market share gain should continue.
- There should not be any negative impact of US tariffs and the company is able to pass on the entire tariff increase to consumers.

Capex and working capital

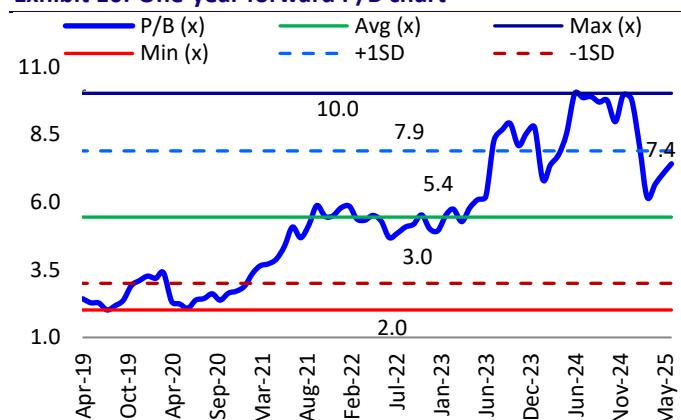
- Working capital improved to 49 days in Mar'25, led by lower inventory days as some of the raw material purchases were in transit. It will normalize at 55-60 days.
- Capex in 4Q/FY25 was INR1.3b/INR9.6b. Cumulative capex over the next five years will be INR60-80b.

Exhibit 9: One-year forward P/E chart



Source: MOFSL, Company

Exhibit 10: One-year forward P/B chart



Source: MOFSL, Company

Financials and valuations (Consolidated)

Income Statement								(INR M)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Net Sales	88,300	87,922	1,22,038	1,41,078	1,80,394	2,24,083	2,59,144	2,99,082
Change (%)	10.6	(0.4)	38.8	15.6	27.9	24.2	15.6	15.4
Raw Materials	63,686	65,171	94,657	1,05,109	1,32,803	1,68,300	1,92,026	2,19,825
Staff Cost	3,657	3,537	4,066	4,568	6,095	7,367	8,841	10,609
Other Expenses	9,606	8,102	10,663	12,880	16,578	18,813	24,358	28,112
EBITDA	11,350	11,111	12,652	18,521	24,918	29,602	33,920	40,536
% of Net Sales	12.9	12.6	10.4	13.1	13.8	13.2	13.1	13.6
Depreciation	1,609	1,762	2,015	2,092	2,450	2,981	3,694	4,563
Interest	495	427	352	598	1,083	1,689	1,518	1,727
Other Income	928	1,193	899	1,333	2,209	2,076	2,284	2,512
Profit of Share of Associates/JVs	(74)	6	(26)	(93)	-	-	-	-
PBT	10,100	10,122	11,159	17,073	23,593	27,008	30,992	36,759
Tax	2,444	2,703	2,706	4,242	5,564	6,553	7,686	9,116
Rate (%)	24.2	26.7	24.3	24.8	23.6	24.3	24.8	24.8
MI	66	38	87	123	189	255	276	298
Extraordinary Inc. (net)	-	(1,000)	-	-	-	-	-	-
Reported PAT	7,591	6,380	8,365	12,708	17,841	20,200	23,030	27,345
Change (%)	51.9	(16.0)	31.1	51.9	40.4	13.2	14.0	18.7
Adjusted PAT	7,591	7,380	8,365	12,708	17,841	20,200	23,030	27,345
Change (%)	51.9	(2.8)	13.4	51.9	40.4	13.2	14.0	18.7

Balance Sheet								(INR M)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Share Capital	1,489	1,491	1,494	1,498	1,502	1,504	1,504	1,504
Reserves	36,875	46,048	53,943	64,874	80,369	96,746	1,14,511	1,34,335
Net Worth	38,364	47,539	55,437	66,372	81,871	98,250	1,16,016	1,35,839
Loans	1,571	2,487	831	730	898	1,090	990	890
Deferred Tax Liability	165	418	272	409	415	785	785	785
Minority Interest	150	188	251	374	562	818	1,094	1,392
Capital Employed	40,250	50,633	56,791	67,885	83,746	1,00,943	1,18,884	1,38,905
Gross Fixed Assets	20,664	26,989	27,059	33,069	37,462	47,153	59,153	72,153
Less: Depreciation	6,444	8,293	10,308	12,400	14,850	17,831	21,525	26,088
Net Fixed Assets	14,220	18,696	16,751	20,669	22,612	29,321	37,627	46,064
Capital WIP	2,412	991	3,755	2,508	6,547	7,872	7,872	7,872
Investments	655	6,349	7,733	13,505	18,224	17,490	17,490	17,490
Current Assets	42,319	44,111	45,880	57,559	73,276	82,804	98,468	1,16,613
Inventory	19,250	19,879	21,996	29,514	36,751	36,613	42,342	48,867
Debtors	15,997	15,641	13,763	12,992	21,662	28,957	33,488	38,649
Cash & Bank Balance	2,813	5,313	4,071	6,952	4,024	7,706	11,621	16,382
Loans & Advances	298	123	127	103	106	111	128	148
Other Current Assets	3,962	3,155	5,922	7,997	10,733	9,416	10,889	12,568
Current Liab. & Prov.	19,356	19,514	17,328	26,356	36,914	36,544	42,574	49,135
Creditors	13,537	13,480	12,175	20,326	28,633	27,358	31,949	36,873
Other Liabilities	5,325	5,547	4,634	5,312	7,365	8,145	9,419	10,871
Provisions	494	487	518	717	916	1,042	1,205	1,391
Net Current Assets	22,963	24,597	28,552	31,203	36,362	46,259	55,895	67,479
Application of Funds	40,250	50,633	56,791	67,885	83,746	1,00,943	1,18,884	1,38,905

Financials and valuations (Consolidated)

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)								
Adjusted EPS	51.0	49.5	56.0	84.9	118.8	134.3	153.1	181.8
Growth (%)	44.1	-2.9	13.1	51.6	40.0	13.1	14.0	18.7
Cash EPS	61.8	61.3	69.5	98.8	135.1	154.1	177.7	212.1
Book Value	257.7	318.8	371.0	443.2	545.0	653.1	771.2	903.0
DPS	7.0	10.0	14.0	20.0	30.0	35.0	40.0	50.0
Payout (incl. Div. Tax.)	13.7	20.2	25.0	23.6	16.8	22.3	22.9	27.5
Valuation (x)								
P/Sales	9.9	10.0	7.2	6.2	4.9	4.0	3.4	3.0
P/E	115.4	118.9	105.1	69.4	49.6	43.8	38.4	32.4
Cash P/E	95.3	96.0	84.7	59.6	43.6	38.2	33.1	27.7
EV/EBITDA	77.1	78.7	69.3	47.3	35.4	29.7	25.8	21.5
EV/Sales	9.9	10.0	7.2	6.2	4.9	3.9	3.4	2.9
Price/Book Value	22.8	18.5	15.9	13.3	10.8	9.0	7.6	6.5
Dividend Yield (%)	0.1	0.2	0.2	0.3	0.5	0.6	0.7	0.8
Profitability Ratios (%)								
RoE	19.8	15.5	15.1	19.1	21.8	20.6	19.9	20.1
RoCE	20.1	15.3	15.4	19.7	22.5	21.5	20.6	20.8
RoIC	20.1	17.6	17.9	26.0	27.9	26.6	25.3	25.8
Turnover Ratios								
Debtors (Days)	66	65	41	34	44	47	47	47
Inventory (Days)	80	83	66	76	74	60	60	60
Creditors. (Days)	56	56	36	53	58	45	45	45
Asset Turnover (x)	2.2	1.7	2.1	2.1	2.2	2.2	2.2	2.2
Leverage Ratio								
Debt/Equity (x)	(0.0)	(0.1)	(0.1)	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)

Cash Flow Statement

	(INR M)							
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
PBT Before EO Items	10,100	10,122	11,159	17,073	23,593	27,008	30,992	36,759
Add: Depreciation	1,609	1,866	2,088	2,092	2,450	2,981	3,694	4,563
Interest	495	531	352	598	1,083	1,689	1,518	1,727
Less: Direct Taxes Paid	3,012	2,409	3,340	3,704	5,743	6,331	7,686	9,116
(Inc)/Dec in WC	6,221	(2,600)	4,974	1,058	8,090	6,099	5,721	6,823
Others	(279)	(325)	(169)	(725)	(331)	(1,162)	(2,284)	(2,512)
CF from Operations	2,692	12,385	5,116	14,275	12,962	18,085	20,513	24,597
(Inc)/Dec in FA	(2,891)	(1,935)	(5,267)	(4,795)	(8,585)	(9,706)	(12,000)	(13,000)
Free Cash Flow	(199)	10,450	(151)	9,481	4,377	8,379	8,513	11,597
(Pur)/Sale of Investments	(35)	(5,664)	997	(7,232)	1,066	(2,687)	2,284	2,512
Others								
CF from Investments	(2,926)	(7,599)	(4,270)	(12,026)	(7,519)	(12,393)	(9,716)	(10,488)
(Inc)/Dec in Net Worth	4,000	-	-	-	-	-	-	-
(Inc)/Dec in Debt	(1,194)	(1,217)	(168)	332	194	498	(100)	(100)
Less: Interest Paid	433	463	309	476	1,017	1,685	1,518	1,727
Dividend Paid	1,793	-	1,492	2,094	2,997	4,511	5,265	7,521
Others	(709)	(68)	(38)	(32)	(32)	(585)	-	-
CF from Fin. Activity	(129)	(1,748)	(2,007)	(2,271)	(3,852)	(6,283)	(6,883)	(9,348)
Inc/Dec of Cash	(363)	3,038	(1,160)	(22)	1,592	(591)	3,914	4,761
Add: Beginning Balance	3,176	4,658	5,231	6,974	2,454	4,024	3,433	7,347
Closing Balance	2,813	7,696	4,071	6,952	4,024	3,433	7,347	12,108

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SELL	< - 10%
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UNDER REVIEW	Rating may undergo a change
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