USIMINAS

Why are the company's stock prices still falling despite a positive result?

Metals & Mining

Main takeaways:

(i) Sales near the top of guidance, prioritizing volume to compensate for price; **(ii)** Discounts cause a fall in price in the M. Internal already in 1Q23 (-1.3% Genial Est.); **(iii)** New level of discount has been announced (12%), better the consensus expected (~40%), but we believe there is more to come; **(iv)** End of project normalizes prices in External M; **(v)** Total realized price also came in decline (-3.3% Genial Est.); **(vi)** Mining: Better prices (+11% Genial Est.) offset a weaker seasonal dynamic for sales (-4.5% Genial Est.); **(vii)** Revenue slightly below expectations (-4.5% Genial Est.), lower prices in steel reach top line; **(viii)** Lower-than-expected total COGS (-5.9% Genial Est.) is the highlight of 1Q23; **(ix)** COGS/t also shows improvements in steel; **(x)** In mining, the reverse logic is applied: COGS/t deteriorated. **(xi)** EBITDA increased (+32.0% Genial Est.) with better cost management in steel and an increase in prices in mining; **(xii)** Net profit above expectations (+87% Genial Est.).

Analysts

Igor Guedes
+55 (11) 3206-8286
igor.guedes@genial.com.vc

Ygor Araújo
+55 (11) 3206-1455
Ygor.araujo@genial.com.vc

Renan Rossi
+55 (11) 3206-1457
renan.rossi@genial.com.vc

Company

USIM5 BZ Equity
Neutral

Price: R$ 7.18 (20-Apr-2023)
Target Price 12M: R$ 8.10

Usiminas released their results for the 1Q23 on Thursday, April 20th, before the market opened. **The numbers reported came above our expectations**; although the company's revenue was below projected, **we identified good cost management at the Steel division**, feeling a reflection of a greater than expected slowdown due to the fall in the price of metallurgical coal, as well as a better dilution of fixed costs with the increase in production volume.

Still, **discounts for the automotive segment made it difficult for Usiminas to improve overall price realization**, even with positive price adjustments already bringing effects in some other segments. Another positive point in relation to our expectations was the performance of the mining division (MUSA), which, even in a weaker seasonal production dynamic, followed the rising trend seen in the 1Q23 for the reference curve for iron ore, and was able to increase its price to compensate for a weaker volume.

Lastly, **we assessed sales' guidance given for the 2Q23 at 900-1000kt** (13.0% to -3.4% vs. 1Q23 sales), indicating that the scenario still remains challenging for the steel market in Brazil, which **for us should put barriers to maintain prices stabilization,** even if commented on by management, during the earnings conference call, that the Company will work hard to keep them.

We see this difficulty as being compounded by the reform of the Blast-Furnace 3 (have began in April), which is set to bring more temporary fixed costs, such as an increase in payroll with the hiring of temporary personnel and the mobilization of machines for the reform. For this reason, **we prefer to be cautious in the short term, although we still classify the big picture of 1Q23 result as positive**.

1Q23 Analysis

Sales near the top of guidance, prioritizing volume to compensate for price. As we anticipated in our pre-earnings report, Usiminas' strategy would be to prioritize volume over price. The Company reported sales of 1,035kt in 1Q23 (+7.5% q/q; -8.8% y/y) vs. 1,025kt Genial Est. Internal M. came in at 934kt, slightly above expectations at +2.6% Genial Est. Meanwhile, External M. performed below expectations at -12.2% Genial Est., reporting sales of 101kt. It is important to note that volume growth q/q is slightly facilitated by the weaker seasonal effect relevant to the 4Qs. Still, sales fall -8.8% y/y as a reflection of the economic slowdown.

Discounts cause a fall in price in the M. Internal already in 1Q23. With a realized price of R$6.184/t in 1Q23, only a little higher than estimates (-1.3% Genial Est.). The remittances to part of the portfolio of clients in the automotive segment, which occur routinely in 1Qs, turned into discounts (in the order of ~10%), which was enough not only to annul the price increase announced for the segment of distribution, but also to make the realized price total (revenue per ton) recede in 1T23 (-7.2% q/q and -7.1% y/y).

New level of discount has been announced, better the consensus expected, but we believe there is more to come. Within the sales participation in 1Q23, we see the industrial segment and the large network (distribution) loosing share, respectively, of -2.8pp. and -0.4pp., while the automotive segment gained +3.2pp.

We analyzed that this movement is linked to the price dynamics of the Company, since during the quarter we saw discounts in the order of 10% already making an effect on the price for the automotive segment, while price increases were announced for the industrial segment and the large network. We believe that there is more to come in terms of discounts for the automotive segment (12% is already certain in 2Q23, taking effect from April 1), given that the light vehicle manufacturers are suffering from the cars being priced at high levels and the heavy ones (truck, busses, and such) without incentive to financing.

The 12% discount announced during the earnings conference call came below the market's expectation, which was for 40%. Our analysis is that Usiminas should dilute the discount throughout the year, given that we believe the automotive market recovery is still very far from reality. In other words, although the announced discount was smaller than what the consensus expected, the steelmaker should announce new discounts later on.

End of project normalizes prices in External M. As it was under our radar, after a few quarters with the External Market price being positively influenced by the Néstor Kirchner oil & gas project in Argentina (AR), the dissolution of it caused a sharp price fall in 1Q23 (-26.3% q/q), returning the normality to the behavior of export prices, which are usually lower than prices on the internal market. Therefore, we see the realized price of the External M. at R$6,114/t (-17.1% Genial Est.) in 1Q23 vs. R$8,291/t in 4Q22, marking a worse delivery than we expected, given that our projections only accounted for a partial loss of the project over the quarter.

Total realized price also came in decline. Accordingly, the total realized price was R$6,177/t in 1Q23 (-3.3% Genial Est.), below our estimates due to the sharp fall seen on the External M., even though it has a small share in total sales. In addition, we see a q/q decline of -9.4%, which reflects the discounts given to the automotive sector in the Internal M., which is more in line with our estimates.

Mining: Better prices offset a weaker seasonal dynamic for sales. MUSA, the mining division, reported sales slightly below our estimate, given that railway transportation was affected by the higher incidence of seasonal rains, typical of 1Qs, reducing the volume of shipments a little more than expected. As a result, sales amounted to 1.88 Mt in 1Q23 (-4.5% Genial Est.), falling more significantly in q/q comparison by -21.5%, although rising +16.9% y/y, thanks to better production conditions that the more distributed rains in the quarter provided, compared to the same period last year.

Nevertheless, following the trend of the reference curve for iron ore 62% Fe, in which we observe an increase of 26.8% t/t with an average of US$125/t in 1Q23, the realized price of MUSA clocked in at US$78/t in 1Q23 vs. US$70/t Genial Est., marking a delivery +11% above what we expected.

With an increase of 23.0% q/q, we believe that the superior performance in the realized price occurred because: **(i)** prices of the reference curve were accelerating in 1Q23, which we already expected, and **(ii)** a larger volume of pellets was sold, exceeding our expectations this time, increasing by +2pp in participation of the domestic market and +16pp in the external market.

Table 1. Net Revenue Usiminas (1Q23 vs. Genial Est.)

(R$ millions)	1Q23 Consolidated	1Q23E Genial Est.	% R/E	4Q22 Consolidated	% q/q	1Q22 Consolidated	% y/y
Net Revenue	**7.255**	**7.600**	**-4,5%**	**7.660**	**-5,3%**	**7.845**	**-7,5%**
Steel	6.390	6.549	-2,4%	6.569	-2,7%	6.937	-7,9%
Mining	784	737	6,3%	812	-3,5%	812	-3,5%
Steel Processing	2.134	2.069	3,1%	2.203	-3,2%	2.136	-0,1%
Adjustment	(2.052)	(1.755)	16,9%	(1.925)	6,6%	(2.041)	0,6%

Source: Genial Investimentos, Usiminas

Soure: Usiminas, Genial Investimentos

Revenue slightly below expectations, lower prices in steel reach top line. Net revenue was slightly below our expectations, mainly due to the dynamics seen in steel. With the consolidated revenue at R$7.2bn (-5.3% q/q; -7.5% y/y), we see a number 4.5% below our estimates, reflecting some difficulty with the declaration in the macro scenario. Therefore, the revenue from the steel unit clocked in at R$6.3bn (-2.4% Genial Est.), explained mainly by a retraction that was greater than expected in the price of External M., despite exports having surprisingly positive volume, the effect was not totally offset.

For Mining, the opposite dynamics to steel (weaker volume than expected, higher price) brought revenue slightly above expectations (+6.3% Genial Est.), marking a delivery at R$784mn (-3.5% q/q; -3.5% y/y). In the steel transformation unit, the Company also brought numbers that were slightly above expectations (+3.1% Genial Est.), with R$2.1bn in 1Q23, decelerating less the revenue q/q than what was seen in steel division.

Lower-than-expected total COGS is the highlight of 1Q23. Achieving costs of -R$6.3bn (-5.9% of Genial Est.), we observe a cooling off by -7.5% q/q. Therefore, we assess that the fall in COGS is a great positive point in the result, which reflected in a better-than-expected operational performance, by us and by the consensus. However, it is worth mentioning that, despite the fall in the quarterly basis, we still see an increase of +3.9% a/a, even with production and sales dropping during the period, indicating that the cost pressure from inflation continues to be relevant.

COGS/t also shows improvements in steel. With the most representative segment for the Company reporting a COGS/t lower than expected (-4.1% Genial Est.), reaching R$5,678/t in 1Q23, the dilution of cost taking place from a higher volume of sales q/q. We believe that the improvement in COGS/t occurred due to: (i) a cheaper product mix, and (ii) a stronger cooling off than estimated in its raw materials, especially in relation to slabs (down -23% q/q), but also with coke and fuels (down -10% q/q), despite higher costs with ore (up +5% q/q)

Table 2. COGS Usiminas (1Q23 vs. Genial Est.)

(R$ millions)	1Q23 Consolidated	1Q23E Genial Est.	% R/E	4Q22 Consolidated	% q/q	1Q22 Consolidated	% y/y
CPV (COGS)	**(6.370)**	**(6.767)**	**-5,9%**	**(6.887)**	**-7,5%**	**(6.129)**	**3,9%**
Steel	(5.875)	(6.071)	-3,2%	(6.182)	-5,0%	(5.820)	0,9%
Mining	(493)	(507)	-2,8%	(596)	-17,3%	(409)	20,6%
Steel Processing	(2.054)	(1.945)	5,6%	(2.126)	-3,4%	(2.043)	0,5%
Adjustment	2.051	1.757	16,7%	2.018	1,6%	2.142	-4,2%

Source: Genial Investimentos, Usiminas

Soure: Usiminas, Genial Investimentos

In mining, the reverse logic is applied: COGS/t deteriorated. With the seasonal dynamics of more precipitation, our expectation was that the rains would constitute an adversity to the increase in sales of iron ore and decrease the power of the dilution of fixed costs, which would put pressure on COGS/t of the unit.

Therefore, in line with our estimates, COGS/t was reported at R$261/t (+1.6% Genial Est.). We note that, despite freight costs at lower levels, maintenance in the plants of Samambaia (MG) and Oeste (MG) increased costs in the 1Q23 and did not let Usiminas take full advantage of the benefit of the reduction of the SSY at MUSA.

Nevertheless, COGS of mining came with a slight fall compared to our projections (-2.8% Genial Est.), clocked in at R$493mn in the 1Q23, with the trend that we pointed out in the earnings preview report for a quarter in which the seasonality limits miner's production, reducing volume q/q, which caused a retraction in costs of -17.3% q/q. In the same way that we pointed out in the steel division, costs y/y, which are already considering the seasonal effect, rose +20.6% y/y, due to a greater inflationary pressure.

EBITDA increased with better cost management in steel and an increase in prices in mining. Reporting an Adjusted EBITDA of R$782mn (+32.0% Genial Est.), the Company had a delivery well above our estimates and surprised also the consensus, with an improvement of +35.0% q/q, despite in the annual base still presenting difficulties of being beaten (-49.9% y/y), since at the beginning of the last year market prices of rebars were still at higher levels (surfing the very last end of the top of the cycle).

We believe that the improvement in the EBITDA t/t occurred due to: **(i)** COGS/t below expected, lower prices in its raw materials and **(ii)** realized prices at MUSA above expected, with greater sales of pellet feed (higher premium vs. fines). Thus, the steel industry closed the EBITDA with R$438mn (+22.1% Genial Est.), with an excellent performance of +65.9% q/q, showing that despite losing realized price, it was efficient in cost management, more than compensating and creating an increase in EBITDA.

We like this efficiency, and we point out (ahead of the consensus), in the earnings report of 4Q22, that the pressure of working capital would be descending over 2023, with less needs for purchasing slabs than what was seen in the previous quarters for the preparation of the reform of the Blast-Furnace 3 (AF3), which has already caused an effect of cost reduction in this 1Q23.

Meanwhile, mining also had an improvement in operational performance, marking an EBITDA of R$254mn (+37.7% Genial Est.), even facing a weaker seasonal dynamic of production, which was more than compensated by the greater participation of pellets sales, which have a higher premium over the curve of 62% Fe.

Table 3. EBITDA (1Q23 vs. Genial Est.)

(R$ millions)	1Q23 Consolidated	1Q23E Genial Est.	% R/E	4Q22 Consolidated	% q/q	1Q22 Consolidated	% y/y
Adjusted EBITDA	**782**	**592**	**32,0%**	**579**	**35,0%**	**1.560**	**-49,9%**
Steel	438	359	22,1%	264	65,9%	1.011	-56,7%
Mining	254	184	37,7%	171	48,2%	345	-26,4%
Steel Processing	65	77	-15,5%	50	29,8%	67	-2,7%
Adjustment	25	(28)	-	93	-72,8%	137	-81,4%

Source: Genial Investimentos, Usiminas

Soure: Usiminas, Genial Investimentos

Net profit above expectations. Achieving a financial result of R$193mn, mainly from greater than expected financial revenues, as well as good cost management in the steel division and higher realized prices in mining, we see the net profit rising much more than expected (+87% Genial Est.), reaching R$544mn, reversing the loss from the previous quarter, but still reporting a double-digit decline y/y, due to the cyclical downturn in the steel market.

Therefore, the company's net margin clocked in at 7.5% (+3.67pp Genial Est.), confirming that the result can be considered positive. Despite this, we still see a decline of -8.6pp on a y/y basis, caused by worse market conditions that Usiminas is exposed today compared to a year ago.

Table 4. Income Statment (1Q23 vs. Genial Est.)

(R$ millions)	1Q23 Consolidated	1Q23E Genial Est.	% R/E	4Q22 Consolidated	% q/q	1Q22 Consolidated	% y/y
Net Revenue	**7.255**	**7.600**	**-4,5%**	**7.660**	**-5,3%**	**7.845**	**-7,5%**
COGS	(6.370)	(6.767)	-5,9%	(6.887)	-7,5%	(6.129)	3,9%
Adjusted EBITDA	**782**	**592**	**32,0%**	**579**	**35,0%**	**1.560**	**-49,9%**
EBITDA Margin (%)	10,8%	7,8%	2,99p.p	7,6%	3,22p.p	19,9%	-9,11p.p
EBIT	**495**	**360**	**37,5%**	**-1.088**	**-**	**1.295**	**-61,8%**
EBIT Margin (%)	6,8%	4,7%	2,08p.p	-14,2%	21,03p.p	16,5%	-9,69p.p
D&A	(248)	(232)	**6,8%**	(234)	**5,8%**	(223)	**11,3%**
Financial Result	193	(12)	**-**	188	**2,7%**	502	**-61,5%**
Net income	**544**	**291**	**87,0%**	**-839**	**-**	**1.263**	**-56,9%**
Net Margin (%)	7,5%	3,8%	3,67p.p	-11,0%	18,45p.p	16,1%	-8,6p.p

Source: Genial Investimentos, Usiminas

Soure: Usiminas, Genial Investimentos

Our Take on Usiminas

Usiminas delivered a better-than-expected result in 1Q23, with highlights including operational performance as predominantly positive. Notwithstanding, we see some challenges ahead for the Company.

What are the positives points? The main points of highlights that aided in delivering a result above our expectations were: **(i)** good cost management of the steelmaking division, decreasing COGS/t with lower costs of raw materials, lower cost of slabs and increased production in a better and more economical mix; **(ii)** decreased idle time in the Blast-Furnace 2; and **(iii)** greater availability of pellets in the mining division, causing an increase in realized price above expectations. It should be noted that mining has a better contribution margin to EBITDA than steelmaking, although the core business of Usiminas are the activities related to steel and not the extraction and sale of iron ore.

What are the negative points? There are a few things to consider that have not worked in favor of Usiminas: **(i)** Loss of realized price (revenue per ton) in the steel division, observed both domestically and External M. in 1Q23; **(ii)** from here on out, we believe that the price levels in the domestic market will continue to decrease throughout the year, as discounts are applied to the automotive segment. Also, the External M. prices has been normalized compared to the domestic market since this quarter onwards; **(iii)** the seasonal dynamics for mining have made sales more difficult in 1Q23; **(iv)** the guidance for steel sales in 2Q23 has been softened, to 900-1000kt, implying a decline between -3.4% and -13.0% compared to the upper and lower bounds of the guidance vs. 1Q23 sales.

Why might prices of Usiminas' steel continue to suffer cuts? Our analysis is that the prices of flat steel sold by the Company in the domestic market may continue to reduce throughout the year. The management commented in the conference call with analysts that the policy of discounts seen this quarter will be expanded to 2Q23, reaching 12% (vs. 10% in 1Q23). Still, part of the market may interpret this number as positive, given the expectation that the price cut would reach ~40%.

It is worth remembering that Usiminas usually carries out 2 price adjustments for the automotive segment throughout the year. Regularly, the Company promotes the price adjustment of 20%-30% of the clients' base of the segment in 1Qs, and 80%-70% of the clients' base in 2Qs. For this 2Q23, instead of a price adjustment, we will observe a 12% discount for ~80% of the base of the automotive segment, which began counting starting from the beginning of April.

Thus, the 10% discount seen in 1Q23 was effective for ~20% of the clients' base, so the worsening in the realized price (-4% q/q) seen in the domestic market this quarter will be amplified in the next, since a discount of +2pp (10% vs. 12%) will be given to a much larger customer base (20% vs. 80%) than what occurred in 1Q23. Our assessment is that there is a possibility that discounts may continue to occur throughout 3Q23 and 4Q23, given that the Company has already broken the "rule" of passing on price increases to effect discounts, we believe that it is a shorter step for it to break another "rule" and make more than 2 price changes throughout the same year to the clients' base of the automotive segment.

We believe that this is a possibility, as we have observed the light vehicle and heavy vehicle markets with great difficulty progressing in 2023, and we do not expect the segment to make a consistent recovery in 2H23.

We assess 4 important points in this regard: **(i)** the absence of an impetus from the automotive sector due to the recent layoffs taken by 5 of the country's main automakers (employment contracts have been suspend, known as "Férias coletivas" in Brazil), without the need for an inventory production adjustment yet, as **(ii)** light vehicle prices are falling quite slowly, preventing greater demand for new cars, **(iii)** rental companies having difficulty renewing their fleets, even with an above-average age, due to the high prices of light vehicles, and **(iv)** an increase in demand for heavy vehicles, caused by the switch from Euro 5 to Euro 6, without an effect that is expected to last, as we see credit availability still quite restricted for financing activities.

Therefore, as we are tracking a price prioritization dynamic rather than volumes since 3Q22 in the steel industry, we assess that Usiminas may continue to cut prices for its clients in order to not lose as much sales volume. Still considering a 2Q23 guidance already pointing to some level of slowdown in sales and the management comment that a stable price for steel is expected, we still believe, at this moment, that the scenario could be worse in terms of volume if Usiminas does not continue cutting prices in 2H23.

Our opinion is that new price cuts could be an ace up one's sleeve to not loose volume during 3Q23 and/or 4Q23, especially because the value of the discount for 2Q23 was well below what the market was expecting, indicating that there is still room for new price cuts.

Even with lower prices, there was greater cash generation in 1Q23. Usiminas generated an operational cash flow of +R$764mn vs. a burn of -R$66mn in 4Q22, a big jump for the Company to reverse a bad result from the previous quarter. Cash flow (FCFF) in 1Q23 exceeded our projections by a wide margin (+38.5% Genial Est.). We still highlight that we were already considering the downward pressure on cash flow from descending working capital. We had quoted since 4Q22 earnings report that this would happen (ahead of consensus), so what surprised us about FCFF generation was the form of EBITDA in the quarter, higher by +32% compared to our estimates.

Working capital needs had a slight decline compared to q/q, as we had anticipated, since we believed that the acquisition pace of slabs due to the reform of Blast-Furnace 3 (AF3) would start to slow down, which is exactly what happened (+99kt vs. +269kt in 4Q22). The number of slabs was only marginally lower than our projections for 1Q23.

We also observed that the 33.1% q/q decline in CAPEX contributed to higher FCFF. However, even with a CAPEX of just R$580m in 1Q23, the Company maintains its guidance for 2023 at R$3.2b, with most of it concentrated in 2Q23 and 3Q23. We believe that the downward pressure on working capital should be structural and continuous, given that the most relevant parts for the previous increases, which are the inventory of slabs, are practically complete; and that, despite the need for inventory replenishment of metallurgical coal post-reform of AF3, it should happen concurrently with slab de-stocking, then causing a neutral effect, in a scenario without any new major surprises.

So why have the company's stock prices continued to drop even after positive earnings results? To us, the answer to this question lies in three factors: **(i)** even delivering an increasing EBITDA q/q and surpassing consensus, pricing discount for steel in the automotive segment – which represents just over 1/3 of total sales – still puts uncertainty about the real ability of Usiminas to maintain revenue growth. It is worth remembering that the primary driver of an operating result that beat market expectations was good cost management, not revenue growth. Revenue was delivered below consensus and 4.5% below our projections. Additionally, we see **(ii)** a guidance for steel sales in 2Q23 being announced with a decline compared to 1Q23 performance, and **(iii)** we believe that the market will only start to feel more confident investing in the stock again after the consolidation of the AF3 reform.

Even though we believe that the worst has already left behind Usiminas way, **most institutional investors with whom we have spoken are still unwilling to invest or increase their position in the Company**, as they believe that, with a real interest rate still at high levels, asset allocation is becoming more rigid and discerning, with investors preferring assets with less volatility and more upscaled cash generation positions.

Even though **we continue to see a discount for Usiminas** compared to its peers at a multiple of **2.95x EV/EBITDA 23E**, we believe that the Company's **stock prices will only start to rise consistently again when most of these uncertainties that we mentioned are eliminated.** Given these uncertainties, especially regards to the trade-off between discounted steel prices and volume slowdown, we adjusted our model, which resulted in a **cut to our Target Price to R$8.10** vs. R$8.60 in our previous recommendation. Therefore, even with a positive result, **we see few short-term catalysts** for a buy recommendation, so **we kept our Neutral rating,** with an **upside of +12.81%.**

Appendix: Usiminas

Figure 1. Usiminas – Income Statment in US$ Millions (Genial Est. 2023-2028)

Income Statement	2023E	2024E	2025E	2026E	2027E	2028E
Net Revenue	**30.215**	**29.697**	**28.851**	**29.384**	**30.031**	**31.163**
(+) Domestic Market	24.415	24.673	23.995	24.765	25.386	26.310
(+) Extern Market	5.800	5.024	4.855	4.619	4.644	4.852
(-) COGS	(26.791)	(26.366)	(24.361)	(23.976)	(23.431)	(23.675)
Gross profit	**3.849**	**5.336**	**4.875**	**5.952**	**6.356**	**6.522**
(-) Expenses	(1.819)	(1.757)	(1.674)	(1.687)	(1.706)	(1.753)
EBIT	**2.030**	**3.579**	**3.201**	**4.265**	**4.650**	**4.769**
(+/-) Financial Result	833	585	896	1.085	1.395	1.697
EBT	**2.864**	**4.164**	**4.097**	**5.350**	**6.045**	**6.466**
(-) Taxes	-1.186	-786	-1.418	-1.354	-1.821	-2.054
Net income	**1.678**	**3.379**	**2.679**	**3.996**	**4.224**	**4.411**
Profitability						
Net margin (%)	5,55%	11,38%	9,29%	13,60%	14,07%	14,16%

Figure 3. Usiminas– Cash Flow in US$ Million (Genial Est. 2023-2028)

Cash flow (FCFF)	2023E	2024E	2025E	2026E	2027E	2028E
Net Revenue	**30.215**	**29.697**	**28.851**	**29.384**	**30.031**	**31.163**
(-) COGS	(26.366)	(24.361)	(23.976)	(23.431)	(23.675)	(24.641)
Adjutes EBITDA	**3.240**	**4.886**	**4.529**	**5.600**	**5.967**	**6.052**
EBIT	**2.030**	**3.579**	**3.201**	**4.265**	**4.650**	**4.769**
(-) Taxes	(786)	(1.418)	(1.354)	(1.821)	(2.054)	(2.198)
(+) D&A	996	1.094	1.114	1.121	1.104	1.070
(+/-) Δ WK	1.929	736	591	(23)	(212)	(463)
(-) Capex	(3.317)	(1.518)	(1.276)	(1.150)	(601)	(623)
FCFF	**853**	**2.472**	**2.277**	**2.392**	**2.886**	**2.555**

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Genial Rating

	Definition	Coverage
Buy	Expected total return 10% above the company's sector average	**54%**
Neutral	Expected total return between +10% and -10% the company's sector average	**33%**
Sell	Expected total return 10% below the company's sector average	**3%**
Under Review	Company's coverage under review	**10%**

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