India

Overweight *(no change)*

Highlighted Companies

Crompton Greaves Consumer Electricals

ADD, TP Rs480, Rs382 close

CGCEL is focused on maintaining sustainable pricing for fans and pursuing premiumization. The company, which has a strong presence in pumps, is gradually increasing its market share in residential pumps and plans to grow its solar portfolio by participating in government tenders and initiatives, through the Kusum scheme.

Havells India

ADD, TP Rs2100, Rs1636 close

Havells India has a dominant presence across a wide spectrum of products, including cables & wires, motors, fans, switches, appliances, air-conditioners and electricals. The company is committed for a capex of Rs10bn in FY25F, of which it has already incurred Rs3.5bn in 1HFY25. A new cable and wire plant has been commissioned, and an additional Rs4.5bn has been allocated for further capacity expansion.

Polycab India

ADD, TP Rs7865, Rs6408 close

Polycab India is the largest player in wires and cables in the country. Management reiterated its capex guidance of Rs10-11bn annually for the next two-to-three years. The company also confirmed that its topline target of Rs200bn for FY25F remains on track. 2HFY25F is expected to witness strong revenue and margin growth.

Summary Valuation Metrics

P/E (x)	Mar24-F	Mar25-F	Mar26-F
Crompton Greaves Consumer Electricals	55.22	40.75	33.84
Havells India	80.67	65.28	50.14
Polycab India	53.98	49.05	39.52

P/BV (x)	Mar24-F	Mar25-F	Mar26-F
Crompton Greaves Consumer Electricals	8.13	7.32	6.53
Havells India	13.77	11.98	10.21
Polycab India	11.76	9.93	8.29

Dividend Yield	Mar24-F	Mar25-F	Mar26-F
Crompton Greaves Consumer Electricals	0.78%	1.05%	1.32%
Havells India	0.46%	0.49%	0.55%
Polycab India	0.39%	0.47%	0.55%

Industrial - Overall

2Q: Revenue growth at the cost of margin

- Our electricals universe saw 2Q revenue growth of 18% YoY led by high copper prices. Margin hit due to the delay in passing on higher prices. EBITDA up by a mere 4%.
- We remain Overweight and expect the strong domestic volume growth to continue led by the transmission cycle, private capex and healthy real estate demand.
- We upgrade Crompton Greaves Consumer Electricals to ADD (from HOLD), V-Guard Industries to HOLD (from REDUCE) & downgrade KEI Industries to HOLD (from ADD).

Lower margin leads to modest growth in profitability

Our consumer electricals coverage universe reported a healthy 2QFY25 revenue growth of 18% YoY led by higher copper prices, but the margin was impacted due to the lag in passing on higher prices to consumers, which restricted EBITDA (up by just 4% YoY) and PAT growth (up by just 6% YoY). Margin pressure persisted except for Orient Electric, Crompton Greaves Consumer Electricals or CGCEL and V-Guard Industries (V-Guard), Polycab India (Polycab) reported the highest revenue growth at 30% YoY, but failed to sustain its margin, which declined by 295bp YoY to 11.5%. Orient Electric reported the highest EBITDA growth of 73% while also posting a profit of Rs104m vs. a Rs2m loss last year. V-Guard saw a 19% YoY growth in EBITDA and a 36bp improvement in margin. CGCEL and KEI Industries (KEI) also posted a decent overall performance. Finolex Cables was the biggest laggard, with a 28% fall in EBITDA and a 17% drop in PAT, mainly due to volatility in copper prices.

Healthy demand and capex

CGCEL is focused on maintaining sustainable pricing for fans and pursuing premiumization, while lower copper prices & high-cost inventory hit Finolex Cables' earnings. V-Guard expects healthy growth across segments with improved profitability in coming quarters and a focus on functional integration & sales acceleration. Orient Electric expects premiumization to enhance margin, although a return to the FY20-22 average of ~9% may take a few more quarters. Polycab gave capex guidance of Rs10-11bn annually for the next two-to-three years. Havells India (Havells) expects the heathy demand to continue with a noticeable uptick in consumer trends. KEI incurred Rs3.1bn capex in 1HFY25, with possibility of additional capex and plans to raise Rs20bn via the QIP route.

We retain our Overweight stance on the sector

We expect the strong domestic volume growth to continue led by the transmission cycle push for urban infrastructure and a healthy real estate cycle. Further, the electricals sector is witnessing encouraging signs of a recovery in private capex as well, which is expected to strengthen in coming quarters. We remain Overweight on the electricals sector as the valuations currently factor in a strong capex recovery. We upgrade CGCEL to ADD (from HOLD) as the stock has corrected ~22% from its recent peak, while retaining the target price (TP) at Rs480, valuing it at 40x Sep 2026F. We also upgrade V-Guard to HOLD (from REDUCE) with a higher TP of Rs500 (Rs487 earlier). The stock price has corrected 10% in the last three months while we expect healthy demand, margin expansion and healthy operating cash flow in coming quarters. We downgrade KEI to HOLD (from ADD) as it rose by 63% in the last 12 months, trading at 47x FY26F versus a mean of 23x.

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Figure 1: Summary

Rs m	Rating	CMP	Sales		EBITDA		EBITDA Margin (%)		PAT	
		Rs	Sep-24	YoY (%)	Sep-24	YoY (%)	Sep-24	YoY (bp)	Sep-24	YoY (%)
CGCEL	ADD	382	18,960	6.4%	2,034	16.6%	10.7%	94	1,281	27.0%
Finolex Cables	REDUCE	1,098	13,117	10.5%	1,059	-27.5%	8.1%	(423)	1,179	-16.7%
Havells India	ADD	1,636	45,393	16.4%	3,751	0.5%	8.3%	(131)	2,678	7.5%
KEI Industries	HOLD	3,791	22,797	17.1%	2,206	8.2%	9.7%	(80)	1,548	10.4%
Orient Electric	ADD	225	6,602	16.4%	357	72.5%	5.4%	175	104	N/A
Polycab India	ADD	6,408	54,984	30.4%	6,316	3.7%	11.5%	(295)	4,452	4.6%
V-Guard Industries	ADD	414	12,940	14.1%	1,103	19.2%	8.5%	36	634	7.5%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Results snapshot

Company	Sales					EBITDA					EBITDA Margin (%)					PAT				
(Rs m)	Sep-24	Sep-23	YoY (%)	Jun-24	QoQ (%)	Sep-24	Sep-23	YoY (%)	Jun-24	QoQ (%)	Sep-24	Sep-23	YoY (bp)	Jun-24	Qoq (bp)	Sep-24	Sep-23	YoY (%)	Jun-24	QoQ (%)
CGCEL	18,960	17,823	6.4%	21,377	-11.3%	2,034	1,745	16.6%	2,324	-12.5%	10.7%	9.8%	94	10.9%	(14)	1,281	1,009	27.0%	1,524	-15.9%
Finolex Cables	13,117	11,874	10.5%	12,305	6.6%	1,059	1,461	-27.5%	1,268	-16.5%	8.1%	12.3%	(423)	10.3%	(223)	1,179	1,416	-16.7%	2,439	-51.7%
Havells India	45,393	39,003	16.4%	58,062	-21.8%	3,751	3,734	0.5%	5,722	-34.5%	8.3%	9.6%	(131)	9.9%	(159)	2,678	2,491	7.5%	4,075	-34.3%
KEI Industries	22,797	19,466	17.1%	20,605	10.6%	2,206	2,039	8.2%	2,146	2.8%	9.7%	10.5%	(80)	10.4%	(74)	1,548	1,402	10.4%	1,502	3.0%
Orient Electric	6,602	5,669	16.4%	7,549	-12.5%	357	207	72.5%	401	-11.0%	5.4%	3.6%	175	5.3%	9	104	-2	N/A	143	-27.2%
Polycab India	54,984	42,177	30.4%	46,980	17.0%	6,316	6,089	3.7%	5,834	8.3%	11.5%	14.4%	(295)	12.4%	(93)	4,452	4,256	4.6%	3,959	12.4%
V-Guard Industries	12,940	11,338	14.1%	14,771	-12.4%	1,103	925	19.2%	1,558	-29.2%	8.5%	8.2%	36	10.5%	(202)	634	590	7.5%	990	-36.0%
Total	**1,74,793**	**1,47,350**	**18.6%**	**1,81,649**	**-3.8%**	**16,824**	**16,199**	**3.9%**	**19,252**	**-12.6%**	**9.6%**	**11.0%**	**(137)**	**10.6%**	**(97)**	**11,875**	**11,160**	**6.4%**	**14,633**	**-18.8%**

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: Valuation table

Company	BBG Ticker	Rating	Mkt cap	P/E (x)			P/BV (x)			EV/EBITDA (x)			Dividend Yield (%)		
			(Rs bn)	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
CGCEL	CROMPTON IN	ADD	246	40.8	33.8	30.2	7.3	6.5	5.9	26.3	22.3	19.7	1.1%	1.3%	1.6%
Finolex Cables	FNXC IN	REDUCE	168	24.4	21.4	18.9	3.0	2.7	2.4	22.8	20.0	17.2	0.7%	0.8%	0.9%
Havells India	HAVL IN	ADD	1,025	65.3	50.1	43.8	12.0	10.2	8.7	44.7	33.2	29.0	0.5%	0.6%	0.6%
KEI Industries	KEII IN	HOLD	342	49.6	40.3	33.2	9.0	7.4	6.1	34.5	27.5	22.9	0.1%	0.1%	0.1%
Orient Electric	ORIENTEL IN	ADD	48	50.6	33.5	27.4	6.9	6.1	5.3	21.8	15.6	13.1	0.8%	1.1%	1.3%
Polycab India	POLYCAB IN	ADD	963	49.1	39.5	34.2	9.9	8.3	6.9	33.9	28.6	24.0	0.5%	0.5%	0.6%
V-Guard Industries	VGRD IN	ADD	180	52.1	45.9	37.7	8.6	7.5	6.5	32.1	28.3	23.8	0.4%	0.4%	0.6%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Actuals versus estimates – hits/misses

Sep-24	Actuals				InCred Estimates				Consensus Estimates				Difference Vs InCred (%)				Difference Vs Consensus (%)			
(Rs m)	Revenue	EBITDA	PAT	EBITDA Margin (%)	Revenue	EBITDA	PAT	EBITDA Margin (%)	Revenue	EBITDA	PAT	EBITDA Margin (%)	Revenue	EBITDA	PAT	EBITDA Margin (bp)	Revenue	EBITDA	PAT	EBITDA Margin (bp)
CGCEL	18,960	2,034	1281	11%	19,490	2,050	1,235	10.5%	19,270	1,982	1,354	10.3%	-2.7%	-0.8%	3.7%	21	-1.6%	2.7%	-5.4%	45
Finolex Cables	13,117	1,059	1179	8%	13,397	1,616	1,745	12.1%	13,245	1,476	1,695	11.1%	-2.1%	-34.5%	-32.4%	(399)	-1.0%	-28.3%	-30.5%	(307)
Havells India	45,393	3,751	2678	8%	44,653	4,591	3,257	10.3%	44,564	4,840	3,314	10.9%	1.7%	-18.3%	-17.8%	(202)	1.9%	-22.5%	-19.2%	(260)
KEI Industries	22,797	2,206	1548	10%	22,146	2,362	1,666	10.7%	22,883	2,460	1,707	10.7%	2.9%	-6.6%	-7.1%	(99)	-0.4%	-10.3%	-9.3%	(107)
Orient Electric	6,602	357	104	5%	6,357	350	105	5.5%	6,191	311	89	5.0%	3.9%	2.0%	-0.2%	(10)	6.6%	14.6%	17.3%	38
Polycab India	54,984	6,316	4452	11%	49,418	6,726	4,449	13.6%	49,605	6,687	4,571	13.5%	11.3%	-6.1%	0.1%	(212)	10.8%	-5.6%	-2.6%	(199)
V-Guard Industries	12,940	1,103	634	9%	12,767	1,223	742	9.6%	12,629	1,170	741	9.3%	1.4%	-9.8%	-14.6%	(106)	2.5%	-5.8%	-14.5%	(74)

SOURCES: INCRED RESEARCH, COMPANY REPORTS

Figure 5: EPS revision summary

	New Estimates			Old Estimates			Change (%)		
(Rs)	**FY25F**	**FY26F**	**FY27F**	**FY25F**	**FY26F**	**FY27F**	**FY25F**	**FY26F**	**FY27F**
CGCEL	9.3	11.2	12.6	9.5	11.3	12.6	-1.7%	-0.5%	0.0%
Finolex Cables	44.9	51.2	58.0	46.4	57.4	65.9	-3.2%	-10.9%	-12.0%
Havells India	25.7	32.6	37.4	26.1	32.7	37.3	-1.5%	-0.2%	0.1%
KEI Industries	76.4	94.2	114.1	80.6	96.8	119.0	-5.2%	-2.7%	-4.1%
Orient Electric	3.6	6.7	8.2	3.6	6.7	8.2	-0.1%	-0.1%	0.0%
Polycab India	130.6	162.1	187.5	128.9	149.9	174.6	1.3%	8.2%	7.4%
V-Guard Industries	7.9	9.0	11.0	7.3	8.9	10.4	8.0%	1.0%	5.4%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Key management commentary & highlights

Crompton Greaves Consumer Electricals (CGCEL)

- CGCEL is focused on maintaining sustainable pricing for fans and pursuing premiumization. Unlike its competitors who may hesitate to raise prices, CGCEL aims to lead market behaviour by building brand strength and expanding premium offerings. CGCEL has a strong presence in pumps, especially in the growing solar segment. The company believes in gradually increasing its market share in residential pumps and plans to grow its solar portfolio by participating in government tenders and initiatives through the Kusum scheme.
- CGCEL witnessed a healthy growth across appliances (up 26%) and pumps (up 20%), while the fan segment grew by 5%. The lighting segment showed a modest growth of 6% while Butterfly products witnessed an 18% decline YoY, but 42% growth sequentially. CGCEL’s standalone material margin improved to 31.9% from 30.1% last year, despite a 69% increase in advertising and promotion expenses. Alternate channels, including e-commerce, were up 37% YoY, contributing 21% to sales.
- Outlook: CGCEL is all set to benefit from higher premiumization and new product launches in the near term. Butterfly products remain slightly sluggish, but an uptick is expected over the next few quarters. We largely maintain our FY25F-27F estimates. The stock price has corrected ~22% from its recent peak, and now t?rades at 33x FY26F EPS. We upgrade our rating on it to ADD (from HOLD) while maintaining the target price at Rs480, valuing it at 40x Sep 2026F EPS. Downside risks: Realignment delay and lower-than-estimated margin.

Finolex Cables

- Lower copper prices in 2Q, high-cost inventory left over from the previous quarter and destocking at the trade level hit the business sentiment. The company faced challenges specifically due to volatility in copper prices and muted volume growth of just 2% YoY in the electrical wire segment in 2Q, attributed to destocking, due to copper price volatility.
- However, management remains optimistic and expects the cable and wire or C&W segment to witness demand pick-up once copper prices stabilize. Moreover, the expansion plans are on track, and the E-Beam facility is ready for operation while the preform facility is at an advanced stage of completion and is expected to be commissioned in 2HFY25F.
- Major capex-driven projects are nearing completion. The E-Beam facility is operational, pending final certifications which are expected shortly. Finolex Cables is enhancing its fibre-drawing capacity from 4m to 6m units, with the equipment expected by mid-2025F. The company also expanded its automotive cable production capacity at the Roorkee facility, which is expected to be fully commissioned by Dec 2024F.
- **Outlook**: Management has given guidance of an 11-12% margin in the medium- to long-term while volatility in copper prices continues to be a major risk. For FY25F-27F, we cut revenue estimates by 1%-4% and PAT estimates by 3%-12% due to poor lower volume and volatility in copper prices. Finolex

Cables is involved in litigation concerning ownership and control issues. We retain REDUCE rating on the stock with a lower target price of Rs1,090 (Rs1,252 earlier) valuing it at 20x Sep 2026F EPS. Upside risks: Strong demand for cables and wires, and improvement in pricing and margins.

V-Guard Industries

- Management expects healthy growth across segments with improved profitability in coming quarters led by strategic actions, and also emphasized the ongoing efforts in functional integration and sales acceleration. Initial Diwali festival-led sales showed strong traction in Oct 2024, although management noted that the early Diwali festival this year may have preponed some of the demand. The electronics segment benefited from weather-driven demand, while electrical products saw consistent growth supported by price hike. The non-southern markets led with a 16.9% YoY growth, contributing 44.5% to total revenue. Southern markets grew by 13.6%.
- Sunflame's EBITDA margin decreased due to lack of topline growth and increased consulting expenses associated with integration. With strategic initiatives underway, management is optimistic about a return to higher margin.
- **Outlook**: In 1HFY25, revenue/PAT grew 18%/32%, respectively, while the margin expanded by 120bp. Based on positive management commentary and likely healthy performance, we increase our revenue estimates by 4%-5% and PAT estimates by 1%-8% for FY25F-27F. The stock has corrected ~10% in the last three months. Factoring in healthy demand, margin expansion and healthy operating cash flow, we upgrade our rating on the stock to ADD (from HOLD) with a higher target price of Rs500 (Rs487 earlier), valuing it at 50x Sep 2026F EPS. Volatility in the prices of raw materials like copper and aluminium, lower demand and further weakness in Sunflame are key downside risks.

Orient Electric

- Increased premiumization, at 30% currently, and strong growth in BLDC fans drove the growth. Fans contributed 40% to total revenue, touching Rs2.64bn in 2QFY25, benefitting from the ongoing product developments, including in-house PCB production for BLDC fans, which now contribute 25% to ceiling fan sales. The appliances segment saw significant double-digit growth, fueled by the demand for water heaters, coolers, and kitchen appliances. The 'Spark Sanchay' cost-saving program delivered Rs360m in 1HFY25, offsetting some inflationary pressure on raw materials and logistics. The company initiated its first batch of switchgear exports to Europe, and also started TPW (table, pedestal, wall) fan exports from its Hyderabad facility.
- The EBITDA margin improved to 5.4%, up 175bp YoY, supported by a better product mix and efficiency gains at the Hyderabad plant. Management believes that premiumization will further enhance margin, although a return to the FY20-22 average level of around 9% may take a few more quarters as the operating leverage kicks in.
- **Outlook**: While the company's strong 2Q results, with an improvement in margin, led by lower other expenses, drove profitability, it posted good growth across categories. The company expanded its business to Himachal Pradesh and Jammu & Kashmir while keeping the focus on South India, which continues to maintain a higher share of its revenue. Rural demand improved, particularly in the second half of the quarter, due to festive sales. With a strategic focus on premiumization, Orient Electric is optimistic about sustaining its operating leverage and margin improvement in the long run. DTM (direct-to-market) sales achieved 35% growth in 2QFY25. We maintain our estimates for FY25F-27F and retain ADD rating on the stock with a target price of Rs314, valuing it at 42x Sep 2026F EPS. Downside risks: Delay in capex, and muted exports.

Polycab India

- Management reiterated its capex guidance of Rs10-11bn annually for the next two-to-three years to enhance capacity, especially in the cable and wire segment. The capex is aimed at meeting rising demand, particularly in government-led infrastructure projects and the real estate sector. The company also confirmed that its topline target of Rs200bn for FY25F remains on track. 2HFY25F is expected to post strong revenue and margin growth, supported by improving demand across institutional and consumer segments. The company maintained its net cash position at Rs24.3bn, with the working capital days improving to 44 days. There are expectations of strong revenue and margin performance on the back of festive season demand, infrastructure projects, and government spending momentum. The asset turnover ratio at this capex is seen at 5x.
- The contribution of the international business increased by 36% YoY in 2QFY25, contributing Rs3.36bn to total revenue. While the margin in this segment was impacted by higher freight costs, Polycab India sees strong growth potential in export markets, with diversification into regions such as Australia and the Middle East.
- **Outlook**: The demand momentum, especially for C&W, is likely to pick up and the company will be adding capacity to meet rising demand. Factoring in the healthy capex, strong demand and improvement in the consumer sentiment coupled with a revival in private capex, we increase our revenue estimates by 8-11% and PAT estimates by 1-8% for FY25F-27F. We retain our ADD rating on the stock with a higher target price of Rs7,865 (Rs7,300 earlier) valuing it at 45x Sep 2026F EPS. We await clarity on the income-tax or IT department search operations' outcome to take a firm view on Polycab's corporate governance. Downside risks: Adverse outcome of the IT department's search operations, lower-than expected C&W growth/margin and volatile raw material prices

Havells India

- 2QFY25 witnessed volatility in commodity prices, which hit margin, particularly in the C&W segment. Management reaffirmed its commitment to a total capex of Rs10bn in FY25F, of which it has already spent Rs3.5bn in 1HFY25. A new cable and wire plant has been commissioned, and an additional Rs4.5bn has been allocated for further capacity expansion in this segment. The new facility is expected to contribute 25% to sales over the next two years when the incremental capacity from this expansion comes on stream.
- Lloyd posted revenue growth of 19% YoY to Rs5.9bn. Non-AC product categories, particularly washing machines and refrigerators, continued to see strong product acceptance among consumers, and management expects a sustained growth in these segments in coming quarters. The company is also focusing on expanding Lloyd's presence in international markets, particularly in the Middle East & is starting the US business in FY26F.
- The festive season shift this year led to advancement of advertisement expenditure, which is expected to normalize. The demand outlook remains healthy, with a noticeable uptick in consumer trends. Investments in brand building are ongoing, indicating its strategic focus on enhancing brand visibility and market reach.
- **Outlook**: For FY25F, we largely retain our revenue estimates but cut EBITDA/PAT by 6%/2%, respectively, factoring in a lower margin in 2QFY25. For FY26F/27F, we largely maintain our estimates. We expect Havells India to maintain its market leadership in switchgear, while also emphasizing that Lloyd's margin improvement would be a long-term journey as the company continues to invest in new product categories & global markets. We retain our ADD rating on the stock with a target price of Rs2,100, valuing it at 60x 1HFY27F EPS. Downside risks: Delay in B2C demand recovery, new competition, and Lloyd's losses.

KEI Industries

- KEI Industries incurred Rs3.1bn capex in 1HFY25, with plans for additional brownfield and greenfield expansions to boost production capacity. The company has outlined a substantial capital expenditure plan, involving a total capex of Rs11bn in FY25F and Rs6-7bn in FY26F. This includes major investments in expanding capacity at the Sanand plant and ongoing brownfield projects at Chindwada, Bhiwadi, and Pathreli. Total capex for the Sanand plant is Rs20bn, with significant allocations to EHV, HT and LT (Rs22bn) segments, all aimed at maintaining the strong 17% growth.
- **Outlook**: KEI Industries plans to raise Rs20bn through a qualified institutional placement or QIP of shares to support its ongoing capex plan. Cash accruals from operations will also be utilized for brownfield capex and meeting working capital needs in FY25F-27F, reducing the reliance on external loans and ensuring that future expansion is adequately funded. We lower our FY25-27F revenue by 3-4% and PAT by 3-5%, factoring in the lower EBITDA margin and management guidance. The promoter holds a 37% stake currently, which is likely to decline to 35% post dilution in 3QFY25F. KEI Industries stock posted a 63% gain in the last 12 months and 15% in the last six months, trading at 47x FY26F EPS, compared to a mean of 23x. Therefore, we downgrade its rating to HOLD (from ADD) with a lower target price of Rs4,685 (Rs4,855 earlier), valuing it at a P/E of 45x Sep 2026F EPS. Downside risks: Customer deferment, capex delay and volatility in copper and aluminium prices. Upside risks: Higher volume growth led by energy transition, price hike and a higher EBITDA margin.

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Stock Ratings	Definition:
Add	The stock's total return is expected to exceed 10% over the next 12 months.
Hold	The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
Reduce	The stock's total return is expected to fall below 0% or more over the next 12 months.

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

Sector Ratings	Definition:
Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

Country Ratings	Definition:
Overweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.