

Equity Research

Irina Rivkind Koffler
212-915-1237
irivkind@cantor.com

Phibro Animal Health Corporation (PAHC-\$22.64)

Rating: BUY

Target Price: \$27.00

Ending FY:2014 on a High Note; Maintain BUY and \$27 PT

<u>REV</u>	<u>1Q</u>	<u>2Q</u>	<u>3Q</u>	<u>4Q</u>
2013A	162.1A	164.2A	162.7A	164.2A
2014A	162.2A	172.7A	173.3A	183.7A
<i>Prev</i>	—	—	—	175.9E
2015E	173.4E	182.1E	185.3E	197.6E
<u>EPS</u>	<u>1Q</u>	<u>2Q</u>	<u>3Q</u>	<u>4Q</u>
2013A	0.01A	0.15A	0.08A	0.02A
2014A	0.12A	0.07A	0.36A	0.22A
<i>Prev</i>	—	—	—	0.21E
2015E	0.34E	0.36E	0.36E	0.39E
<u>FY</u>	<u>2013A</u>	<u>2014A</u>	<u>2015E</u>	
REV	653.2A	691.9A	739.6E	
<i>Prev</i>	—	684.1E	729.8E	
EPS	0.26A	1.22A	1.46E	
<i>Prev</i>	—	0.90E	1.41E	
P/E	87.1x	18.6x	15.5x	

- **4Q:FY2014 revenue beat and bottom line miss attributed to cash tax by management:** Phibro reported revenues of \$183.7M and adjusted diluted earnings of \$0.22 versus FactSet consensus estimates of \$175.8M in revenues and \$0.27 in EPS. According to management, the EPS consensus miss may have been due to underestimation of cash tax payments for the quarter. Net sales in the quarter grew 12% Y/Y, and adjusted EBITDA grew 23% Y/Y. We reiterate our BUY rating and \$27 PT, which is based on DCF analysis, favorable view on sector M&A activity, and additional opportunities for growth.
- **Stronger-than-anticipated guidance for FY:2015:** The company provided FY:2015 guidance of \$735-755M in sales, \$99-103M in adjusted EBITDA, and \$1.46-1.51 in adjusted diluted EPS. Revenue guidance represents growth of 6-9% Y/Y as compared to FY:2014, and adjusted EBITDA guidance represents growth of 9-14% Y/Y. This compares favorably to FactSet consensus estimates for FY:2015 of \$728.0M and \$1.42. The guidance includes \$4M in milestone payments expected in FY:2015 from the vaccine business (broken out as \$2M in 1Q:FY2015, and the remainder later in the year). We model \$740M in revenues and \$1.46 per share for FY:2015.
- **Impressive 4Q:FY2014 double-digit growth in Animal Health segment:** Animal Health sales grew by 13% Y/Y, mainly due to volume growth across all product groups. Management estimated that approximately 19% of the growth was due to price increases and 81% due to volume. Within Animal Health, medicated feed additives grew 12% Y/Y, vaccine sales grew 21% Y/Y, and nutritional specialties (which includes Omnigen/ Animate) grew 17% Y/Y. Medicated feed additives growth was attributed to volume via international market expansion. Nutritional specialties continue to expand in the U.S. and European dairy markets, and vaccines are being introduced to new markets. Mineral Nutrition grew 13% Y/Y, while Performance Products declined 1% Y/Y. Management indicated that there were no one-time buy-ins in the quarter.
- **Other key points from the call:** (1) Management anticipates approval in China for Omnigen within the next six months. (2) Management is projecting \$25M in CapEx for FY:15, which will be put towards lowering manufacturing costs and increasing marginal capacity. (3) Unrest in Middle East has not impacted Phibro's operations in either Israel or Turkey. (4) Management continues to look out for tuck-in acquisitions to generate growth, but maintains focus on the livestock industry.

Current Statistics

Market Cap (\$Mil)	\$882.0	Free Float (%):	17.400
Avg. Daily Trading Volume (3 mo.):	161,038		
Shares Out (Mil):	17.443		

Exhibit 1: Phibro 4Q:FY14 Variance Analysis

	4Q:14E	4Q:14A	% Variance	Y/Y Growth	Q/Q Growth	Comments
Revenues	175.9	183.7	4.5%	11.9%	6.0%	\$175.8 Consensus
COGS	123.1	129.4	5.1%	11.5%	7.5%	
Gross Profit	52.8	54.3	2.9%	12.8%	2.8%	
SG&A	35.2	41.2	17.1%	23.9%	16.0%	
EBIT	17.6	13.1	-25.5%	-12.1%	-24.4%	
Interest Income	-0.1	0.0	-	NM	NM	
Interest Expense	6.0	6.8	13.3%	-24.5%	-22.8%	
Other Income (Expense)	23.7	22.5	-5.1%	1311.5%	8081.8%	
Pre-tax income	-12.0	-16.2	-	-473.5%	-295.1%	
Income tax expense	3.0	1.5	-50.0%	NM	-22.4%	
Net income	-15.0	-17.7	-	-396.0%	-377.9%	
Diluted shares	37.4	37.4	0.0%	-45.7%	21.9%	
GAAP EPS	(\$0.40)	(\$0.47)	-	-645.2%	-328.0%	
Adjusted non-GAAP Income	\$13.4	\$16.0	19.6%	198.8%	5.3%	
Total Tax	\$5.5	\$7.3	32.7%	77.7%	563.6%	
Adjusted non-GAAP Net Income	\$7.9	\$8.7	10.4%	597.4%	-38.3%	
Weighted average number of shares-basic and diluted	37.4	39.5	5.6%	-42.7%	0.3%	
Adjusted Diluted EPS	\$0.21	\$0.22	4.6%	1116.6%	-38.4%	\$0.27 Consensus
Margin Analysis						
Gross Margin	30.0%	29.6%	-1.5%	0.8%	-3.1%	
SG&A	20.0%	22.4%	12.1%	10.8%	9.4%	
Operating Income	10.0%	7.1%	-28.7%	-21.4%	-28.7%	
Tax	-25.0%	-9.3%	NM	-	-139.8%	
Net Income	-8.5%	-9.6%	NM	-364.6%	-362.1%	
Adjusted non-GAAP Net Income	4.5%	4.7%	5.7%	523.4%	-41.8%	

Source: Company reports, Cantor Fitzgerald estimates, and FactSet

Other key updates:

- **Our update from USDA agriculture reports:** The poultry market is showing strength with forecasts for both 2014 and 2015 broiler meat production raised in the last USDA Livestock, Dairy and Poultry report.¹ While only a small increase in the number of birds available for slaughter has been seen, increases in average weights are expected to drive the growth, and the new 2015 total production forecast is 39.3 billion pounds, or 2.5% higher than 2014 projections. Broiler-type egg data are looking strong, with the weekly (ending 9/13/14) number of eggs set on incubators up 4% Y/Y and number of chicks added for meat production up 1% Y/Y for the same period.² Management indicated that the demand in poultry is attributed to higher prices in both pork and beef. Pork production continues to be hurt by the spreading of the Porcine Epidemic Diarrhea (PEDv) virus, and the 3Q:14 and 4Q:14 production estimates are expected to be 3% and 4% lower Y/Y, respectively. Pork producers are expected to increase weights by feeding remaining animals to heavier weights to offset animal losses, which could benefit Phibro, in our view. Dairy cow herd rebuilding has not been trending up as much as anticipated with the lower feed prices and improved pasture conditions and dairy herds showed little or no increase in replacement heifer inventories. However, management also believes that farmers are working to improve herd productivity in the dairy market, which we think should also boost Omnigen usage.
- **PEDv continues to grow, but vaccines in development could help.** Management estimated that up to 60% of herds have been impacted by PEDv. Zoetis developed a vaccine that was granted a conditional license by the USDA and intends to launch it in September, which may

¹ <http://www.ers.usda.gov/media/1550226/ldpm242.pdf>

² <http://usda.mannlib.cornell.edu/usda/current/BroiHarc/BroiHarc-09-17-2014.pdf>

mitigate the spread of the disease in the future and represent an upside for Phibro sales if swine herd numbers rebound.

2015 Guidance:

Management provided 2015 guidance which is summarized in Exhibit 2 below. We model sales of \$739.6 million and adjusted diluted earnings of \$1.46 /share.

Exhibit 2: Phibro 2015 Guidance

Fiscal Year 2015 Guidance (in millions, except per share)			
Net Sales	\$735	-	\$755
Adjusted EBITDA	\$99	-	\$103
Pro forma Adjusted Diluted EPS	\$1.46	-	\$1.51

Source: Company reports and Cantor Fitzgerald estimates

Cash: Phibro reported cash and cash equivalents of \$12 million on the balance sheet as of June 30, 2014.

Valuation

We value Phibro using discounted cash flow analysis (DCF) applied to cash flows from FY2015-2020. We utilize a 9% weighted average cost of capital (WACC), which is slightly higher than that of Zoetis, and a 3% terminal growth rate, since we expect the animal health market to continue expanding along with the broader economy. This analysis generates a \$27 price target, which still supports our BUY rating. We note that we are at the lower end of management guidance for next year, so there could be upside to our price target.

If we utilize comparable transactions like the recent Lilly acquisition of the Novartis Animal Health Business for 5x sales and think about a far smaller 2x sales multiple applied to FY:2015 Phibro sales (given Phibro's lower margins and livestock focus), we arrive at a hypothetical value of \$37 per share, which supports our BUY thesis.

Risks

- (1) Potential exit of the 3i shareholders who own approximately 7% of outstanding shares could pressure the stock.
- (2) Any additional regulatory restrictions on antibacterial use in the U.S. or amongst international importers could decrease demand for Phibro's products.
- (3) Disruptive macroeconomic events such as wars, economic downturns that lead to reduced consumer spending, weather changes leading to droughts and increased feed prices, or currency weakness, could adversely impact Phibro's business.
- (4) Animal epidemics could temporarily reduce demand for Phibro's products.
- (5) Competition from other animal health companies or generic players could pressure Phibro.
- (6) Obsolescence of any of Phibro's antibacterials due to increased bacterial resistance could be a longer-term risk to the business.
- (7) Of share voting power, 92.4% is expected to reside with the Bendheim family, which may obstruct future takeover attempts.

Exhibit 3: Phibro Income Statement (dollars in millions)

	2011	2012	2013	1Q:14A	2Q:14A	3Q:14A	4Q:14A	2014A	1Q:15E	2Q:15E	3Q:15E	4Q:15E	2015	2016	2017	2018	2019	2020
Revenues:																		
Product sales, net	618.3	654.1	653.2	162.2	172.7	173.3	183.7	691.9	173.4	182.1	185.3	197.6	739.6	779.3	822.2	868.3	918.1	971.7
Total revenues	\$618.3	\$654.1	\$653.2	\$162.2	\$172.7	\$173.3	\$183.7	\$691.9	\$173.4	\$182.1	\$185.3	\$197.6	\$739.6	\$779.3	\$822.2	\$868.3	\$918.1	\$971.7
Operating expenses:																		
Cost of product sales	471.7	490.0	474.2	112.7	121.6	120.4	129.4	484.1	120.0	126.0	128.3	136.7	511.8	535.4	560.7	587.8	616.9	648.1
SG&A	105.4	114.8	122.2	33.1	34.1	35.5	41.2	144.0	34.5	36.2	36.9	39.3	147.2	152.7	158.7	165.0	171.7	178.8
Operating income (loss)	\$41.2	\$49.3	\$56.7	\$16.4	\$17.0	\$17.3	\$13.1	\$63.8	\$18.9	\$19.8	\$20.2	\$21.5	\$80.6	\$91.2	\$102.8	\$115.5	\$129.4	\$144.8
Interest expense	30.4	31.4	31.4	8.8	8.8	7.8	6.8	32.2	3.7	3.7	3.7	3.7	14.7	13.8	12.9	12.0	12.0	12.0
Interest expense, shareholders	4.2	4.3	4.4	0.0	0.0	1.0	0.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0	0.0	1.0
Interest (income)	(0.3)	(0.3)	(0.1)	(0.0)	(0.1)	(0.1)	0.0	(0.2)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Foreign currency (gains) losses, net	(5.8)	1.2	3.1	0.6	1.2	0.3	(0.3)	1.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other income (expense)	20.6	(0.4)	0.2	0.0	0.0	0.0	22.8	22.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income (loss) before income taxes	(7.9)	13.1	17.8	7.0	7.1	8.3	(16.1)	6.3	15.2	16.2	16.5	17.9	65.9	77.4	88.9	103.5	117.4	131.8
Tax Rate	-63.8%	46.8%	-39%	17%	68%	23%	NM	NM	18%	18%	18%	18%	18.0%	28.0%	28.5%	28.5%	28.5%	28.5%
Provision for income tax	5.0	6.1	(7.0)	1.2	4.8	1.9	1.5	9.4	2.7	2.9	3.0	3.2	11.9	21.7	25.3	29.5	33.5	37.6
Net income (loss)	(\$12.9)	\$7.0	\$24.9	\$5.8	\$2.3	\$6.4	(\$17.6)	(\$3.1)	\$12.5	\$13.3	\$13.6	\$14.6	\$54.1	\$55.7	\$63.6	\$74.0	\$84.0	\$94.2
Weighted average number of shares-basic and diluted	68.9	68.9	68.9	68.9	68.9	30.7	37.4	32.2	39.2	39.5	39.8	40.2	39.5	39.7	39.9	40.1	40.3	40.5
GAAP EPS	(\$0.19)	\$0.10	\$0.36	\$0.08	\$0.03	\$0.21	(\$0.47)	(\$0.10)	\$0.32	\$0.34	\$0.34	\$0.36	\$1.37	\$1.40	\$1.59	\$1.85	\$2.08	\$2.33
Adjustments to non-GAAP income																		
Income (loss) before income taxes	(7.9)	13.1	17.8	7.0	7.1	8.3	(16.1)	6.3	15.2	16.2	16.5	17.9	65.9	77.4	88.9	103.5	117.4	131.8
Other income (expense)	1.0	0.0	0.0	0.0	0.0	5.4	8.6	24.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Foreign currency (gains) losses, net	(5.8)	1.2	3.1	0.5	0.5	0.3	(0.3)	1.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Loss on extinguishment of debt	20.6	0.0	0.0	0.0	0.0	0.0	22.8	22.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Intangible Amortization	4.0	3.0	4.0	1.3	1.3	1.2	1.2	4.9	0.9	0.9	0.9	0.9	3.5	3.5	3.5	3.5	3.5	3.5
Stock-based compensation	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Adjusted non-GAAP Income	11.9	17.3	25.0	8.7	8.8	15.2	16.0	60.4	16.1	17.0	17.4	18.7	69.4	80.9	92.4	107.0	120.9	135.3
Provision for income tax	5.0	6.1	(7.0)	1.2	4.8	1.1	1.5	8.6	2.7	2.9	3.0	3.2	11.9	21.7	25.3	29.5	33.5	37.6
Tax adjustments	(1.0)	1.0	14.0	(0.5)	(0.5)	0.0	5.8	4.8	0.0	0.0	0.0	0.0	0.0	(9.0)	(9.0)	0.0	0.0	0.0
Total Tax	4.0	7.1	7.0	0.7	4.3	1.1	7.3	12.2	2.7	2.9	3.0	3.2	11.9	12.7	16.3	29.5	33.5	37.6
Cash tax rate	33.8%	41.2%	27.9%	7.7%	49.0%	7.2%	45.6%	20.2%	17.0%	17.1%	17.1%	17.2%	17.1%	15.7%	17.7%	27.6%	27.7%	27.8%
Adjusted non-GAAP Net Income	7.9	10.2	18.0	8.0	4.5	14.1	8.7	48.2	13.4	14.1	14.4	15.5	57.6	68.2	76.1	77.5	87.5	97.7
Weighted average number of shares-basic and diluted	68.9	68.9	68.9	68.9	68.9	39.4	39.5	39.4	39.2	39.5	39.8	40.2	39.5	39.7	39.9	40.1	40.3	40.5
Adjusted Diluted EPS	\$0.11	\$0.15	\$0.26	\$0.12	\$0.07	\$0.36	\$0.22	\$1.22	\$0.34	\$0.36	\$0.36	\$0.39	\$1.46	\$1.72	\$1.91	\$1.93	\$2.17	\$2.41
Consensus Revenues									684	178	185	187	195	745	793			
Consensus EPS									\$0.97	\$0.36	\$0.37	\$0.38	\$0.39	\$1.47	\$1.69			
Margin Analysis	2011	2012	2013	1Q:14A	2Q:14A	3Q:14A	4Q:13A	2014A	1Q:15E	2Q:15E	3Q:15E	4Q:15E	2015	2016	2017	2018	2019	2020
Gross Margin	23.7%	25.1%	27.4%	30.5%	29.6%	30.5%	29.6%	30.0%	30.8%	30.8%	30.8%	30.8%	30.8%	31.3%	31.8%	32.3%	32.8%	33.3%
COGS	76.3%	74.9%	72.6%	69.5%	70.4%	69.5%	70.4%	70.0%	69.2%	69.2%	69.2%	69.2%	69.2%	68.7%	68.2%	67.7%	67.2%	66.7%
SG&A	17.1%	17.6%	18.7%	20.4%	19.8%	20.5%	22.4%	20.8%	19.9%	19.9%	19.9%	19.9%	19.9%	19.9%	19.6%	19.3%	18.7%	18.4%
Operating Margin	6.7%	7.5%	8.7%	10.1%	9.9%	10.0%	7.1%	9.2%	10.9%	10.9%	10.9%	10.9%	10.9%	11.7%	12.5%	13.3%	14.1%	14.9%
Adjusted Net Income Margin	1.3%	1.6%	2.8%	5.0%	2.6%	8.1%	4.7%	7.0%	7.7%	7.8%	7.8%	7.9%	7.8%	8.8%	9.3%	8.9%	9.5%	10.1%
Growth (Y/Y)	2011	2012	2013	1Q:14A	2Q:14A	3Q:14A	4Q:14A	2014A	1Q:15E	2Q:15E	3Q:15E	4Q:15E	2015	2016	2017	2018	2019	2020
Net Sales		5.8%	-0.1%	0.1%	5.2%	6.5%	11.9%	5.9%	6.9%	5.4%	7.0%	7.5%	6.9%	5.4%	5.5%	5.6%	5.7%	5.8%
COGS		3.9%	-3.2%	-6.3%	0.5%	3.0%	11.5%	2.1%	6.4%	3.6%	6.5%	5.7%	5.7%	4.6%	4.7%	4.8%	4.9%	5.1%
Gross Profit		11.9%	9.2%	18.3%	18.5%	15.5%	12.8%	9.6%	7.9%	9.6%	8.0%	12.1%	2.6%	1.6%	1.6%	1.6%	1.5%	1.5%
SG&A		8.9%	6.5%	15.6%	17.6%	13.5%	23.9%	17.8%	4.2%	6.1%	3.8%	-4.6%	2.2%	3.8%	3.9%	4.0%	4.1%	4.1%
EBIT		19.6%	15.0%	24.1%	20.2%	19.8%	-12.1%	12.5%	15.3%	16.6%	16.6%	64.4%	26.3%	13.1%	12.7%	12.4%	12.1%	11.8%
Adjusted Net Income		28.5%	77.0%	760.8%	-56.5%	158.1%	597.4%	167.7%	66.1%	213.8%	2.4%	78.4%	19.5%	18.5%	11.5%	1.9%	12.9%	11.7%
Diluted EPS		28.5%	77.0%	760.8%	-56.5%	351.3%	1116.6%	368.2%	191.9%	447.5%	1.3%	75.3%	19.2%	17.9%	11.0%	1.4%	12.3%	11.2%

Source: Company reports, Cantor Fitzgerald estimates, and FactSet Consensus

Exhibit 4: Phibro Sales Estimates (dollars in millions)

	2011	2012	2013A	1Q:14A	2Q:14A	3Q:14A	4Q:14A	2014A	1Q:15E	2Q:15E	3Q:15E	4Q:15E	2015E	2016E	2017E	2018E	2019E	2020E
MFAs and other	\$273.3	\$290.5	\$303.7	\$78.0	\$80.0	\$81.4	\$87.2	\$326.6	\$83.4	\$85.7	\$87.1	\$93.3	\$349.5	\$370.4	\$392.7	\$416.2	\$441.2	\$467.7
Growth		6.3%	4.5%	1.2%	5.3%	11.9%	11.8%	7.5%	7.0%	7.0%	7.0%	7.0%	7.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Nutritional Specialties	\$43.1	\$47.7	\$52.3	\$14.1	\$16.4	\$16.2	\$16.3	\$63.0	\$16.4	\$19.1	\$18.8	\$18.9	\$73.1	\$80.4	\$87.7	\$94.7	\$102.3	\$110.4
Growth		10.7%	9.8%	23.2%	28.5%	14.1%	17.3%	20.4%	16.0%	16.0%	16.0%	16.0%	16.0%	10.0%	9.0%	8.0%	8.0%	8.0%
Vaccines	\$28.8	\$36.9	\$28.9	\$9.1	\$11.5	\$10.2	\$10.6	\$41.4	\$12.5	\$12.5	\$14.0	\$15.6	\$54.6	\$65.9	\$77.7	\$91.8	\$107.5	\$124.9
Growth		28.1%	-21.9%	19.2%	111.0%	46.4%	20.5%	43.4%	37.8%	8.8%	36.8%	47.6%	32.0%	20.5%	18.0%	18.1%	17.1%	16.2%
ANIMAL HEALTH	\$345.2	\$375.2	\$384.9	\$101.2	\$108.0	\$107.8	\$114.1	\$431.0	\$112.3	\$117.2	\$119.9	\$127.9	\$478.5	\$516.7	\$558.1	\$602.7	\$650.9	\$703.0
Growth		8.7%	2.6%	5.2%	14.6%	14.8%	13.3%	12.0%	11.0%	8.6%	11.2%	12.1%	11.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Mineral Nutrition	\$209.3	\$210.1	\$203.2	\$46.2	\$50.6	\$49.9	\$54.9	\$201.6	\$46.6	\$51.1	\$50.4	\$55.4	\$203.6	\$205.7	\$207.7	\$209.8	\$211.9	\$214.0
Growth		0.4%	-3.3%	-7.2%	-4.3%	-3.6%	12.7%	-0.8%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Performance Products	\$63.9	\$68.8	\$65.0	\$14.9	\$14.1	\$15.6	\$14.7	\$59.3	\$14.4	\$13.7	\$15.1	\$14.3	\$57.5	\$56.9	\$56.3	\$55.8	\$55.2	\$54.7
Growth		7.8%	-5.5%	-8.1%	-17.0%	-8.7%	-0.5%	-8.9%	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
TOTAL	\$618.3	\$654.1	\$653.2	\$162.2	\$172.7	\$173.3	\$183.7	\$691.9	\$173.4	\$182.1	\$185.3	\$197.6	\$739.6	\$779.3	\$822.2	\$868.3	\$918.1	\$971.7
Growth		5.8%	-0.1%	0.1%	5.2%	6.5%	11.9%	5.9%	6.9%	5.4%	7.0%	7.5%	6.9%	5.4%	5.5%	5.6%	5.7%	5.8%

Source: Company reports and Cantor Fitzgerald estimates

Company Description

Phibro Animal Health Corporation is an international livestock focused animal health company that manufactures animal medicines and nutritional products utilized by large industrial meat producers. At this time, Phibro's products primarily focus on the poultry and swine segments of the livestock market but the company is also making inroads into peripheral areas such as dairy and aquaculture which could become more prominent in the future.

Companies Mentioned:

Eli Lilly and Company (LLY - NYSE): NC
Novartis AG (NVS - NYSE): NC
Zoetis Inc. (ZTS - NYSE): NC
3i Group plc (private)

Disclosures Appendix

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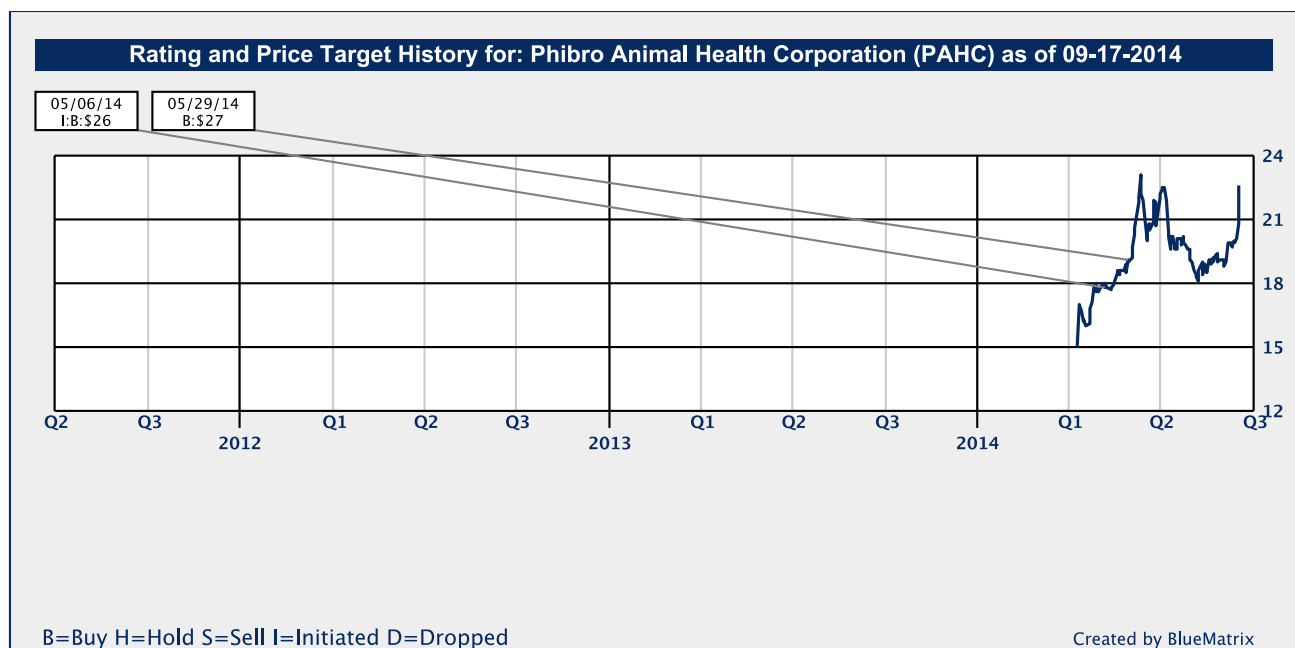
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Rating	Cantor		IB Serv./Past 12 Mos.	
	Count	Percent	Count	Percent
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