

Even worse than expected

Lower 4Q guidance from flat to 15-25% QoQ decline

Largan issued a sales outlook warning today and lowered its 4Q guidance from flat QoQ to 15-25% QoQ sales decline given weaker than expected order flow from top-tier handset branders. In our latest report "[More negatives to come](#)" on [24 November 2008](#), we highlighted that many Motorola projects are pending or have been postponed due to its recent supply chain reshuffle and platform restructuring. Nokia's order flow also seems to be falling on its negative view of the global handset industry. As Nokia and Motorola contribute more than 60% of Largan's lens business, we expect to see a significant ~40% MoM sales decline in November.

3MP project delay would hurt its gross margin

As some of Largan's new projects have been delayed given the uncertain demand, we think a rise in 3MP popularity could be further postponed to late 2H09. Along with rising ASP pressure on current 2MP products, we expect more margin pressure for the company. We therefore expect a 20% YoY earning decline for Largan with gross margin drop 2.6%.

Earning cut again, lower PO NT\$173

Reflecting its worse than expected 4Q outlook and sluggish order flow in 1Q, we further cut our FY08/FY09E earnings by 5.3% and 4.7%. We lower our PO from NT\$180 to NT\$173, which is based on 9x 09E, at its historical trough cycle. We expect Largan will be discounted on the weaker handset and tech outlook. On Taiwanese handset components, we retain our negative view given their high exposure to Nokia, Motorola and SonyEricsson. We expect more negatives to come and suggest avoiding the sector. We expect 1Q09 will be a better checking point if order flow visibility improves.

Estimates (Dec)

(NT\$)	2006A	2007A	2008E	2009E	2010E
Net Income (mn) Taiwan GAAP	3,891	2,581	3,135	2,502	2,596
EPS (Pre Bonus)	31.593	20.728	27.944	22.098	22.929
EPS (Post Bonus)	24.277	13.096	24.311	19.226	19.949
EPS Change (YoY)	226.3%	-46.1%	85.6%	-20.9%	3.8%
Dividend / Share	11.40	9.80	9.35	8.39	8.71
Free Cash Flow / Share	20.54	23.29	19.54	20.04	17.63

* Taiwan GAAP changed from Pre Bonus to Post Bonus earnings from 2008.

Valuation (Dec)

	2006A	2007A	2008E	2009E	2010E
P/E (Post Bonus)	9.06x	16.80x	9.05x	11.44x	11.03x
Dividend Yield	5.18%	4.45%	4.25%	3.81%	3.96%
Free Cash Flow Yield*	8.83%	10.13%	8.80%	9.11%	8.02%

* For full definitions of *iQmethod*SM measures, see page 7.



Laura Chen >> +886 2 2376 3723

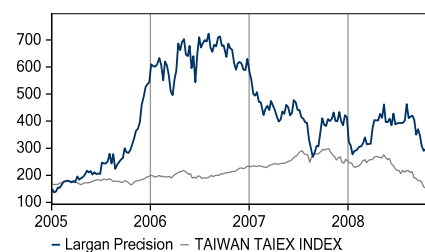
Research Analyst
Merrill Lynch (Taiwan)
laura_chen@ml.com

Daniel Kim, CFA >> +852 2536 3443

Research Analyst
Merrill Lynch (Hong Kong)
daniel_kim@ml.com

Stock Data

Price	NT\$220.00
Price Objective	NT\$180.00 to NT\$173.00
Date Established	27-Nov-2008
Investment Opinion	C-3-7
Volatility Risk	HIGH
52-Week Range	NT\$193.00-NT\$460.78
Mkt Val / Shares Out (mn)	US\$858 / 130.1
Average Daily Volume	1,817,288
ML Symbol / Exchange	LGANF / TAI
Bloomberg / Reuters	3008 TT / 3008.TW
ROE (2008E)	28.5%
Net Dbt to Eqty (Dec-2007A)	-20.9%
Est. 5-Yr EPS / DPS Growth	15.0% / 20.0%
Free Float	50.0%



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Refer to important disclosures on page 8 to 9. Analyst Certification on Page 5. Price Objective Basis/Risk on page 5.

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iQprofileSM Largan Precision Co. Ltd.

Key Income Statement Data (Dec)	2006A	2007A	2008E	2009E	2010E
(NT\$ Millions)					
Sales	7,341	5,881	7,474	6,613	7,076
Gross Profit	4,547	3,273	4,026	3,392	3,538
Sell General & Admin Expense	(273)	(226)	(277)	(245)	(262)
Operating Profit	4,111	2,911	3,210	2,686	2,788
Net Interest & Other Income	58	93	97	32	32
Associates	0	0	0	0	0
Pretax Income	4,169	3,004	3,308	2,718	2,820
Tax (expense) / Benefit	(278)	(423)	(172)	(216)	(224)
Net Income (Adjusted)	3,891	2,581	3,135	2,502	2,596
Average Fully Diluted Shares Outstanding	123	125	129	130	130

Key Cash Flow Statement Data

Net Income	3,891	2,581	3,135	2,502	2,596
Depreciation & Amortization	513	551	766	852	852
Change in Working Capital	(601)	333	(331)	254	(153)
Deferred Taxation Charge	0	0	0	0	0
Other Adjustments, Net	228	154	(50)	0	0
Cash Flow from Operations	4,031	3,619	3,520	3,608	3,295
Capital Expenditure	(1,502)	(719)	(1,000)	(1,000)	(1,000)
(Acquisition) / Disposal of Investments	1	1	0	0	0
Other Cash Inflow / (Outflow)	(1,341)	217	0	0	0
Cash Flow from Investing	(2,843)	(501)	(1,000)	(1,000)	(1,000)
Shares Issue / (Repurchase)	0	0	0	0	0
Cost of Dividends Paid	(802)	(1,382)	(1,232)	(1,199)	(1,129)
Cash Flow from Financing	(888)	(1,848)	(1,432)	(1,399)	(1,329)
Free Cash Flow	2,529	2,900	2,520	2,608	2,295
Net Debt	(609)	(2,115)	(3,204)	(4,413)	(5,378)
Change in Net Debt	(258)	(1,508)	(1,088)	(1,209)	(966)

Key Balance Sheet Data

Property, Plant & Equipment	3,982	4,163	4,397	4,546	4,694
Other Non-Current Assets	300	294	150	150	150
Trade Receivables	2,077	1,782	2,048	1,812	1,939
Cash & Equivalents	903	2,178	3,267	4,476	5,441
Other Current Assets	3,070	2,755	2,941	2,888	2,962
Total Assets	10,331	11,172	12,803	13,871	15,186
Long-Term Debt	31	39	39	39	39
Other Non-Current Liabilities	0	0	0	0	0
Short-Term Debt	263	24	24	24	24
Other Current Liabilities	883	988	896	812	859
Total Liabilities	1,177	1,051	959	875	922
Total Equity	9,154	10,121	11,843	12,996	14,263
Total Equity & Liabilities	10,331	11,172	12,803	13,871	15,186

iQmethodSM - Bus Performance*

Return On Capital Employed	47.3%	26.0%	26.6%	19.6%	18.5%
Return On Equity	51.0%	26.8%	28.5%	20.1%	19.0%
Operating Margin	56.0%	49.5%	43.0%	40.6%	39.4%
EBITDA Margin	63.0%	58.9%	53.2%	53.5%	51.4%

iQmethodSM - Quality of Earnings*

Cash Realization Ratio	1.0x	1.4x	1.1x	1.4x	1.3x
Asset Replacement Ratio	2.9x	1.3x	1.3x	1.2x	1.2x
Tax Rate (Reported)	6.7%	14.1%	5.2%	7.9%	7.9%
Net Debt-to-Equity Ratio	-6.6%	-20.9%	-27.1%	-34.0%	-37.7%
Interest Cover	NM	NM	NM	NM	NM

Key Metrics

* For full definitions of iQmethodSM measures, see page 7.

Company Description

Largan, established in 1987, is based in Tai Chung, Taiwan. The company is Taiwan's leading optical lens manufacturer for digital imaging products. These include digital cameras, mobile phone cameras, projectors, and MFPS.

Investment Thesis

We believe that Largan will suffer from: (1) weaker global handset demand (80% of revenues), (2) less customer diversification (50%+ from Nokia and Motorola camp) and (3) potential 3MP project delays. As a result, we're turning more conservative on the company. We'll turn more positive on the stock if we see better order flow visibility.

Stock Data

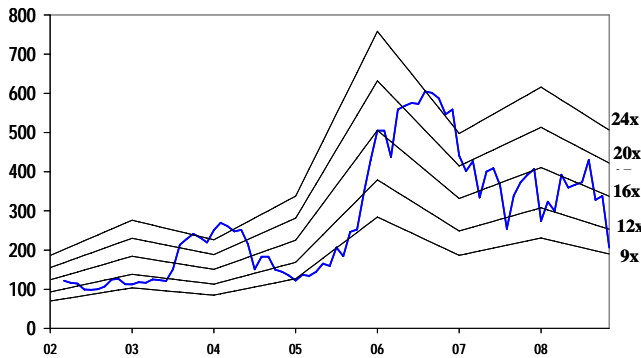
Price to Book Value 2.4x

Table 1: Largan: Earnings revisions

(NT\$ mn)	FY08E			FY09E		
	New	Old	Diff (%)	New	Old	Diff (%)
Total sales	7,474	7,878	-5.1	6,613	6,912	-4.3
Gross Profit	4,026	4,246	-5.2	3,392	3,551	-4.5
Operating income	3,210	3,397	-5.5	2,686	2,821	-4.8
Pretax income	3,308	3,494	-5.3	2,718	2,853	-4.7
Net income	3,135	3,309	-5.3	2,502	2,626	-4.7
EPS (NT\$)	24.31	25.66	-5.3	19.23	20.18	-4.7
Gross margin	53.9%	53.9%		51.3%	51.4%	
OP margin	43.0%	43.1%		40.6%	40.8%	
Net margin	42.0%	42.0%		37.8%	38.0%	

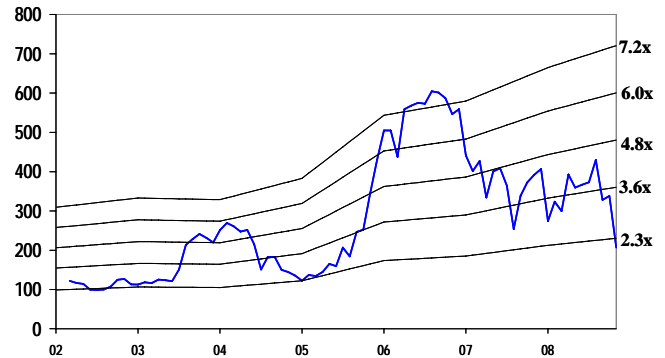
Source: Merrill Lynch estimates

Chart 1: Largan's P/E band (Taiwan GAAP)



Source: TEJ, Merrill Lynch estimates

Chart 2: Largan's P/BV band



Source: TEJ, Merrill Lynch estimates

Table 2: Taiwan hardware valuation comparison

	ML Symbol	ML Rating	Price 26 Nov 2008	Mkt Cap (US\$m)	EPS		EPG		PER(x)		Perform YTD
					2008E	2009E	2008E	2009E	2008E	2009E	
Handset /component											
HTC	HTCCF	C-3-7 Underperform	315.0	7,131	38.1	34.5	33%	-10%	8.3	9.1	-47%
Largan	LGANF	C-3-7 Underperform	220.0	858	24.3	19.2	86%	-21%	9.0	11.4	-49%
CCI	CPCMF	C-3-7 Underperform	15.1	278	2.2	2.6	-45%	17%	6.7	5.8	-81%
FIH	FXCNF	C-3-9 Underperform	1.9	1,792	0.4	0.3	-52%	-10%	5.2	5.8	-89%
Sillitech	SLKCF	C-2-7 Neutral	45.6	234	6.4	6.1	27%	-4%	7.1	7.4	-64%
Merry	MMECF	C-2-7 Neutral	23.8	114	4.7	4.0	-12%	-14%	5.1	5.9	-76%
Catcher	CHERF	C-3-8 Underperform	51.5	926	7.8	7.6	-23%	-3%	6.6	6.8	-73%
FTC	FXTCF	C-2-8 Neutral	64.0	1,625	8.5	8.0	3%	-6%	7.5	8.0	-76%
BYD	BYDDF	C-1-9 Buy	11.0	2,921	0.6	1.0	-8%	65%	17.4	10.6	-79%
AAC*	n.a.	n.a.	2.5	372	0.6	0.7	46%	9%	3.9	3.5	-76%
IAC	IVAPF	C-3-8 Underperform	21.6	332	5.0	3.2	-7%	-36%	4.4	6.8	-67%
Average							4%	-1%	7.4	7.4	-71%
PC											
Asustek	AKCPF	C-3-7 Underperform	36.4	4,628	5.8	4.4	1%	-24%	6.3	8.3	-63%
Acer	ASIYF	C-1-7 Buy	41.5	3,075	5.1	6.0	33%	16%	8.1	7.0	-35%
Hon Hai	HNHAF	C-3-7 Underperform	58.4	12,984	8.5	7.7	69%	-10%	6.8	7.6	-71%
Wistron	WICOF	C-2-7 Neutral	22.0	998	4.8	4.6	38%	-4%	4.6	4.7	-64%
Compal	CMPLF	C-1-7 Buy	16.4	1,937	3.4	3.4	15%	0%	4.8	4.8	-54%
Mitac	MTCXF	C-3-8 Underperform	10.5	481	1.5	1.4	-55%	-10%	6.9	7.7	-67%
Inventec	IVCJF	C-3-8 Underperform	8.3	634	2.0	1.6	3%	-19%	4.1	5.0	-56%
Quanta	QUCPF	C-3-7 Underperform	37.0	4,049	5.0	4.5	19%	-10%	7.4	8.2	-20%
Average							15%	-7%	6.1	6.7	-54%

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Table 2: Taiwan hardware valuation comparison

	ML Symbol	ML Rating	Price 26 Nov 2008	Mkt Cap (US\$m)	EPS		EPG		PER(x)		Perform YTD
					2008E	2009E	2008E	2009E	2008E	2009E	
PC component											
Simple	SPLOF	C-1-7 Buy	73.4	458	11.3	11.9	86%	5%	6.5	6.2	-55%
Chicony	CCNYF	C-3-8 Underperform	26.1	435	5.4	4.7	139%	-12%	4.8	5.5	-57%
SZS	SZUSF	C-2-7 Neutral	76.0	283	10.3	10.8	18%	5%	7.4	7.0	-62%
Average							32%	-7%	6.2	6.2	-58%

Source: BBG, Merrill Lynch estimates

Table 3: Largan quarterly P&L

NT\$m (year-end Dec)	1Q08	2Q08	3Q08	4Q08E	1Q09E	2Q09E	3Q09E	4Q09E	2008E	2009E	2010E
Sales	1,713	1,884	2,159	1,718	1,488	1,521	1,753	1,852	7,474	6,613	7,076
Cost of goods sold	-794	-875	-980	-799	-729	-742	-855	-894	-3,448	-3,221	-3,538
Gross profit	919	1,009	1,179	919	759	779	897	957	4,026	3,392	3,538
Operating expenses	-180	-202	-254	-179	-158	-162	-188	-199	-816	-707	-750
Operating profit	739	806	924	740	601	616	710	758	3,210	2,686	2,788
Net non-op	-135	15	209	8	8	8	8	8	97	32	32
Pretax profit	604	821	1,134	748	609	624	718	766	3,308	2,718	2,820
Tax expenses	-20	-99	-1	-52	-37	-75	-43	-61	-172	-216	-224
Net profit	584	722	1,133	696	573	550	675	705	3,135	2,502	2,596
EPS (NT\$)	4.53	5.60	8.78	5.40	4.40	4.22	5.18	5.42	24.31	19.23	19.95
Margin (%)	1Q08	2Q08	3Q08	4Q08E	1Q09E	2Q09E	3Q09E	4Q09E	2008E	2009E	2010E
Gross margin	53.7%	53.5%	54.6%	53.5%	51.0%	51.2%	51.2%	51.7%	53.9%	51.3%	50.0%
Operating expense	-10.5%	-10.7%	-11.8%	-10.4%	-10.6%	-10.7%	-10.7%	-10.8%	-10.9%	-10.7%	-10.6%
Operating margin	43.1%	42.8%	42.8%	43.1%	40.4%	40.5%	40.5%	40.9%	43.0%	40.6%	39.4%
Pre-tax margin	35.3%	43.6%	52.5%	43.6%	40.9%	41.1%	41.0%	41.4%	44.3%	41.1%	39.9%
Net margin	34.1%	38.3%	52.5%	40.5%	38.5%	36.1%	38.5%	38.1%	42.0%	37.8%	36.7%
Tax rate	-3.3%	-12.1%	-0.1%	-7.0%	-6.0%	-12.0%	-6.0%	-8.0%	-5.2%	-7.9%	-7.9%
Sequential growth (%)	1Q08	2Q08	3Q08	4Q08E	1Q09E	2Q09E	3Q09E	4Q09E	2008E	2009E	2010E
Sales	-9.5%	10.0%	14.6%	-20.4%	-13.4%	2.2%	15.2%	5.7%	27.1%	-11.5%	7.0%
Cost of goods sold	-4.5%	10.3%	12.0%	-18.5%	-8.7%	1.8%	15.2%	4.6%	32.2%	-6.6%	9.8%
Gross profit	-13.4%	9.7%	16.9%	-22.0%	-17.4%	2.6%	15.2%	6.7%	23.0%	-15.7%	4.3%
Operating expenses	79.8%	12.2%	25.7%	-29.8%	-11.8%	3.0%	15.5%	6.2%	na	-13.4%	6.2%
Operating profit	-23.1%	9.1%	14.6%	-19.9%	-18.8%	2.5%	15.1%	6.8%	10.3%	-16.3%	3.8%
Net non-op	na	na	na	-96.2%	0.0%	0.0%	0.0%	0.0%	na	na	0.0%
Pretax profit	-37.5%	36.0%	38.0%	-34.0%	-18.6%	2.5%	14.9%	6.7%	10.1%	-17.8%	3.8%
Tax expenses	-78.6%	na	-98.8%	na	-30.2%	na	-42.5%	42.3%	-59.2%	25.3%	3.8%
Net income	-33.2%	23.6%	56.8%	-38.5%	-17.7%	-4.0%	22.8%	4.5%	21.5%	-20.2%	3.8%

Source: Company data, Merrill Lynch estimates

Price objective basis & risk

Largan Precision (LGANF)

Our PO of NT\$173 is based on 9x FY09E EPS, which is the trough of its historical P/E. Largan derated in 2005-06 due to yield rate losses on technology transitions. We believe Largan will be discounted on the weaker handset outlook and traded back to its historical trough. Upside risk is stronger-than-expected handset demand. Risk for the stock to go down further is quicker-than expected lens module price erosion and worse than expected global handset demand.

Analyst Certification

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APR - Technology Hardware Coverage Cluster

Investment rating	Company	ML ticker	Bloomberg symbol	Analyst
BUY	Acer, Inc	ASIYF	2353 TT	Tony Tseng, CFA
	BYD	BYDDF	1211 HK	Daniel Kim, CFA
	Cheil Industries	CLFUF	001300 KS	Simon Dong-je Woo, CFA
	Compal Electron	CMLPF	2324 TT	Tina Chang, CFA
	Coretronic	CCOCF	5371 TT	Jeffrey Su
	Delta Elect	DLTEF	2308 TT	Jeffrey Su
	Ju Teng Intl	JUTGF	3336 HK	Ronnie Ho
	LG Electronics	LGEAF	066570 KS	Daniel Kim, CFA
	Samsung Techwin	SGTWF	012450 KS	Simon Dong-je Woo, CFA
	Simplo Tech	SPLOF	6121 TT	Tina Chang, CFA
	SSCP CO LTD	SSCPF	071660 KS	Daniel Kim, CFA
	TPV	TPVTF	903 HK	Daniel Kim, CFA
	Venture Corp.	VEMLF	VMS SP	Ronnie Ho

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APR - Technology Hardware Coverage Cluster

Investment rating	Company	ML ticker	Bloomberg symbol	Analyst
NEUTRAL				
	Alpha Networks I	AHNWF	3380 TT	Laura Chen
	AU Optronics	AUO	AUO US	Jeffrey Su
	AU Optronics	AUOPF	2409 TT	Jeffrey Su
	Foxconn Tech	FXTCF	2354 TT	Tony Tseng, CFA
	Kingboard	KBDCF	148 HK	Ronnie Ho
	Lenovo Group	LNVGF	992 HK	Daniel Kim, CFA
	Lenovo Group	LNVGY	LNVGY US	Daniel Kim, CFA
	Lite-On Tech	LOTZF	2301 TT	Jeffrey Su
	Merry Electron	MMECF	2439 TT	Laura Chen
	Qisda Corp	BNQCF	2352 TT	Jeffrey Su
	Shin Zu Shing	SZUSF	3376 TT	Tina Chang, CFA
	Sillitech	SLKCF	3311 TT	Laura Chen
	Wistron	WICOF	3231 TT	Tony Tseng, CFA
	Yageo Corp	YGEQF	2327 TT	Ronnie Ho
UNDERPERFORM				
	Asustek	AKCPF	2357 TT	Tony Tseng, CFA
	Catcher Tech	CHERF	2474 TT	Tony Tseng, CFA
	Chi Mei Opto	CMEOF	3009 TT	Jeffrey Su
	Chicony Elect	CCNYF	2385 TT	Tina Chang, CFA
	Compal Comm	CPCMF	8078 TT	Laura Chen
	Epistar Corp	EPIPF	2448 TT	Jeffrey Su
	Everlight Elec	EVLEF	2393 TT	Jeffrey Su
	Foxconn Intl Hld	FXCNF	2038 HK	Tony Tseng, CFA
	Gemtek Technolog	GTKTF	4906 TT	Laura Chen
	Hon Hai Prec.	HNHAF	2317 TT	Tony Tseng, CFA
	HTC Corp.	HTCCF	2498 TT	Tony Tseng, CFA
	InnoLux	INXDF	3481 TT	Jeffrey Su
	Inventec	IVCJF	2356 TT	Tina Chang, CFA
	Inventec Applian	IVAPF	3367 TT	Tina Chang, CFA
	Largan Precision	LGANF	3008 TT	Laura Chen
	LG Display Co., Ltd.	LPHLF	034220 KS	Daniel Kim, CFA
	LG Display Co., Ltd.-A	LPL	LPL US	Daniel Kim, CFA
	Mitac Intl	MTCXF	2315 TT	Tina Chang, CFA
	Quanta Computer	QUCPF	2382 TT	Tony Tseng, CFA
	Radiant	ROPTF	6176 TT	Jeffrey Su
	Samsung Elec M	SSEMF	009150 KS	Daniel Kim, CFA
	Samsung SDI	SSDIF	006400 KS	Daniel Kim, CFA
	Seoul Semicon	SLSOF	046890 KS	Simon Dong-je Woo, CFA
	Wellypower	XTTWF	3080 TT	Jeffrey Su
	ZTE Corp - H	ZTCOF	763 HK	Ronnie Ho

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***iQmethod*SM 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

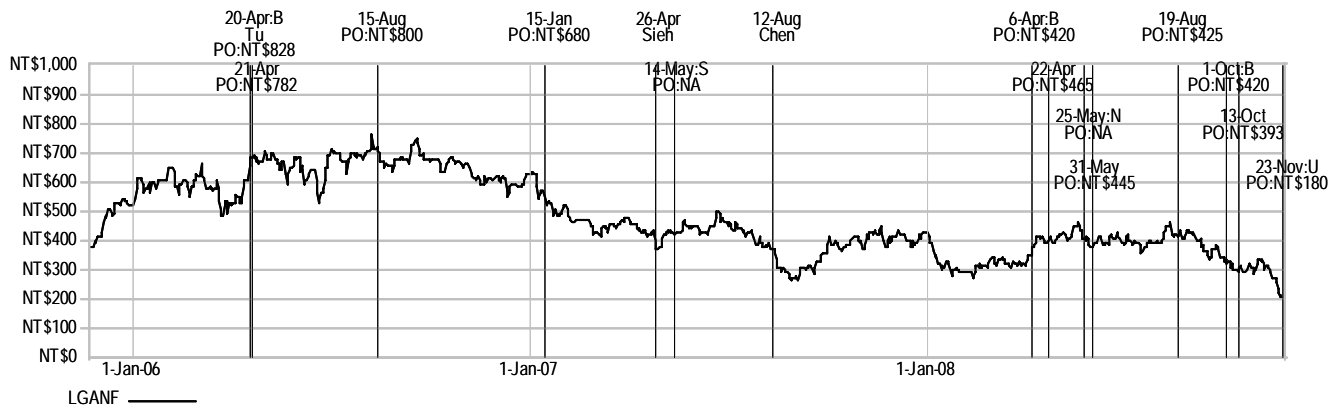
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Important Disclosures

LGANF Price Chart



B : Buy, N : Neutral, S : Sell, U : Underperform, PO : Price objective, NA : No longer valid

Prior to May 31, 2008, the investment opinion system included Buy, Neutral and Sell. As of May 31, 2008, the investment opinion system includes Buy, Neutral and Underperform. Dark Grey shading indicates that a security is restricted with the opinion suspended. Light grey shading indicates that a security is under review with the opinion withdrawn. The current investment opinion key is contained at the end of the report. Chart is current as of October 31, 2008 or such later date as indicated.

Investment Rating Distribution: Industrials/Multi-Industry Group (as of 01 Oct 2008)

Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	60	60.00%	Buy	10	18.87%
Neutral	17	17.00%	Neutral	5	31.25%
Sell	23	23.00%	Sell	2	10.00%

Investment Rating Distribution: Global Group (as of 01 Oct 2008)

Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	1647	45.31%	Buy	429	28.83%
Neutral	858	23.60%	Neutral	240	31.41%
Sell	1130	31.09%	Sell	227	22.02%

* Companies in respect of which MLFP&S or an affiliate 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.

FUNDAMENTAL EQUITY OPINION KEY: Opinions include a Volatility Risk Rating, an Investment Rating and an Income Rating. **VOLATILITY RISK RATINGS**, indicators of potential price fluctuation, are: A - Low, B - Medium and C - High. **INVESTMENT RATINGS** reflect the analyst's assessment of a stock's: (i) absolute total return potential and (ii) attractiveness for investment relative to other stocks within its *Coverage Cluster* (defined below). There are three investment ratings: 1 - Buy stocks are expected to have a total return of at least 10% and are the most attractive stocks in the coverage cluster; 2 - Neutral stocks are expected to remain flat or increase in value and are less attractive than Buy rated stocks and 3 - Underperform stocks are the least attractive stocks in a coverage cluster. Analysts assign investment ratings considering, among other things, the 0-12 month total return expectation for a stock and the firm's guidelines for ratings dispersions (shown in the table below). The current price objective for a stock should be referenced to better understand the total return expectation at any given time. The price objective reflects the analyst's view of the potential price appreciation (depreciation).

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 Merrill Lynch Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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