June 27, 2017 09:53 PM GMT

# UPDATE

# **Colombia Equity Strategy**

# Unloved, Underowned & Undervalued

We recommend an Overweight position in Colombian equities, and our favorite stocks are CIB and CLH. The external adjustment is advanced, rates are falling and we should see a gradual recovery in 2H17. The equity market is attractively valued and eps estimates for domestic stocks are not demanding.

**Investment conclusion:** We noted widespread pessimism among investors during our Q2 roadshow throughout Europe and the Middle East. We met only 1 investor in the 20+ meetings we did who confessed having an Overweight position in Colombian equities. Thus, we upgraded Colombia to an Overweight recommendation in our early June Latin America Model Portfolio update (see note here). Our favorite stocks to get exposure are Bancolombia, which is a member of our current Top Stock Ideas list, and Cemex Latam.

Our investment thesis is predicated upon: a) an economic rebalancing and external accounts adjustment process that is advanced, opening the door for b) policymakers to ease monetary conditions further (100bp in upcoming months) and thus foster c) a gradual economic recovery in 2H 2017. In addition, we argue d) equity valuations appear attractive both in absolute and relative terms, and e) consensus earnings estimates that don't appear to be demanding for domestic oriented sectors.

**What's new?** We take a closer look at the top down and bottom up fundamentals of the country, and discuss the key reasons that underpin our more constructive view for local stocks.

In economics, our colleague Fernando Sedano discusses the outlook for economic activity, the current account deficit and inflation. He forecasts real GDP growth to reach +1.9% in 2017 and +2.5% in 2018. Meanwhile, in equity strategy, we discuss current absolute (11.5x forward earnings; -1.0 S.D. vs 9-year mean) and relative valuations (-2.0 S.D. vs EM) for the overall equity market and its supersectors, and what consensus is forecasting for earnings growth in 2017 (+46%) and 2018 (+40%) - the energy sector accounts for 70-85% of these totals.

What's next? The main domestic risk for Colombian equities over the next 12 months is probably the Presidential election in May 2018. The field remains wide open, with Mr. German Vargas Lleras, former Vice President under President Santos (17% of vote intentions), leading the polls, followed by left leaning former Mayor of Bogota Mr. Gustavo Petro (12%) and centrist former Governor of Antioquia Mr. Sergio Fajardo (7%). Beyond the next 12 months, we believe the biggest macro risk for Colombian equities is the still fragile fiscal situation of the government.

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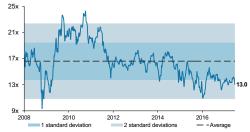
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# **Exhibit 1:** We find Colombian domestic stocks to be attractively valued...

Colombia domestics: consensus 12-mth fwd looking P/E



Source: Bloomberg and Morgan Stanley Research

**Exhibit 2:** ...even though current profitability levels remain subdued by historical standards

Colombia consensus 12-month forward looking ROE



Source: Bloomberg and Morgan Stanley Research

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# Overview

The MSCI Colombia index has underperformed its EM and Latam peers by material 54% (-57% vs -6%) and 32% (-57% vs -36%), respectively, over the past 4 and a half years. We believe there are two main reasons behind the weak relative performance:

- 1. Crude oil (2014-16): Colombia is the most oil sensitive economy among the main Latin American countries, as the value of its oil production represents 5.3% of 2016 GDP (for comparison Mexico is at 3.3%). Therefore, it should not be a surprise that the decrease in Brent prices from USD100/bbl to USD40/bbl during the period was a strong headwind for local equities. In addition, the domestic E&P campaign has disappointed, and as a consequent the government's long term crude oil production forecast declined from 1.1m bpd back in 2013 to 0.8m bpd currently (-25%);
- 2. Peace agreement (2016-17): The Colombian government experienced a material setback in late 2016 when the proposed peace deal with the FARC guerilla was rejected in a popular referendum. However, a revised peace deal was approved by Congress shortly after.

Exhibit 3: Colombia has underperformed EM and Latam...

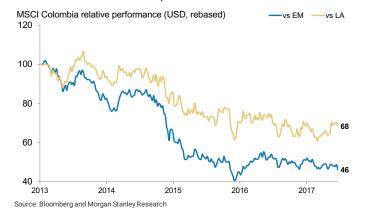


Exhibit 4: ...as crude oil prices have collapsed from high levels



We think the weak relative performance of Colombian equities is close to an end. Consequently, we recently upgraded Colombia to Overweight in our Latin America Model Portfolio. Therefore, in this report, we take a closer look at the top down and bottom up fundamentals of the country, and discuss the key reasons that underpin our more constructive view for local stocks.

- In Economics, Fernando Sedano and team argue a) the economic adjustment process is advanced, opening the door for b) policymakers to ease monetary conditions further and thus foster c) a gradual economic recovery in 2H 2017;
- In Equity Strategy, we argue that d) equity valuations appear attractive both in absolute and relative terms, and e) consensus earnings estimates don't appear demanding for domestic oriented sectors.

Lastly, we provide investment recommendations for investors who want to gain exposure to this Andean market.

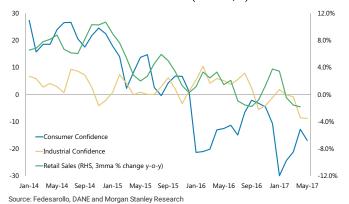


# Economics: On a Slow Recovery Path

by Fernando Sedano & Lucas Almeida

The worst part of Colombia's adjustment to the crude oil and weather-related shocks seems over, as do some of the uncertainties that emerged late last year. Oil prices have rebounded from 2016 lows, and the impact of *El Niño* on food supply and inflation has faded. In addition, uncertainty levels declined from the highs seen in October 2016, when the peace deal was rejected and the prospects for tax reform dimmed. Indeed, we think that the new peace deal and the tax reform implemented last December are positive for the medium and longer term outlook. In the short term, we remain cautious as the VAT hike has hit consumer spending in early 2017, and the planned infrastructure projects may take longer than expected to be deployed.

#### Exhibit 5: Confidence and retail sales (balance, %)



We are maintaining our growth forecast for 2017 at +1.9%, amid a subdued consumer and investment backdrop. We think consumers and businesses will remain hesitant during 1H 2017 until the effects of the ongoing monetary easing begin to filter through the system, and credit conditions improve (see Exhibit 5). Indeed, we expect the monetary authority to cut rates by another 100bp in 2017. As a result, we look for a pickup in activity in 2H of the year, as disinflation and lower rates shore up confidence levels and spending. The tight fiscal situation and the fallout of the Brazil construction company probe may limit progress on some infrastructure projects and investment in general. However, we think lower corporate taxes introduced in the tax reform will be positive for the medium and longer term investment outlook.

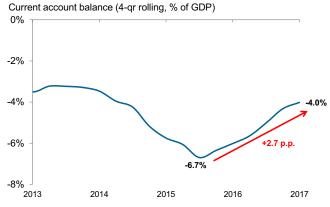
A gradual rebalancing in the external sector is taking place. The current account deficit now stands at 4.0% of the GDP – a sizable narrowing from the 6.4% level seen in 2015 – as imports adjusted materially and exports recovered. And while recent weakness in crude oil prices does not bode well for a strong rebound in exports and investment prospects, non-oil exports continue trending higher growing 16.1% yoy so far this year. Meanwhile, imports are trailing at 7.4% yoy during the same period, underpinning our call that the external adjustment should carry on, albeit at a diminished pace.



Exhibit 6: The COP has weakened 35%+ and helped...



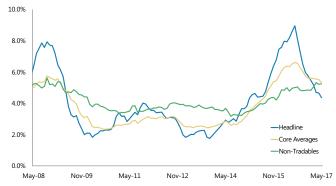
Exhibit 7: ...the current account turnaround



Source: Bloomberg and Morgan Stanley Research

Growth should accelerate in 2018. With easier monetary conditions, higher confidence levels and a gradual external adjustment that is past its worst, we believe the growth pace should pick up next year to +2.5%. However, we remain below consensus – which pencils in +2.9% – as multiple headwinds remain, namely relatively low crude oil prices, inflation persistence and uncertainty ahead of the May presidential election.

Exhibit 8: Inflation (% change yoy)

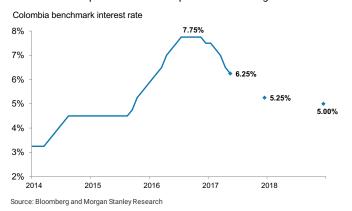


Source: DANE, BanRep, Morgan Stanley Latam Economics

The disinflation process has so far progressed faster than we anticipated, but further improvement should be more challenging. Headline inflation has decelerated from +9.0% in July 2016 to the current +4.6% reading — mostly courtesy of food disinflation as the supply shock linked to El Nino has waned. However, there are signs of persistence in inflation data that are worth considering. Indeed, the simple average of the four core inflation measures tracked by the Central Bank stands at a worrisome +5.5% yoy level and has been showing no signs of abating. This is a product of indexation mechanisms embedded in the economy, such as wage and contract adjustments linked to past inflation, which can be seen in the non-tradables inflation measure, a proxy for inflation persistence that has been creeping higher recently (see Exhibit 8).

Policymakers have cut the benchmark rate by 125 bp year-to-date, concerned about weak activity and despite the persistence of some inflation data. More importantly, we expect another 100 bp of cuts in coming months. With GDP growth at a mere +1.1% in 1Q 2017 – the weakest pace since 2009 – the Central Bank seems very worried about an excessive deceleration in activity. Although upcoming monetary policy decisions may be data driven, BanRep has signaled that continued easing is the appropriate policy at this point, arguing that monetary policy remains highly contractionary. Our concerns remain centered around inflation persistence, which may keep inflation expectations higher for longer.

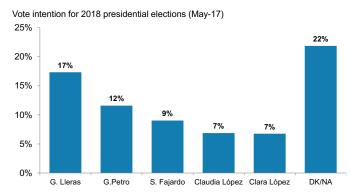
Exhibit 9: We expect another 100 bp of cuts in coming months





Politics will start heating up later this year as Congressional and Presidential elections are scheduled for the first half of 2018. While typical uncertainty ahead of an election period should pose yet another drag to investment decisions, we think this impact should be limited as the risk of a change of course in the country's economic policy seems unlikely. Most leading presidential hopefuls in polls belong to the center-right factions that have been taking turns in power over the past two decades.

Exhibit 10: There are still several Presidential candidates...



\*average of 3 polls; Source: Datexco, Polimetrica, Invamer and Morgan Stanley Research

Exhibit 11: ...for the upcoming election scheduled for May 2018

Congressional elections (Senate 102 seats & Lower House 166 seats)

March 11, 2018	Elections
March 13, 2018	Ballot count

#### Presidential elections

January 27 - March 9, 2018 Registration period for candidates

January 28, 2018 Beginning of campaign

February 27, 2018 Beginning of radio & newspapers campaigns

March 27 - May 25, 2018 Period of free open TV propaganda

May 27, 2018 Election

Source: Morgan Stanley Latam Economics

Our bull and bear cases are heavily dependent on the oil and inflation outlook, as well as on politics.

- Our bull case revolves around faster-than-anticipated disinflation coupled with higher
  oil prices. It also assumes that the fallout from the Brazilian construction company
  probe does not have a major impact on the largest political parties in Colombia, and
  that the upcoming Presidential election keeps uncertainty levels contained. With
  inflation and inflation expectations trending downwards, consumers should resume
  spending and the Central Bank may have extra room to cut rates further,
  encouraging investment, which also benefits from higher oil prices. With higher
  growth, the fiscal backdrop should improve and support the government's
  investment plans.
- Our bear case consists of oil prices trending lower, sticky inflation and heightened uncertainty ahead of the elections. Amid persistent price pressures, consumer spending remains muted, dragging down overall growth and fiscal receipts, limiting authorities' public investment projects. Under this scenario, the Central Bank should be unable to continue cutting rates, and low oil prices coupled with domestic uncertainty around the elections would further delay investment projects.



# Equity Strategy: Attractively Valued

by Guilherme Paiva and Regiane Yamanari

We noted widespread pessimism among investors during our Q2 roadshow throughout Europe and the Middle East. We met only 1 investor in the 20+ meetings we did who confessed having an Overweight position in Colombian equities. Thus, we upgraded Colombia to an Overweight recommendation in our early June Latin America Model Portfolio update (see note here) and we added Bancolombia to our Top Stock Ideas list.

In the previous section, our colleague Fernando Sedano argued that a) the economic rebalancing and external accounts adjustment process is advanced, opening the door for b) policymakers to ease monetary conditions further and thus help foster c) a gradual economic recovery in 2H 2O17. Therefore, in this section, we argue that d) equity valuations appear attractive both in absolute and relative terms, and e) consensus earnings estimates don't appear demanding for domestic oriented sectors.

### **Valuations**

We find Colombian equities trading at an interesting 11.5x forward consensus earnings, or 1.3 standard deviations below the 9-year historical average, after having underperformed their EM peers by more than 50 percentage points over the past 4 and a half years. Meanwhile, on a relative basis to their EM peers, the discount is even bigger, with Colombian equities trading at 2.0 standard deviations below the historical mean.

Exhibit 12: Colombian equities are attractively valued...



**Exhibit 13:** ...both on an absolute or relative basis



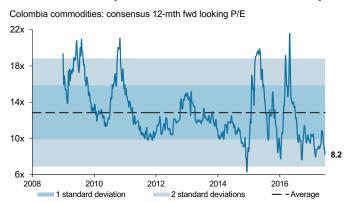
Source: Bloomberg and Morgan Stanley Research



We discussed in the Overview section how important the energy sector is for the Colombian economy. So we also have to acknowledge the relevance of the energy sector for the local equity market. To be fair, the weight of energy stocks was much bigger a few years ago than today (i.e. Ecopetrol was 26% of MSCI Colombia in 2013 vs only 11% currently), but it can still create a bias. Therefore, we depict in the next two Exhibits the forward consensus P/E ratio for both commodity (i.e. Energy) and domestic (Discretionary, Staples, Financials, Health Care, Industrials, Telecom and Utilities) groups of stocks.

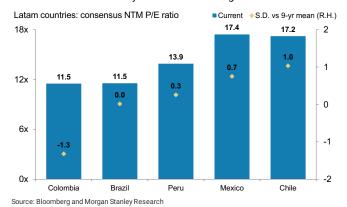
The good news is that both groups (commodities and domestics) are trading at a material discount to their 9-year historical averages. The commodity group at 8.2x forward consensus earnings is 1.5 standard deviations below, while the domestic group at 13.0x is at a full 1.0 standard deviation under.

Exhibit 14: Commodity and domestic oriented stocks are currently...



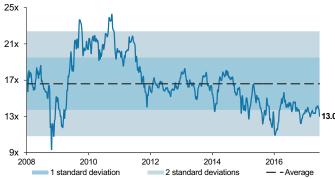
Source: Bloomberg and Morgan Stanley Research

**Exhibit 16:** Colombia trades at the low end of the region and at a material discount to its 9-year historical average



Colombia domestics: consensus 12-mth fwd looking P/E 25x 7

Exhibit 15: ...trading at 1.0+ standard deviations discounts to history



Source: Bloomberg and Morgan Stanley Research

The key question for Latin investors though is if the current valuation discount to the rest of the region is wide enough to make us more positive towards Colombian equities.

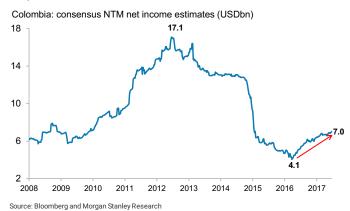
In our view the answer is yes. We depict in Exhibit 16 the forward consensus P/E ratio for Colombia and the other 4 main equity markets in the MSCI Latin American benchmark. We note the 11.5x valuation multiple for local stocks is the lowest in Latin America in absolute terms (and similar for Brazil), and the only one that currently trades at a (material) discount to its 9-year historical average.



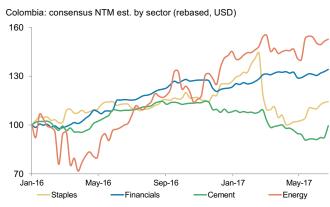
# Consensus earnings estimates

Consensus earnings estimates went through a prolonged almost 4-year period of negative revisions. Net income estimates for Colombian equities peaked at more than USD17bn in mid 2012 before collapsing more than 75% to roughly a USD4bn bottom in early 2016. The trough, not surprisingly, coincided with the low made by crude oil prices (Exhibit 2). Since then, the trend has reverted and consensus earnings estimates have increased 70% back to USD7bn over the past 15 months, propped by higher crude oil prices. An analysis by sector shows that consensus earnings revisions have been the strongest in the energy sector, followed then by financials, staples and cement.

**Exhibit 17:** Consensus earnings forecasts finally stopped falling in early 2016...



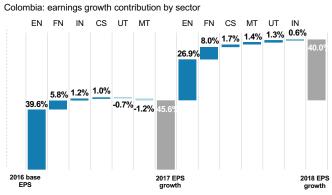
**Exhibit 18:** ....when coincidently or not crude oil prices reached a bottom



Source: Bloomberg and Morgan Stanley Research

If we look forward, and analyze what consensus is forecasting, the USD earnings growth rates expected for the overall equity market stand at +46% in 2017 and +40% in 2018. These figures seem very high at first glance, but when we decompose them by sectors, we can see energy (with 90%+ yoy growth rates) accounts for circa 70-85% of the total. Our two favorite sectors, cement and banks (i.e. Materials and Financials in the next two Exhibits), depict much more moderate 5% and 14% 2016-18 CAGRs.

Exhibit 19: Consensus expects overall USD eps growth to reach +46% in 2017 and +40% in 2018...



Source: Bloomberg and Morgan Stanley Research

**Exhibit 20:** ...supported mainly by 90%+ yoy growth rates by the energy sector



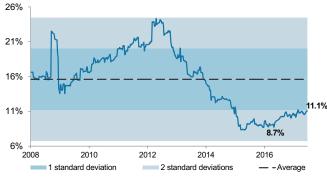
Source: Bloomberg and Morgan Stanley Research



Lastly, it is important to highlight that even with the above mentioned consensus double

**Exhibit 21:** The current forward return on equity at +11% is 1.0 full standard deviation below the 9-year historical average

Colombia consensus 12-month forward looking ROE



Source: Bloomberg and Morgan Stanley Research

digit USD earnings growth rates forecasted for 2017 and 2018, the overall equity market forward return on equity currently stands at only +11.1%, or still 1.0 full standard deviation below the 9-year historical average.

To sum up, 2017 and 2018 consensus USD earnings growth forecasts at +46% and +40% for the overall equity market seem high. However, they are to a very large degree driven by the energy sector and thus crude oil prices. Meanwhile, the forecasts for domestic oriented sectors such as cement and financials seem more conservative (5% and 14% 2016-18 CAGR) and easier to achieve.



# Investment Recommendations

by Guilherme Paiva and Regiane Yamanari

We noted widespread pessimism among investors during our Q2 roadshow throughout Europe and the Middle East. We met only 1 investor in the 20+ meetings we did who confessed having an Overweight position in Colombian equities. Thus, we upgraded Colombia to an Overweight recommendation in our early June Latin America Model Portfolio update (see note here) and we added Bancolombia to our Top Stock Ideas list.

Our colleague Fernando Sedano argued in the Economics section that:

- The economic adjustment process is advanced with the current account deficit
  having already shrunk from 6.4% in 2015 to 4.0% currently, helped by a materially
  weaker foreign exchange rate (35%+);
- Policymakers have already eased monetary conditions by 125bp year-to-date, and we forecast another 100bp over the coming months;
- We forecast a gradual economic recovery to occur in 2H 2017, as disinflation and lower rates shore up domestic confidence levels and spending.

Meanwhile, we highlighted in the Equity Strategy section that:

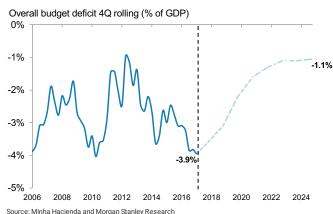
- Equity valuations appear attractive both in absolute and relative terms. We find
  Colombian equities trading at an interesting 11.5x forward consensus earnings, or 1.3
  standard deviations below the 9-year historical average. Meanwhile, on a relative
  basis to their EM peers, the discount is even bigger, with Colombian equities trading
  at 2.0 standard deviations below the historical mean. The story holds true even
  when we focus on domestic oriented sectors (i.e. ex-Energy).
- Consensus earnings estimates don't appear demanding for domestic oriented sectors. Consensus USD earnings growth forecasts for the overall equity market in 2017 (+46%) and 2018 (+40%) seem high. However, they are to a very large degree driven by the energy sector and thus crude oil prices. Meanwhile, the forecasts for domestic oriented sectors such as cement and financials seem more conservative (5% and 14% 2016-18 CAGR) and easier to achieve.
- Finally, it is important to highlight that the overall equity market forward return on equity currently stands at only +11.1%, or still 1.0 full standard deviation below the 9-year historical average.

The main domestic risk for Colombian equities over the next 12 months is probably the Presidential election in May 2018. The field remains wide open, with Mr. German Vargas Lleras, former Vice President under President Santos (17% of vote intentions), leading the polls, followed by left leaning former Mayor of Bogota Mr. Gustavo Petro (12%) and centrist former Governor of Antioquia Mr. Sergio Fajardo (7%).

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# **UPDATE**

Exhibit 22: The fiscal deficit remains at worrisome levels

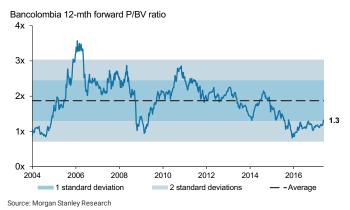


Beyond the next 12 months, we believe the biggest macro risk for Colombian equities is the still fragile fiscal situation of the government. The decline in crude oil prices from mid 2014 onwards has put pressure on the fiscal deficit, and forced the government to increase taxes on both companies (income tax from 25% to 34%) and consumers (VAT from 16% to 19%). The government currently forecasts the fiscal deficit to gradually shrink from 3.9% of GDP in 1Q 2017 to 1.1% of GDP in 2024. However, the calculation uses optimistic assumptions such as a USD70/bbl price for Brent and 4.0%+ real GDP growth rate from 2020 onwards.

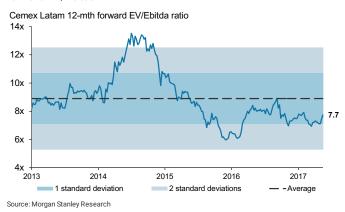
At the micro level, Bancolombia is our favorite stock and a member of our regional Top Stock Ideas list. The bank currently trades at 1.3x forward book value, or 1.0 full standard deviation below its

12 year historical average. Our colleague Jorge Kuri has an Overweight rating on the stock, and forecasts 18% USD upside, as he remains positive on the company's outlook as management delivers on cost efficiency and overall improvements on the Central America operations.

**Exhibit 23:** Currently, Bancolombia trades at a 1.0 S.D. discount based on forward P/BV...



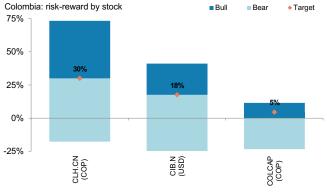
**Exhibit 24:** ... while Cemex Latam trades at 0.7 S.D. discount based on forward EV/Ebitda



Meanwhile, we also like Cemex Latam. The company currently trades at 7.7x forward EV/Ebitda, or 0.7 standard deviations

below its 4-year historical average. Our colleague Nikolaj
Lippmann upgraded the stock to Overweight on May 16 (report
here) and now forecasts 30% USD upside. He is upbeat about a
potential inflection point in domestic cement demand and pricing.

Exhibit 25: Both stocks provide interesting upside



Source: Morgan Stanley Research



### Valuation Methodology and Risks

Bancolombia (CIB.N; current price US\$43.19)

Our valuation work and price targets are based on residual income analysis. To review, residual income analysis values a stock by adding the present value of all future cash earnings in excess of the company's cost of capital to the company's book value. Thus, in our residual income model, the value of the firm is mainly a function of the magnitude of the spread between return on equity and cost of equity (performance spread) and the time period in which management can generate returns in excess of the cost of equity (economic growth horizon).

For CIB, our year-end 2017 price target of US\$50 assumes shares will trade at 10.5x prospective P/E and year-end 2017 P/BV of 1.5x. Our valuation uses a discount rate of 11.7%, and long-term ROE of 15-16%.

We consider the uncertainty in the region's economic climate as the key long-term investment concern related to Latin America banks. In the past, economic instability has resulted in great share price volatility. A scenario of economic contraction, inflation, and currency devaluation would have a significant negative impact on our outlook for the banks.

Additionally for Bancolombia, we see the following risks: recent CEO change, overall execution, Colombia's recovery is sensitive to oil prices, consumer delinquency could pick up if impact from higher VAT on disposable income is tougher than we anticipate, rising protectionism in the US could hurt trade and overall sentiment in the region.

Cemex Latam (CLH.CN; current price Co\$11,540)

We derive our Co\$15,000 PT using a DCF and sum-of-the-parts analysis.

DCF: For our consolidated DCF we use an 8.5% WACC in nominal US\$, assuming a 10.5% cost of equity (1.1 beta, 3.8% risk-free rate and 6.0% market risk premium) and 6.0% cost of debt. With this valuation we reach a fair value of US\$5.2/shr, which translates to Co\$15,000 at our Global FX team 2017 avg forecast of Co\$2,950. Our terminal EV/EBITDA stands at 7.8x.

SOTP: This valuation is built on a DCF of each operational region (Colombia, Panama, Costa Rica and rest of LatAm). With this valuation model we derive a fair value of Co\$15,000/shr using the aforementioned FX rate. We value Colombia at an implied 2018e EV/EBITDA of 12.2x, Panama at 8.9x, Costa Rica at 8.7x and rest of LatAm at 8.1x

Risks to our price target: 1) Continued delays in infrastructure; 2) Continued tough competitive dynamics; 3) An adverse resolution of the Maceo plant expansion project; 4) Fines and/or increased regulation.



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The following analysts hereby certify that their views about the companies and their securities discussed in this report are accurately expressed and that they have not received and will not receive direct or indirect compensation in exchange for expressing specific recommendations or views in this report: Cesar A Medina; Guilherme F Paiva, CFA; Regiane Yamanari.

Unless otherwise stated, the individuals listed on the cover page of this report are research analysts.

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(as of May 31, 2017)

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	COVERAGE UN	NIVERSE	INVESTMENT BANKING CLIENTS (IBC)			OTHER MATERIAL INVESTMENT SERVICES CLIENTS (MISC)	
STOCK RATING	COUNT	% OF	COUNT	% OF	% OF	COUNT	% OF
CATEGORY		TOTAL		TOTAL IBC	RATING		TOTAL
					CATEGORY		OTHER
							MISC
Overweight/Buy	1146	35%	298	41%	26%	560	37%
Equal-weight/Hold	1411	44%	333	46%	24%	679	45%
Not-Rated/Hold	59	2%	8	1%	14%	8	1%
Underweight/Sell	616	19%	87	12%	14%	262	17%
TOTAL	3,232		726			1509	

Data include common stock and ADRs currently assigned ratings. Investment Banking Clients are companies from whom Morgan Stanley received investment banking compensation in the last 12 months.

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Overweight (O or Over) - The stock's total return is expected to exceed the total return of the relevant country MSCI Index, on a risk-adjusted basis over the next 12-18 months.

Equal-weight (E or Equal) - The stock's total return is expected to be in line with the total return of the relevant country MSCI Index, on a risk-adjusted basis over the next 12-18 months.

Not-Rated (NR) - Currently the analyst does not have adequate conviction about the stock's total return relative to the relevant country MSCI Index on a risk-adjusted basis, over the next 12-18 months.

Underweight (U or Under) - The stock's total return is expected to be below the total return of the relevant country MSCI Index, on a risk-adjusted basis, over the next 12-18 months.

Unless otherwise specified, the time frame for price targets included in Morgan Stanley Research is 12 to 18 months.

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Attractive (A): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be attractive vs. the relevant broad market benchmark, as indicated below.

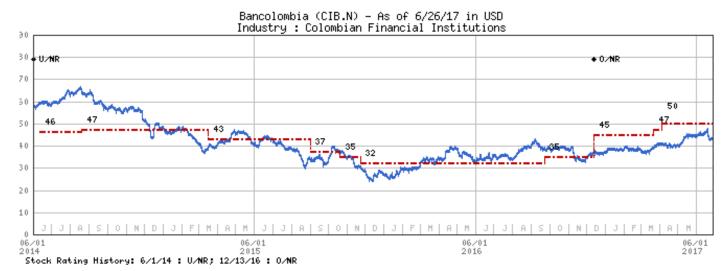
In-Line (I): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be in line with the relevant broad market benchmark, as indicated below.

Cautious (C): The analyst views the performance of his or her industry coverage universe over the next 12-18 months with caution vs. the relevant broad market benchmark, as indicated below.

Benchmarks for each region are as follows: North America - S&P 500; Latin America - relevant MSCI country index or MSCI Latin America Index; Europe - MSCI Europe; Japan - TOPIX; Asia - relevant MSCI country index or MSCI sub-regional index or MSCI AC Asia Pacific ex Japan Index.

Stock Price, Price Target and Rating History (See Rating Definitions)





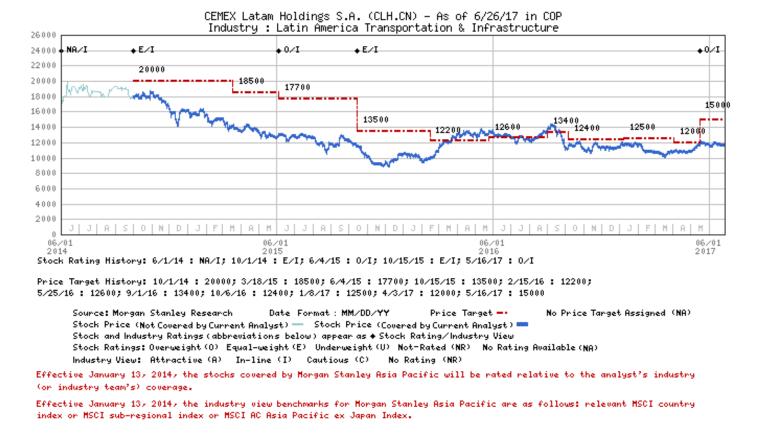
Price Target History: 12/18/09: NA; 6/12/14: 46; 8/19/14: 47; 3/17/15: 43; 9/1/15: 37; 10/20/15: 35; 11/23/15: 32; 9/22/16: 35; 12/13/16: 45; 3/22/17: 47; 4/4/17: 50

Source: Morgan Stanley Research Date Format: MM/DD/YY Price Target •• No Price Target Assigned (NA)
Stock Price (Not Covered by Current Analyst) • Stock Price (Covered by Current Analyst) •
Stock and Industry Ratings (abbreviations below) appear as • Stock Rating/Industry View
Stock Ratings: Overweight (O) Equal-weight (E) Underweight (U) Not-Rated (NR) No Rating Available (NA)
Industry View: Attractive (A) In-line (I) Cautious (C) No Rating (NR)

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