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Sources	Event Transcripts; Aftermarket Research	
AMRBrokers	All	

Company	Source	Title	Date	Score	Actions
HEI - Heico Corp	Earnings Call Transcript	Q3 2022 Earnings Call	30-Aug		Read
6178.JP - JAPAN POST HOLDINGS Co., Ltd.	Morgan Stanley* / Takuya Osaka	Japan Post Holdings: Mail & Package Data (July): Yu-Pack & Yu-Packet Combined	30-Aug		Read
CAT - Caterpillar Inc	Baptista Research / Ishan Majumdar	Caterpillar Inc: Cat MineStar Developments & Other Drivers, Financial Forecast REVISION	26-Aug		Read
TMO - Thermo Fisher Scientific Inc	Crispidea / Rimi Murarka	Thermo Fisher Scientific Inc. (TMO) - Consistent growth in emerging markets REVISION	26-Aug		Read
DLTR - Dollar Tree Inc	JPMorgan / Matthew R Boss	Dollar Tree, Inc. : Mgmt Follow-Up Takes & FDO Pricing Analysis; NT Pain = LT ESTIMATES▼	26-Aug		Read
DELL - Dell Technologies Inc	Earnings Call Transcript	Q2 2023 Earnings Call	25-Aug		Read
S32.AU - South32 Ltd	Morgan Stanley* / Rahul Anand	South32 Ltd: In-line result; cash & commodities supportive TARGET▲	25-Aug		Read
RPM - RPM International Inc	UBS / Joshua Spector	First Read: RPM International Inc "New 2025 Targets EBIT ~30% above consensus"	25-Aug		Read
MT - ArcelorMittal SA	Crispidea / Devang Jakhia	ArcelorMittal (MT) - Margins to contract due on macros and increasing costs REVISION	25-Aug		Read
S32.AU - South32 Ltd	Earnings Call Transcript	Q4 2022 Earnings Call	24-Aug		Read
SPLK - Splunk Inc	RBC / Matthew Hedberg	SPLK: Making every dollar count; Q2/23 review TARGET▼ REVISION	24-Aug		Read
BIIB - Biogen Inc	Baptista Research / Ishan Majumdar	Biogen Inc: The Byooviz Marketing Agreement & Other Drivers, Financial Forecas REVISION	24-Aug		Read
CL.CH - Coca-Cola HBC Ltd	Investec Bank plc (UK) / Alicia A.	Coca-Cola Hellenic : Quality at a discount - Buy TARGET▲ REVISION	24-Aug		Read

	Forry, CFA				
BNS - Bank of Nova Scotia	Earnings Call Transcript	Q3 2022 Earnings Call	23-Aug		Read
GE - General Electric Co	Wolfe Trahan & Co. / Nigel Coe	GE: Welcome to the Spin Zone REVISION	23-Aug		Read
S32.AU - South32 Ltd	Morgan Stanley* / Rahul Anand	South32 Ltd: Risk Reward Update	23-Aug		Read
S32.AU - South32 Ltd	Morgan Stanley* / Rahul Anand	South32 Ltd: Risk Reward Update REVISION	23-Aug		Read
DE, Pump up	Credit Suisse / Jamie Cook	DE: Pump up the Production	19-Aug		Read
DE - Deere & Co	Wells Fargo / Seth Weber	DE: Resilient Demand on the Farm; Maintain Overweight ESTIMATES▲ REVISION	19-Aug		Read
AMCR - Amcor PLC	Truist Securities / Michael Roxland	F4Q22 Review: Price actions continue to offset cost; hot fill growth; adjust F ESTIMATES▼ REVISION	19-Aug		Read
CTVA - Corteva Inc	Argus / William V. Selesky	Argus Analyst Report, CTVA TARGET▲ ESTIMATES▲	19-Aug		Read
DE - Deere & Co	Earnings Call Transcript	Q3 2022 Earnings Call	19-Aug		Read
ORG.AU - Origin Energy Ltd	Morgan Stanley* / Rob Koh	Origin Energy Ltd.: Risk Reward Update TARGET▲	18-Aug		Read
2502.JP - Asahi Group Holdings Ltd	JPMorgan / Ami Yoshida	Asahi Group Holdings (2502) : Key Takeaways from Management Meeting	18-Aug		Read
HD - The Home Depot Inc	Truist Securities / Joshua Young	Ciccarelli's Checks: Despite growth, home inv. remains well below LT avg; +hom	18-Aug		Read
ORG.AU - Origin Energy Ltd	Credit Suisse / Peter Wilson	ORG.AX: Origin Energy - FY22: More certainty on FY24 Energy Markets recovery; TARGET▲ REVISION	18-Aug		Read
CSCO - Cisco Systems Inc	Cowen / Paul Silverstein	FY4Q22: Strong Revenue And KPIs Relative To Extremely Low Expectations TARGET▲	18-Aug		Read
DSM.NL - Koninklijke DSM NV	Credit Suisse / Samuel Perry	DSMN.AS: Koninklijke DSM NV - DSM-Firmenich deep dive: DSM our top consumer ch	18-Aug		Read
ORG.AU - Origin Energy Ltd	Morgan Stanley* / Rob Koh	Origin Energy Ltd.: FY22 results – off the coal	18-Aug		Read
AMCR - Amcor PLC	Earnings Call Transcript	Q4 2022 Earnings Call	17-Aug		Read
BXB.AU - Brambles Ltd	RBC / Owen Birrell	BXB: FY22 result: 'Staying limber on lumber'. Reiterate Outperform REVISION	17-Aug		Read
BIIB - Biogen Inc	Crispidea / Rimi Murarka	Biogen Inc. (BIIB) - Lack of growth in earnings is expected to stay REVISION	17-Aug		Read
BXB.AU - Brambles Ltd	Earnings Call Transcript	Q4 2022 Earnings Call	17-Aug		Read
MNG.GB - M&G PLC	Deutsche / Rhea Shah	M&G plc: Higher earnings and cap-gen forecasts post-1H22 TARGET▲ ESTIMATES▲	17-Aug		Read

K - Kellogg Co	Argus / Chris Graja	Argus Analyst Report, K TARGET ▲	16-Aug		Read
RPS.GB, WSP.CA	TD Securities / Michael Tupholme	WSP-T: Resuming Coverage Post Equity Offering; RPS Acq'n Announced TARGET ▲	16-Aug		Read
ALB - Albemarle Corp	Argus / William V. Selesky	Argus Analyst Report, ALB TARGET ▲	15-Aug		Read
JCI - Johnson Controls International PLC	Morningstar / Brian Bernard	Morningstar | Johnson Controls to Benefit From Global Buildings Decarbonizatio	12-Aug		Read
MPC - Marathon Petroleum Corporation	Morningstar / Allen Good	Morningstar | Outlook Remains Favorable for Refiners; Cash Returns Set to Incr TARGET ▲	12-Aug		Read
AMAT - Applied Materials Inc	Wells Fargo / Joe M. Quatrochi	AMAT: F3Q22 Preview Thoughts—Forward Demand Visibility Remains Key Focus TARGET ▲ ESTIMATES ▼	12-Aug		Read
HON - Honeywell International Inc	Baptista Research / Ishan Majumdar	Honeywell International Inc.: Competitive Advantages & Acquisition-Led Growth, REVISION	12-Aug		Read
CCL.A.CA - CCL Industries Inc	RBC / Walter Spracklin	CCL.B: Q2 solid and outlook suggests further upside TARGET ▲ REVISION	11-Aug		Read
OR - Osisko Gold Royalties Ltd	Haywood Securities / Kerry Smith	OR: A Good First Half in 2022	11-Aug		Read
RMD - Resmed Inc	Earnings Call Transcript	Q4 2022 Earnings Call	11-Aug		Read
PG - Procter & Gamble Co	Morningstar / Erin Lash	Morningstar | Wide-Moat Procter & Gamble Astutely Navigating the Current Uncer	11-Aug		Read
UBER - Uber Technologies Inc	Argus / William V. Selesky	Argus Analyst Report, UBER REVISION	11-Aug		Read
MNG.GB - M&G PLC	Morgan Stanley* / Ashik Musaddi	M&G PLC: Key takeaways from 1H22 results call	11-Aug		Read
CL.CH - Coca-Cola HBC Ltd	Investec Bank plc (UK) / No Analyst	First Take: Coca-Cola Hellenic - Massive beat in H1	11-Aug		Read
AEG - Aegon NV	the IDEA! / Henk Slotboom	Aegon | raises OCG and FCF guidance	11-Aug		Read
ZURN.CH - Zurich Insurance Group Ltd	UBS / Will F. Hardcastle	First Read: Zurich Insurance Group "1H22: Zurich - higher solvency and..."	11-Aug		Read
GL.JE - Glencore PLC	RBC / Tyler Broda	GLEN: Model update REVISION	11-Aug		Read
CON.DE - Continental AG	Credit Suisse / Richard C. Carlson	CONG.DE: Continental - 2Q results: prelim results and outlook confirmed, trimm TARGET ▼ ESTIMATES ▼	11-Aug		Read
5108.JP - Bridgestone Corp	Earnings Call Transcript	Q2 2022 Earnings Call	10-Aug		Read
EMR - Emerson Electric Co	Wolfe Trahan & Co. / Nigel Coe	EMR: Earnings Steady As the Portfolio Pivots	10-Aug		Read
JLL - Jones Lang Lasalle Inc	Morningstar / Suryansh Sharma	Morningstar | Challenging Macroeconomic Environment Will Weigh on Jones Lang L	10-Aug		Read
AEP - American Electric Power Co Inc	Morningstar / Andrew Bischof	Morningstar | American Electric Power CEO Akins to Retire at Year-End; Sloat a	10-Aug		Read

MPC - Marathon Petroleum Corporation	Morningstar / Allen Good	Morningstar | Marathon Petroleum Continues to Boost Cash Returns; Increasing F TARGET ▲	10-Aug		Read
MET - Metlife Inc	Argus / Kevin Heal	Argus Analyst Report, MET REVISION	10-Aug		Read
6178.JP - JAPAN POST HOLDINGS Co., Ltd.	Morgan Stanley* / Takuya Osaka	Japan Post Holdings: F3/23 1Q Results: Focus is Still on the High Total Return	10-Aug		Read
ALC, --	Earnings Call Transcript	Q2 2022 Earnings Call	10-Aug		Read
CPU.AU - Computershare Ltd	Morgan Stanley* / Andrei Stadnik	Computershare Limited: Lower Quality, But Still Growing REVISION	10-Aug		Read
AXON - Axon Enterprise Inc	William Blair / Jonathan Ho	Beat-and-Raise Quarter Led by Strong Cloud and TASER Growth	10-Aug		Read
IFF - International Flavors & Fragrances Inc	JPMorgan / Jeffrey J. Zekauskas	International Flavors & Fragrances : Higher Prices	10-Aug		Read
AKAM - Akamai Technologies Inc	D.A. Davidson / Rudy G. Kessinger	Solid Q2; Guide Lowered Again On FX & Weaker Traffic Growth	09-Aug		Read
CON.DE - Continental AG	Morningstar / Richard Hilgert	Morningstar | Continental Benefits From Auto Industry Trends in Connectivity, TARGET ▲	09-Aug		Read
EMR - Emerson Electric Co	Deutsche / Nicole DeBlase	Emerson Electric: Can't Escape the Supply Chain Snare TARGET ▲	09-Aug		Read
HON - Honeywell International Inc	Conference Transcript	Jefferies Industrials Conference	09-Aug		Read
IFF - International Flavors & Fragrances Inc	Morningstar / Seth Goldstein	Morningstar | IFF Shares Fall as Market Reacts Negatively to Guidance; We Main	09-Aug		Read
IFF - International Flavors & Fragrances Inc	Morningstar / Seth Goldstein	Morningstar | IFF Shares Fall as Market Reacts Negatively to Guidance; We Main	09-Aug		Read
BBY - Best Buy Co Inc	Argus / Chris Graja	Argus Analyst Report, BBY ESTIMATES ▼	09-Aug		Read
EMR, Abridged Inc.	Wolfe Trahan & Co. / Nigel Coe	EMR F3Q22 Abridged Earnings Transcript	09-Aug		Read
EMR - Emerson Electric Co	Earnings Call Transcript	Q3 2022 Earnings Call	09-Aug		Read
AIG - American International Group Inc	Earnings Call Transcript	Q2 2022 Earnings Call	09-Aug		Read
BBVA - Banco Bilbao Vizcaya Argentaria SA	Santander GBM / Ignacio Mendez	BBVA TARGET ▲	09-Aug		Read
WSP.CA - WSP Global Inc	Earnings Call Transcript	Q2 2022 Earnings Call	08-Aug		Read
GOLD - Barrick Gold Corporation	BMO Capital Markets / Jackie Przybylowski	An In-Line Quarter — Project Updates Coming Soon	08-Aug		Read
GOLD - Barrick Gold	CIBC World Markets	Q2/22 Wrap Note: Price Target To $27.00; Outperformer Rating Reiterated	08-Aug		Read

Corporation	/ No Analyst	REVISION			
IFF - International Flavors & Fragrances Inc	Morgan Stanley* / Lisa De Neve	International Flavors & Fragrances: 2Q22 beat, FY22 reconfirmed	08-Aug		Read
CTVA - Corteva Inc	RBC / Arun S. Viswanathan	CTVA: Raising PT and estimates on continued robust demand and Strategic Review TARGET ▲ ESTIMATES ▲	08-Aug		Read
NTR - Nutrien Ltd	Morningstar / Seth Goldstein	Morningstar | No Changes to Our Outlook as Nutrien Appoints Ken Seitz as Perma	08-Aug		Read
NTR - Nutrien Ltd	Morningstar / Seth Goldstein	Morningstar | No Changes to Our Outlook as Nutrien Appoints Ken Seitz as Perma	08-Aug		Read
D - Dominion Energy Inc	Wells Fargo / Sarah Akers	D: Offshore Wind Performance Guarantee Provision Raises Eyebrows TARGET ▲ REVISION	08-Aug		Read
D - Dominion Energy Inc	RBC / Shelby Tucker	D: Slight 2Q22 beat, 2022 guidance reaffirmed, VA offshore wind approval recei	08-Aug		Read
WSP.CA - WSP Global Inc	TD Securities / Michael Tupholme	WSP-T: Update and Q2/22 Preview	08-Aug		Read
9432.JP - Nippon Telegraph & Telephone Corp NTT	Earnings Call Transcript	Q1 2022 Earnings Call	08-Aug		Read
9984.JP - SoftBank Group Corp.	Earnings Call Transcript	Q1 2022 Earnings Call	08-Aug		Read
LYFT - Lyft Inc	Nomura / Instinet / Anindya Das	Lyft, Inc. (LYFT US) (Neutral) - Belt-tightening aids 2Q22 earnings TARGET ▼	08-Aug		Read
CTVA - Corteva Inc	Morgan Stanley* / Vincent Andrews	Corteva Inc.: Plan Moving Forward; Raising EPS and PT TARGET ▲ ESTIMATES ▲	08-Aug		Read
DPW.DE - Deutsche Post AG	Morningstar / Matthew J. Young	Morningstar | DHL Faces Normalizing B2C Volumes, but Q2 Pricing Backdrop Still	07-Aug		Read
WPP - WPP PLC	Morningstar / Ali Mogharabi	Morningstar | WPP Continued Strong Organic Growth in 1H and Increased Full-Yea	06-Aug		Read
WPP - WPP PLC	Morningstar / Ali Mogharabi	Morningstar | WPP Continued Strong Organic Growth in 1H and Increased Full-Yea	06-Aug		Read
SU - Suncor Energy Inc	JPMorgan / John M. Royall	Suncor Energy : Focus on Reliability During Strategic Waiting Game TARGET ▲	05-Aug		Read
SU - Suncor Energy Inc	JPMorgan / Matthew A. Anavy	Suncor Energy : 2Q22: Solid Results; Net Debt Target in View; Growing Sharehol TARGET ▼	05-Aug		Read
XOM - Exxon Mobil Corp	Argus / William V. Selesky	Argus Analyst Report, XOM ESTIMATES ▲ REVISION	05-Aug		Read
RKT - Rocket Companies Inc	JPMorgan / Kabir Caprihan	Rocket Companies, Inc. : 2Q'22 Earnings Driven by Revenue Miss; 3Q'22 Guidance	05-Aug		Read
SU - Suncor Energy Inc	Earnings Call Transcript	Q2 2022 Earnings Call	05-Aug		Read
WPP - WPP PLC	Earnings Call Transcript	Q2 2022 Earnings Call - Second Call	05-Aug		Read

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JCI - Johnson Controls International PLC	Oppenheimer / Noah D. Kaye	JCI: Higher Value Prop Supports Runway for Inflecting Price/Cost; Raise PT to TARGET ▲ REVISION	05-Aug		
ALV - Autoliv Inc	Morgan Stanley* / Harald C. Hendrikse	Autoliv: Risk Reward Update REVISION	05-Aug		Read
BABA - Alibaba Group Holding Ltd	Nomura / Instinet / Jialong Shi	Alibaba Group Holding (BABA US) (Buy) - Margin beat despite soft ecommerce gro	05-Aug		Read
MRO - Marathon Oil Corp	Morningstar / Dave Meats	Morningstar | Marathon Slumps With Oil Prices Despite Solid Second Quarter. Se	05-Aug		Read
RKT - Rocket Companies Inc	Morningstar / Michael Miller	Morningstar | A Collapse in Mortgage Origination Industrywide Leads to a Sharp	05-Aug		Read
SHL.DE - Siemens Healthineers AG	Kepler Cheuvreux / William Mackie	Siemens Healthineers | 1K | Buy | Management upbeat about Q4, 2023 REVISION	05-Aug		Read
HII - Huntington Ingalls Industries Inc	Morningstar / Burkett Huey	Morningstar | Huntington Ingalls Is a Long-Cycle Shipbuilder	05-Aug		Read
APD - Air Products & Chemicals Inc	JPMorgan / Jeffrey J. Zekauskas	Air Products and Chemicals : New Bills	05-Aug		Read
NTR - Nutrien Ltd	Morningstar / Seth Goldstein	Morningstar | Maintaining Nutrien $85 (CAD 109) FVE Following Strong Second-Qu	05-Aug		Read
NTR - Nutrien Ltd	Morningstar / Seth Goldstein	Morningstar | Maintaining Nutrien $85 (CAD 109) FVE Following Strong Second-Qu	05-Aug		Read
DSM.NL - Koninklijke DSM NV	HSBC / Sriharsha Pappu	DSM (DSM NA):-Hold: Investors await Firmenich next year TARGET ▼ ESTIMATES ▼	05-Aug		Read
VMC - Vulcan Materials Co (Holding Co)	D.A. Davidson / Brent Thielman	Increasingly Appealing Risk-Reward; BUY REVISION	05-Aug		Read
TWLO - Twilio Inc	Earnings Call Transcript	Q2 2022 Earnings Call	04-Aug		Read
MNDI.GB - Mondi PLC	JPMorgan / Detlef Winckelmann	Mondi H1 22A review : A strong result. We were expecting a bit more, but the m REVISION	04-Aug		Read
SAP, SAP.CA	RBC / Irene Nattel	SAP: Finding their whey: Q1/F23 results indicate SAP solidly on the path to re REVISION	04-Aug		Read
CTVA - Corteva Inc	UBS / Joshua Spector	First Read: Corteva Inc "Solid JunQ beat on higher pricing" (Buy) Spector	04-Aug		Read
RKT - Rocket Companies Inc	Earnings Call Transcript	Q2 2022 Earnings Call	04-Aug		Read
BABA - Alibaba Group Holding Ltd	Morgan Stanley* / Gary Yu	Alibaba Group Holding: Reversing Profit Downturn REVISION	04-Aug		Read
ALB - Albemarle Corp	Morningstar / Seth Goldstein	Morningstar | Albemarle's Attractive Low-Cost Lithium Resources Provide Long-T	04-Aug		Read
JCI - Johnson Controls International PLC	Morningstar / Brian Bernard	Morningstar | Johnson Controls Makes Progress on Growth and Margin-Improvement REVISION	04-Aug		Read
JCI - Johnson Controls International PLC	Morningstar / Brian Bernard	Morningstar | Johnson Controls Makes Progress on Growth and Margin-Improvement	04-Aug		Read
GL.JE - Glencore PLC	JPMorgan / Dominic	Glencore : H1'22 results wrap: establishing the capital structure precedent - ▼	04-Aug		Read

	O'Kane	TARGET ▼ REVISION			
MNDI.GB - Mondi PLC	Earnings Call Transcript	Q2 2022 Earnings Call	04-Aug		Read
BABA - Alibaba Group Holding Ltd	JPMorgan / Alex C Yao	Alibaba Group Holding Limited (9988.HK and BABA US) : Expecting earnings revis REVISION	04-Aug		Read
HIG - The Hartford Financial Services Group Inc	Argus / Kevin Heal	Argus Analyst Report, HIG ESTIMATES ▲	04-Aug		Read
ZTS - Zoetis Inc	Cantor Fitzgerald / Louise Chen	Still Looking Good Post 2Q22 And Ahead Of Robust Outlook For 2022+	04-Aug		Read
RKT - Rocket Companies Inc	JPMorgan / Richard Shane	Rocket Companies, Inc. : JPM 2Q22 Earnings Scorecard - Preview	04-Aug		Read
JCI - Johnson Controls International PLC	Earnings Call Transcript	Q3 2022 Earnings Call	04-Aug		Read
BABA - Alibaba Group Holding Ltd	JPMorgan / Alex C Yao	Alibaba Group Holding Limited (9988.HK and BABA) : 1QFY23 first take: Profit b	04-Aug		Read
GL.JE - Glencore PLC	Earnings Call Transcript	Q2 2022 Earnings Call	04-Aug		Read
SHL.DE - Siemens Healthineers AG	Kepler Cheuvreux / William Mackie	Siemens Healthineers | 1K | Buy | Q3 weakness should prove transitory REVISION	04-Aug		Read
DXC - DXC Technology Company	Deutsche / Bryan Keane	DXC Technology: Margin Miss Doesn't Build Confidence REVISION	04-Aug		Read
005930.KR - Samsung Electronics Co Ltd	Credit Suisse / Asia Equity Research	Asian Daily (Global Edition): Samsung Electronics, Taiwan Apparel and Footwear	04-Aug		Read
DXC - DXC Technology Company	Cowen / Bryan Bergin	Bumpier Q Along the Transformation Path & FX Presents Significant Headwinds REVISION	03-Aug		Read
DXC - DXC Technology Company	Earnings Call Transcript	Q1 2023 Earnings Call	03-Aug		Read
AIZ - Assurant Inc	Earnings Call Transcript	Q2 2022 Earnings Call	03-Aug		Read
BBVA - Banco Bilbao Vizcaya Argentaria SA	RBC / Benjamin Toms	BBVA: Model update TARGET ▲ REVISION	03-Aug		Read
KBR - KBR Inc	Morningstar / Krzysztof Smalec	Morningstar | KBR's Portfolio Transformation Should Lead to a Higher-Margin an	03-Aug		Read
SBUX - Starbucks Corp	Oppenheimer / Brian Bittner, CFA	Searching for the Revision Cycle; Maintain Perform ESTIMATES ▼	03-Aug		Read
GL.JE - Glencore PLC	RBC / Tyler Broda	GLEN: Working capital tempest in a cash flow pot ESTIMATES ▼ REVISION	03-Aug		Read
DSM.NL - Koninklijke DSM NV	Credit Suisse / Samuel Perry	DSMN.AS: Koninklijke DSM NV - FY22 Nutrition Guide Supported by Inorganic Tail TARGET ▲ REVISION	03-Aug		Read
CMI - Cummins Inc (Ex. Cummins Engine Inc)	Morningstar / Dawit Woldemariam	Morningstar | Cummins' Q2 Results Show Demand for Products Remains Solid, Desp	03-Aug		Read
CBA.AU -	Credit Suisse /	CBA.AX: Commonwealth Bank Australia - FY22E result preview - All about the	03-Aug		Read

Commonwealth Bank of Australia	Jarrod Martin	NIM REVISION			
FMG.AU - Fortescue Metals Group Ltd	Conference Transcript	Diggers & Dealers Mining Forum	02-Aug		Read
SMTC, SWIR	Roth Capital / Scott W. Searle, CFA	SMTC: SWIR Offers An Accretive Entry Into Cellular IoT	02-Aug		Read
VNA.DE - Vonovia SE	Berenberg / Kai Klose	Vonovia (VNA GY) - Larger portfolio disposals possibly upcoming REVISION	02-Aug		Read
MHK - Mohawk Industries Inc	Credit Suisse / Dan M. Oppenheim	MHK: Lowering Ests and Target on Easing Demand, Higher Costs TARGET▼ ESTIMATES▼	02-Aug		Read
TAP - Molson Coors Beverage Co	Deutsche / Steve Powers	Molson Coors: The Core's Light ESTIMATES▼ REVISION	02-Aug		Read
CAT - Caterpillar Inc	Morningstar / Dawit Woldemariam	Morningstar | Supply Headwinds Persist in Caterpillar's Second Quarter, but De	02-Aug		Read
IP - International Paper Co	Argus / David Coleman	Argus Analyst Report, IP ESTIMATES▲	02-Aug		Read
TAP - Molson Coors Beverage Co	Wolfe Trahan & Co. / Greg Badishkanian	Molson Coors - Not a Hoppy Quarter...	02-Aug		Read
MPC - Marathon Petroleum Corporation	Earnings Call Transcript	Q2 2022 Earnings Call	02-Aug		Read
KBR - KBR Inc	UBS / Steven Fisher	First Read: KBR, Inc. "Strong quarter for cash and backlog" (Buy) Fisher	02-Aug		Read
8031.JP - MITSUI & CO LTD	Earnings Call Transcript	Q1 2023 Earnings Call	02-Aug		Read
DSM.NL - Koninklijke DSM NV	Kepler Cheuvreux / Martin Roediger, CEFA	DSM | AO | Buy | Good Q2 2022 results	02-Aug		Read
LYB - Lyondellbasell Industries N.V.	Wells Fargo / Michael J. Sison	LYB: Don't Tell Me This Town Ain't Got No Heart; Maintain OW on PE Margin Resi REVISION	01-Aug		Read
AEP - American Electric Power Co Inc	Morningstar / Andrew Bischof	Morningstar | AEP's Capital Allocation Supports Renewable Energy Pivot	01-Aug		Read
PST.IT - Poste Italiane SPA	Intesa Sanpaolo / Manuela Meroni	Poste Italiane - 2Q22 Results above Expectations TARGET▼ ESTIMATES▼	01-Aug		Read
XOM - Exxon Mobil Corp	Scotiabank / Paul Y. Cheng	Solid Performance In Line with the Previous 8K Update	01-Aug		Read
F - Ford Motor Co	The Benchmark Company / Michael Ward	Record Results in North America; Buy	01-Aug		Read
FMG.AU - Fortescue Metals Group Ltd	Morningstar / Jon Mills	Morningstar | Fortescue's FVE Reduced to AUD 14 on Higher Costs, Partially Off	01-Aug		Read
2914.JP - Japan Tobacco Inc	Morningstar / Jeanie Chen	Morningstar | Continued Pricing Strength and Currency Tailwinds Lifting JT's P	01-Aug		Read
LH - Laboratory Corp Of America Holdings	Credit Suisse / A.J. Rice	LH: Q&A Our Way: Spin, Drug Development, and Diagnostics Commentary ESTIMATES▲	31-Jul		Read
ORG.AU - Origin Energy	RBC / Gordon	ORG: 4Q FY22: APLNG $1.6bn FY22 cash distribution	31-Jul		Read

Ltd	Ramsay	REVISION			
BBY - Best Buy Co Inc	Morningstar / Sean Dunlop	Morningstar | Best Buy Structurally Stronger Than Prepandemic, but Pressured C	29-Jul		Read
DTE - DTE Energy Co	BMO Capital Markets / James M. Thalacker	Second Half 2022 Catalysts Now in Focus ESTIMATES ▲ REVISION	29-Jul		Read
XOM - Exxon Mobil Corp	Morningstar / Allen Good	Morningstar | Exxon's Investments, Cost Reductions Pay Off as Q2 Earnings Near	29-Jul		Read
MHK - Mohawk Industries Inc	Earnings Call Transcript	Q2 2022 Earnings Call	29-Jul		Read
LH - Laboratory Corp Of America Holdings	UBS / Kevin Caliendo	Laboratory Corp. of America Holdings "Wrap:?Management Q&A?Post-Earnings..."	29-Jul		Read
EMN - Eastman Chemical Co	Earnings Call Transcript	Q2 2022 Earnings Call	29-Jul		Read
SAN - Banco Santander SA	Kepler Cheuvreux / Jacques-Henri Gaulard	Santander | 1K | Buy | Unfairly taxed, superbly cash generative TARGET ▲ REVISION	29-Jul		Read
REP.ES - Repsol S.A.	Kepler Cheuvreux / Pablo Cuadrado	Repsol | 1K | Buy | Tax fears overshadow solid set of results REVISION	29-Jul		Read
IP - International Paper Co	RBC / Paul Quinn	IP: Outpacing cost inflation ESTIMATES ▼ REVISION	29-Jul		Read
HON - Honeywell International Inc	Morgan Stanley* / Joshua Pokrzywinski	Honeywell International Inc: Well Placed for the Now, Thinking About the Later TARGET ▼	29-Jul		Read
RCL - Royal Caribbean Cruises Ltd (doing business as Royal Caribbean Group)	Deutsche / Chris Woronka	Royal Caribbean Cruises: RCL Gives Bulls More Ammunition, But Some Skeptics Re ESTIMATES ▼ REVISION	29-Jul		Read
PST.IT - Poste Italiane SPA	JPMorgan / Farooq Hanif	Poste Italiane SPA : Model Update: reducing 2024E estimate by 4%, lowering TP TARGET ▼ REVISION	29-Jul		Read
HON - Honeywell International Inc	Morningstar / Joshua Aguilar	Morningstar | Solid Q2 Results From Honeywell As We Maintain Fair Value; Stock	29-Jul		Read
PST.IT - Poste Italiane SPA	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
LH - Laboratory Corp Of America Holdings	William Blair / Matt Larew	Should I Stay or Should I Go? Spin Decision Clashes With Outcome of Recent Str	28-Jul		Read
EIX - Edison International	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
F - Ford Motor Co	JPMorgan / Avi Steiner	Ford Motor & Ford Motor Credit : Second Quarter Beat, Full Year Affirmed; Divi	28-Jul		Read
ENEL.IT - Enel S.p.A.	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
CAP.FR - Capgemini SE	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
LH - Laboratory Corp Of America Holdings	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read

IP - International Paper Co	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
NOW - ServiceNow Inc	Exane BNP / Stefan J. H. Slowinski	SERVICENOW INC (-): FQ2'22 postview: Warning signals flashing REVISION	28-Jul		Read
HON - Honeywell International Inc	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
CMS - CMS Energy Corp	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
BT.A.GB - BT Group PLC	Sales, Revenue Transcript	Q1 2023 Sales and Revenue Call - Trading Update	28-Jul		Read
FTS - Fortis Inc	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
005930.KR - Samsung Electronics Co Ltd	JPMorgan / JJ Park	Samsung Electronics : Better-than-feared outlook; time to accumulate amidst th	28-Jul		Read
SOLB.BE - Solvay SA	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
BT.A.GB - BT Group PLC	Earnings Call Transcript	Q1 2023 Earnings Call	28-Jul		Read
SAN - Banco Santander SA	Kepler Cheuvreux / Jacques-Henri Gaulard	Santander | AO | Buy | Five key points from the Q2 2022 conference call	28-Jul		Read
TEF - Telefonica SA	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
SAN - Banco Santander SA	Kepler Cheuvreux / Jacques-Henri Gaulard	Santander | AO | Buy | Q2 2022 results first reaction: small beat on high expe	28-Jul		Read
REP.ES - Repsol S.A.	Kepler Cheuvreux / Pablo Cuadrado	Repsol | AO | Buy | Q2 results: P&L beat driven by one-offs, CFFO beat of c 15%	28-Jul		Read
F - Ford Motor Co	Morningstar / David Whiston	Morningstar | Ford Has Strong Second Quarter and Increases Dividend to Pre-Pan REVISION	28-Jul		Read
TEF - Telefonica SA	Morgan Stanley* / Nawar Cristini	Telefonica: Q2 well ahead, FY guidance narrowed up	28-Jul		Read
AXTA - Axalta Coating Systems Ltd	JPMorgan / Jeffrey J. Zekauskas	Axalta Coating Systems Ltd. : Change of Driver	28-Jul		Read
V - Visa Inc	Morgan Stanley* / James Faucette	Visa Inc.: Reported Legislation Unlikely to Meaningfully Impact Networks	28-Jul		Read
005930.KR - Samsung Electronics Co Ltd	Earnings Call Transcript	Q2 2022 Earnings Call	28-Jul		Read
AKZA.NL - Akzo Nobel NV	HSBC / Martin Evans	Akzo Nobel NV (AKZA NA):-Downgrade to Hold: Challenges ahead for new CEO DOWNGRADE ▾ TARGET ▾ ESTIMATES ▾	28-Jul		Read
EQT - EQT Corp	Wolfe Trahan & Co. / Josh Silverstein	2Q Beats As FCF Starting To Pile Up	27-Jul		Read
AEP - American Electric Power Co Inc	Credit Suisse / Fei She	AEP: Closing in on Kentucky: Pivoting to AD Prospects TARGET ▴ REVISION	27-Jul		Read

F, JBK	Earnings Call Transcript	Q2 2022 Earnings Call	27-Jul		Read
CA.FR - Carrefour SA	Earnings Call Transcript	Q2 2022 Earnings Call	27-Jul		Read
PG - Procter & Gamble Co	RBC / Nik Modi	PG: Latest Thoughts Heading into F4Q'22 Earnings ESTIMATES REVISION	27-Jul		Read
CPG - Crescent Point Energy Corp	Earnings Call Transcript	Q2 2022 Earnings Call	27-Jul		Read
AEP - American Electric Power Co Inc	Wells Fargo / Neil Kalton	AEP: On Track for '22; Investor Day On Deck (10/4) TARGET REVISION	27-Jul		Read
BAS.DE - BASF SE	Morningstar / Rob Hales	Morningstar | BASF's Q2 in Line With Prerelease; Material Slowdown Expected in	27-Jul		Read
BAS.DE - BASF SE	Morningstar / Rob Hales	Morningstar | BASF's Q2 in Line With Prerelease; Material Slowdown Expected in	27-Jul		Read
AEP - American Electric Power Co Inc	Earnings Call Transcript	Q2 2022 Earnings Call	27-Jul		Read
KMB - Kimberly-Clark Corp	Argus / John Staszak	Argus Analyst Report, KMB	27-Jul		Read
UCG.IT - UniCredit SpA	Earnings Call Transcript	Q2 2022 Earnings Call	27-Jul		Read
HON - Honeywell International Inc	JPMorgan / Stephen Tusa, Jr	Honeywell : 2Q22 Earnings Preview	27-Jul		Read
RIO - Rio Tinto PLC	Morningstar / Jon Mills	Morningstar | Retaining Our AUD 101 Rio Tinto Fair Value Estimate With Transit	27-Jul		Read
RIO - Rio Tinto PLC	Morningstar / Jon Mills	Morningstar | Retaining Our AUD 101 Rio Tinto Fair Value Estimate With Transit	27-Jul		Read
MDLZ - Mondelez International Inc	BMO Capital Markets / Kenneth B. Zaslow	Setting Table for Above-Algorithm Growth in F2023	27-Jul		Read
BAS.DE - BASF SE	Earnings Call Transcript	Q2 2022 Earnings Call	27-Jul		Read
HD - The Home Depot Inc	Guggenheim Securities / Steven P. Forbes, CFA, CPA	HD - BUY - In-Person Meetings Highlight P&L "Control"—Establishing the Best In	27-Jul		Read
GE - General Electric Co	JPMorgan / Stephen Tusa, Jr	General Electric Co. : 2Q Wrap and Model Update REVISION	27-Jul		Read
S32.AU - South32 Ltd	Morgan Stanley* / Rahul Anand	South32 Ltd: Risk Reward Update REVISION	27-Jul		Read
S32.AU - South32 Ltd	Morgan Stanley* / Rahul Anand	South32 Ltd: Risk Reward Update REVISION	27-Jul		Read
GE - General Electric Co	Wells Fargo / Joseph O'Dea	GE: 2Q22 Model Update & Call Takeaways REVISION	26-Jul		Read
MDLZ - Mondelez International Inc	Earnings Call Transcript	Q2 2022 Earnings Call	26-Jul		Read

AXTA - Axalta Coating Systems Ltd	RBC / Arun S. Viswanathan	AXTA: 3Q22 EBIT/EPS guidance ~15%/~18% Below Consensus; Expect Negative Stock	26-Jul		Read
ECL - Ecolab Inc	Seaport Global / Michael Harrison, CFA	ECL: Q2 earnings call commentary and notes	26-Jul		Read
GE - General Electric Co	Earnings Call Transcript	Q2 2022 Earnings Call	26-Jul		Read
SAP - SAP SE	Argus / Joseph F. Bonner	Argus Analyst Report, SAP REVISION	26-Jul		Read
ROK - Rockwell Automation Inc	JPMorgan / Stephen Tusa, Jr	Rockwell Automation : F3Q22 Earnings Preview	26-Jul		Read
INFY - Infosys Ltd	Edelweiss Securities / Sandip Agarwal	Infosys - Wage hike impacts margin; Result Update ESTIMATES ▼	26-Jul		Read
F - Ford Motor Co	Wolfe Trahan & Co. / Rod Lache	F, TEL, and QS Previews	26-Jul		Read
ORG.AU - Origin Energy Ltd	JPMorgan / Mark Busuttil	Origin Energy : Monetising Octopus Energy would be the best way to extract val	26-Jul		Read
SAP - SAP SE	UBS / Michael Briest	SAP "Some challenges, but cloud shift picks-up speed" (Buy) Briest REVISION	26-Jul		Read
AN - Autonation Inc	Morgan Stanley* / Adam Jonas	AutoNation Inc.: Risk Reward Update	25-Jul		Read
INFY - Infosys Ltd	Cowen / Bryan Bergin	1Q Followup & Model Update TARGET ▼ REVISION	25-Jul		Read
GE - General Electric Co	JPMorgan / Stephen Tusa, Jr	General Electric Co. : 2Q22 Earnings Preview	25-Jul		Read
ALV - Autoliv Inc	Deutsche / Emmanuel Rosner	Autoliv: Still one of our favorite volume recovery plays TARGET ▲ REVISION	25-Jul		Read
INFY - Infosys Ltd	IDBI Capital / Devang Bhatt	Infosys: Q1FY23 Result Review - Macro and margin guidance a dampener; HOLD	25-Jul		Read
TEF - Telefonica SA	Credit Suisse / Pilar Vico	TEF.MC: Telefonica - TEF fibreco minority stake sale announced - our thoughts	25-Jul		Read
ALV - Autoliv Inc	Wolfe Trahan & Co. / Rod Lache	Our Updated View on ALV's 2H Margins, July SAAR Survey, New Pricing Update, an	25-Jul		Read
TEF - Telefonica SA	Deutsche / Keval Khiroya	Telefonica: We expect small domestic improvements in Q2 ESTIMATES ▼ REVISION	25-Jul		Read
WBA - Walgreens Boots Alliance Inc	Baptista Research / Ishan Majumdar	Walgreens Boots Alliance Inc.: Digital Transformation, The Partnership With Ad REVISION	23-Jul		Read
GIS - General Mills Inc	Baptista Research / Ishan Majumdar	General Mills Inc.: Focus On Innovation & Future Trends, The TNT Crust Acquisi REVISION	23-Jul		Read
ALV - Autoliv Inc	RBC / Joseph Spak	ALV: Positive developments, but slope of improvement a bit unclear REVISION	22-Jul		Read
ALV - Autoliv Inc	Morningstar / Richard Hilgert	Morningstar | Autoliv Poised for Growth in Passive Safety Technology From New-	22-Jul		Read
ALV - Autoliv Inc	Morningstar /	Morningstar | Autoliv Poised for Growth in Passive Safety Technology From New-	22-Jul		Read

	Richard Hilgert				
PPG - PPG Industries Inc	BMO Capital Markets / John McNulty	PPG Points to Resiliency and Earnings Growth in 2H22 and 2023	22-Jul		Read
RIO - Rio Tinto PLC	Morningstar / Mathew Hodge	Morningstar | FVEs Reduced for Most Miners on Lower Commodity Prices Driven by	22-Jul		Read
RIO - Rio Tinto PLC	Morningstar / Mathew Hodge	Morningstar | FVEs Reduced for Most Miners on Lower Commodity Prices Driven by	22-Jul		Read
FMG.AU - Fortescue Metals Group Ltd	Morningstar / Jon Mills	Morningstar | Maintaining Fortescue FVE of AUD 14.50 on Lower Iron Ore Prices	22-Jul		Read
PPG - PPG Industries Inc	Earnings Call Transcript	Q2 2022 Earnings Call	22-Jul		Read

HEI - Heico Corp | **Q3 2022 Earnings Call** (Earnings Call Transcript , 30-Aug-22, 25 pages)

Certain statements in today's call will constitute forward-looking statements which are subject to risks, uncertainties and contingencies. HEICO actual results may differ materially from those expressed in or implied by those forward-looking statements as a result of factors including but not limited to the severity, magnitude and duration of the COVID-19 pandemic; HEICO's liquidity and amount of timing of cash generation; lower commercial air travel caused by the pandemic and its aftermath; airline fleet changes or airline purchasing decisions, which could cause lower demand for our goods and services; product specifications cost and requirements, which could cause an increase to our ***cost*** to complete contracts; government and regulatory demand export policies and restrictions; ***reductions*** in defense, space or homeland security spending by US and/or foreign customers; or competition from existing and new competitors, which could reduce our sales; our ability to introduce new products and services at profitable pricing levels, which could reduce our sales and sales growth; product development or manufacturing difficulties, which could increase our product development and manufacturing costs and daily sales; our ability to make acquisitions (00:02:00-00:02:08) Parties listening to this call are encouraged to review all of the HEICO's filings with the Securities and Exchange Commission, including, but not limited to, filings from the 10-K, Form 10-Q and forms 8-K.

Read in AlphaSense

6178.JP - JAPAN POST HOLDINGS Co., Ltd. | **Japan Post Holdings: Mail & Package Data (July): Yu-Pack & Yu-Packet Combined** (Morgan Stanley* / Takuya Osaka , 30-Aug-22, 7 pages)

Japan Post Co: Unexpectedly stronger volume and price hikes for parcel delivery. Japan Post Co: Larger personnel ***cost reductions*** than expected. Yen appreciation and stock market declines (Japan Post Bank).

Read in AlphaSense

CAT - Caterpillar Inc | **Caterpillar Inc: Cat MineStar Developments & Other Drivers, Financial Forecast** (Baptista Research / Ishan Majumdar (Revision) , 26-Aug-22, 27 pages)

Its strategy focuses on operational excellence in its manufacturing process, expanding customer offerings, and providing value-added services. Caterpillar has taken steps to reduce structural costs and its fixed asset base since nearly a decade by implementing ***cost*** management initiatives and closing or consolidating a number of facilities, resulting in a significant ***reduction*** in manufacturing floor space. Furthermore, the company has released new products and upgraded existing product models regularly over the last decade to increase machine efficiency.

Read in AlphaSense

TMO - Thermo Fisher Scientific Inc | **Thermo Fisher Scientific Inc. (TMO) - Consistent growth in emerging markets** (Crispidea / Rimi Murarka (Revision) , 26-Aug-22, 38 pages)

It increased to 26.5% in FY21 compared to 24.4% in FY20. The EBIT margin of the company increased due to ***reduction*** in the ***cost*** of sales, SG&A expenses and R&D expenses in FY20 * Asset Turnover ratio decreased to 0.48x in FY21 as compared to 0.51x in FY20

It increased to 14.45% in FY21 compared to 14.15% in FY20. The increase was due to the ***reduction*** in the ***cost*** of sales and operating costs * ROCE showed the similar trend over the last ten years.

Read in AlphaSense

DLTR - Dollar Tree Inc | **Dollar Tree, Inc. : Mgmt Follow-Up Takes & FDO Pricing Analysis; NT Pain = LT** (JPMorgan / Matthew R Boss (Estimates Down) , 26-Aug-22, 12 pages)

Digging Deeper on FDO Pricing Investments. By our math, a $0.45 EPS impact from price investment at FDO equates to a ~$130-135M investment in 2H, representing a ~200-210bps drag to FDO's 2H GPM given the combination of selective price ***reductions*** and not passing through ***cost*** increases to the consumer. Specifically, mgmt noted that pricing investments began in July and will carry into 2H with the goal of closing FDO's historical gap with key competitors (i.e. DG).

Read in AlphaSense

DELL - Dell Technologies Inc | **Q2 2023 Earnings Call** (Earnings Call Transcript , 25-Aug-22, 20 pages)

Operating expense was $3.7 billion, down 3% and 14% of revenue. During the quarter, we instituted a number of ***cost reduction*** measures, including a slowdown in external hiring. Operating income was $2 billion, up 4% at 7.4% of revenue.

Read in AlphaSense

S32.AU - South32 Ltd | **South32 Ltd: In-line result; cash & commodities supportive** (Morgan Stanley* / Rahul Anand (Target Up) , 25-Aug-22, 19 pages)

costs Bull case commodity price assumptions, opex ***reduction*** from ***cost-out*** measures, and production above the base case. Exploration

costs Bull case commodity price assumptions, opex ***reduction*** from ***cost-out*** measures, and production above the base case. Exploration

Read in AlphaSense

RPM - RPM International Inc | **First Read: RPM International Inc "New 2025 Targets EBIT ~30% above consensus"** (UBS / Joshua Spector , 25-Aug-22, 11 pages)

Implied EBIT at ~16% margins is ~$1.28B which is ~30% above consensus (+20% vs UBSe). Without full details (more will be provided at RPM's Oct 7th investor day), it is tough to determine how much of the improvement is linked with ***cost reductions,*** further pricing, or any assumed moderation in raw materials. However, reiteration of the 16% margin target, and implied earnings level should be received positively by the market.

Read in AlphaSense

MT - ArcelorMittal SA | **ArcelorMittal (MT) - Margins to contract due on macros and increasing costs** (Crispidea / Devang Jakhia (Revision) , 25-Aug-22, 37 pages)

interference. ArcelorMittal remains focused on implementing its ***cost-cutting*** initiatives. The corporation announced a new $1bn fixed ***cost reduction*** program me that it plans to finish by the end of 2022.The strategy calls for a 20% ***reduction*** in corporate office staffing. Fixed ***cost*** savings of $0.6bn were obtained by ArcelorMittal in 2021, with full benefits projected in 2022. Productivity is estimated to account for roughly 40%

Read in AlphaSense

S32.AU - South32 Ltd | **Q4 2022 Earnings Call** (Earnings Call Transcript , 24-Aug-22, 22 pages)

So, we are exposed to movements in the South African rand as well there. I think probably just looking half-on-half, Glyn, to in terms of H1 FY 2022 to H2 FY 2022, we have actually seen the efficiency improvements at Hillside in terms of energy use, and therefore, a ***cost reduction*** in our electricity costs half-on-half.

Read in AlphaSense

SPLK - Splunk Inc | **SPLK: Making every dollar count; Q2/23 review** (RBC / Matthew Hedberg (Target Down) (Revision) , 24-Aug-22, 12 pages)

The "laser focus": The "laser focus" on profitable growth shined with 3.6% OM vs. consensus of (8.5%) as management noted good progress of expense optimization. Importantly, management continues to feel it is well positioned to make these changes without impacting growth rates noting areas of ***cost reduct ion*** such as non-S&M travel, real-estate and contractor optimization. On the growth side, while cloud conversions negatively impacted ARR guidance, revenue continued to outperform.

Read in AlphaSense

BIIB - Biogen Inc | **Biogen Inc: The Byooviz Marketing Agreement & Other Drivers, Financial Forecas** (Baptista Research / Ishan Majumdar (Revision) , 24-Aug-22, 27 pages)

This will include Byooviz results being studied in the actual world together with e-learning platforms and symposia at international conferences. Despite ***cost re ductions,*** some doctors may not want to move their patients from Lucentis to Byooviz if they are doing well. 4 | Page

Read in AlphaSense

CL.CH - Coca-Cola HBC Ltd | **Coca-Cola Hellenic : Quality at a discount - Buy** (Investec Bank plc (UK) / Alicia A. Forry, CFA (Target Up) (Revision) , 24-Aug-22, 9 pages)

Key Risks Russia/Ukraine impact, CSDs could fall out of favour, ***reduction*** in consumer disposable income, macro / geopolitical challenges, ***cost*** inflation 2021

Read in AlphaSense

BNS - Bank of Nova Scotia | **Q3 2022 Earnings Call** (Earnings Call Transcript , 23-Aug-22, 19 pages)

Good morning. Hopefully, this is a quick one, just on International Banking, when I think back over the last year, you put through ***cost reductions,*** you picked up an extra stake in Chile this year. And I get that FX headwinds have been pressure and the capital market discussion as well.

Read in AlphaSense

GE - General Electric Co | **GE: Welcome to the Spin Zone** (Wolfe Trahan & Co. / Nigel Coe (Revision) , 23-Aug-22, 25 pages)

Tariffs Structural ***Cost Reduction*** Industrial Disposals

Restructuring ***Price/Cost*** Aviation Charges

Read in AlphaSense

S32.AU - South32 Ltd | **South32 Ltd: Risk Reward Update** (Morgan Stanley* / Rahul Anand , 23-Aug-22, 9 pages)

Bull-case commodity price assumptions, opex ***reduction*** from ***cost-out*** measures and production above the base case. Exploration

Read in AlphaSense

S32.AU - South32 Ltd | **South32 Ltd: Risk Reward Update** (Morgan Stanley* / Rahul Anand (Revision) , 23-Aug-22, 9 pages)

Bull-case commodity price assumptions, opex ***reduction*** from ***cost-out*** measures and production above the base case. Exploration

Read in AlphaSense

DE, Pump up | **DE: Pump up the Production** (Credit Suisse / Jamie Cook , 19-Aug-22, 11 pages)

Costs: Input prices are expected to remain high going into 2023, specifically due to labor and energy supply constraints. Although, there may be an opportunity for ***cost reductions*** given the decrease in raw-material prices like steel. Figure 1: DE FY'22 Outlook Details

Read in AlphaSense

DE - Deere & Co | **DE: Resilient Demand on the Farm; Maintain Overweight** (Wells Fargo / Seth Weber (Estimates Up) (Revision) , 19-Aug-22, 9 pages)

Initial 2023 list price increases include large Ag +HSD/LDD with C&F +mid/HSD. FY22 outlook: Net income guide $7.0-7.2B (from $7.0-7.4B); ***reduction*** reflect s supply chain and ***cost*** headwinds. Including inventory build, FY CFO shaved to $5.3-5.5B from $5.6-6.0B.

Read in AlphaSense

AMCR - Amcor PLC | **F4Q22 Review: Price actions continue to offset cost; hot fill growth; adjust F** (Truist Securities / Michael Roxland (Estimates Down) (Revision) , 19-Aug-22, 5 pages)

As part of its volume outlook, AMCR expects low-single digit growth in developed markets and mid-single digit growth in emerging markets (Latin America, Asia). Given the EBITDA and earnings loss associated with the ultimate sale of its Russian assets (4-5% of EBIT or ~$80mn), AMCR is pursuing Western European footprint optimization and ***cost reductions,*** which it is looking to complete in F2023 to serve as an offset to that EBIT loss. AMCR reiterated its capex guidance, which involves increasing capex by 15% per year (with capex / sales targeted at ~4-5%) for the next few years as it pursues growth investments including a new healthcare plant in Singapore and an expansion of a medical packaging plant in Ireland.

Read in AlphaSense

CTVA - Corteva Inc | **Argus Analyst Report, CTVA** (Argus / William V. Selesky (Target Up) (Estimates Up) , 19-Aug-22, 5 pages)

is $2.56. We are also raising our 2023 EPS estimate to $3.04 from 2.97, which assumes higher prices for agricultural commodities, more moderate inflation, and continued ***cost reductions*** next year. The

Read in AlphaSense

DE - Deere & Co | **Q3 2022 Earnings Call** (Earnings Call Transcript , 19-Aug-22, 20 pages)

As we exit this year with higher production rates, it should ease a little bit of the overhead pressure going into next year. And then there's other parts of our supply base that are linked to raw material prices like steel and others in that commodity basket that have come down a little bit, and I think those are all going to be opportunities for ***cost reductions*** in 2023 as we go through the year. Question - Stephen Volkmann:

Read in AlphaSense

ORG.AU - Origin Energy Ltd | Origin Energy Ltd.: Risk Reward Update (Morgan Stanley* / Rob Koh (Target Up) , 18-Aug-22, 9 pages)

A$8.14 Fast de-leveraging and a return to growth APLNG DCF = Base case +US$10/bbl, -0.05 AUD/USD and faster drilling ***cost reductions***. Energy markets capitalised at 8.0x FY23e EV/EBITDA, e.g., if retail margins widen under re-regulated tariffs, or if ORG pursues early coal closure.

Read in AlphaSense

2502.JP - Asahi Group Holdings Ltd | Asahi Group Holdings (2502) : Key Takeaways from Management Meeting (JPMorgan / Ami Yoshida , 18-Aug-22, 8 pages)

Asahi is currently considering countermeasures to address this level of cost growth. It assumes Europe will account for 40-50% (¥30-40 billion) of the projected ¥80 billion increase in costs in FY2023 but believes this can be offset by price revision benefits and fixed ***cost reductions*** (e.g., marketing costs and value engineering). Thoughts on beer consumption in economic downturn: Beer consumption in the countries where Asahi operates fell 5% YoY in 2009 in the wake of the global financial crisis.

Read in AlphaSense

HD - The Home Depot Inc | Ciccarelli's Checks: Despite growth, home inv. remains well below LT avg; +hom (Truist Securities / Joshua Young , 18-Aug-22, 6 pages)

Slower/negative sales growth derails Lowe's margin expansion efforts - If industry sales slow more than anticipated due to either sharp interest rate increases or a greater-than-expected shift of spending away from home improvement activity, the sales decline would likely derail Lowe's margin expansion efforts. Home Depot's heavy infrastructure investments change the future competitive landscape - Home Depot accelerated its investment spending (~$11 billion of extra spend over 3+ years) to revamp its stores, supply chain and delivery capabilities, while Lowe's has concentrated on ***cost reductions*** and productivity enhancements. These factors could widen the competitive gap between

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ORG.AU - Origin Energy Ltd | ORG.AX: Origin Energy - FY22: More certainty on FY24 Energy Markets recovery; (Credit Suisse / Peter Wilson (Target Up) (Revision) , 18-Aug-22, 10 pages)

4.00 In this scenario we model a fall in Brent oil prices to US$40/bbl, and no increase in retail margins as higher churn and bad debts offset a ***reduction*** in ***cost*** to serve from the Kraken flatform. Share price performance

Read in AlphaSense

CSCO - Cisco Systems Inc | FY4Q22: Strong Revenue And KPIs Relative To Extremely Low Expectations (Cowen / Paul Silverstein (Target Up) , 18-Aug-22, 23 pages)

ease slightly at the back half of the fourth quarter and continued into the start of Q1. While the component supply headwinds remain, they have begun to show early signs of easing." CSCO indicated that it leveraged increased availability of components in the broker market and believes that the same suppliers adding capacity to broker networks should begin to make available additional components directly, which would contribute to ***cost reduction*** and attending gross margin rebound. Additionally, CSCO highlighted product redesigns and an increase in alternative suppliers contributing to more available components and noted that two "high volume" and "good margin" redesigned products should begin selling in the

Read in AlphaSense

DSM.NL - Koninklijke DSM NV | DSMN.AS: Koninklijke DSM NV - DSM-Firmenich deep dive: DSM our top consumer ch (Credit Suisse / Samuel Perry , 18-Aug-22, 25 pages)

120.00 Our grey sky case assumes a 15% ***reduction*** in DSM's underlying earnings and valuation multiple. This implies trough Vitamin prices, no retention of ***c ost reductions,*** or realisation of surplus assets. Share price performance

Source: Company data, Credit Suisse estimates We compare the cost base of pro forma DSM-Firmenich with consumer chemicals/ingredients peers in the chart below. This suggests the largest scope for ***cost reduction*** should be within COGS (where the company trails peers by 1,000 bps). COGS synergies could likely surround: Procurement: The COGS bill on a pro forma basis will increase by ~2.9bn (50%); this should enable discounts on similar materials/with significant suppliers.

the long term). Despite SG&A already being ~in line with peers, other potential longer-term ***cost-reduction*** options likely include:

Read in AlphaSense

ORG.AU - Origin Energy Ltd | Origin Energy Ltd.: FY22 results – off the coal (Morgan Stanley* / Rob Koh , 18-Aug-22, 7 pages)

ORG's FY22 result had been well flagged: ORG's share of APLNG EBITDA of A$2,134m was up 86% vs. pcp on a US$74/bbl realised oil price (MSe A$2,108m). ORG Energy Markets EBITDA of A$365m was within revised guidance of A$310-460m (MSe A$416m), including a A$693m ***reduction*** in electricity gross margin YoY owing to coal supply disruption and fuel ***cost*** (-A$315m), electricity cost-to-cover (-A$124m), and lower customer tariffs YoY (A$325m), offsetting some recovery in billing (~A$100m from yield management, lower bad debts, and recovery of network tariffs). Octopus Energy's (OE) summary results showed OE at gross margin breakeven, which we view as impressive against the volatile backdrop and with OE growing customer accounts to 6m (+43%), which should provide earnings tailwinds as tariffs recover, in our view.

Read in AlphaSense

AMCR - Amcor PLC | **Q4 2022 Earnings Call** (Earnings Call Transcript , 17-Aug-22, 19 pages)

Does that mean then that in fiscal 2024 there'll be a residual comparison, there'll be the other half that you're comparing against in fiscal 2023 from having the business in your result? And then more broadly, you mentioned footprint alignment, ***cost reduction***. Can you talk to us about how you are going to best try to fill some of the earnings that will be leaving and how much will acquisitions play in that effort for the company?

Read in AlphaSense

BXB.AU - Brambles Ltd | **BXB: FY22 result: 'Staying limber on lumber'. Reiterate Outperform** (RBC / Owen Birrell (Revision) , 17-Aug-22, 14 pages)

We are Outperform rated on BXB with our rounded 12-month price target of A$13.75/share. The past 5 years have seen a major restructure of the operating model, gross margins were insulated, and operating leverage added through process efficiency investment and ***fixed-cost reductions***. Cashflow conversion has also improved given the increased focus on asset utilization and capital efficiency.

Read in AlphaSense

BIIB - Biogen Inc | **Biogen Inc. (BIIB) - Lack of growth in earnings is expected to stay** (Crispidea / Rimi Murarka (Revision) , 17-Aug-22, 41 pages)

* Operating margin decreased to 18% on a TTM basis compared to 25.9% in FY21. Selling, general and administrative expense decreased by ~10.2% and 2% for Q2FY22 and 1HFY22, respectively, primarily due ***cost-reduction*** measures realized during 2022, partially offset by gross ADUHELM commercialization expense of ~$27mn and $107mn, respectively. R&D expense increased to 23.3% on a TTM basis compared to 22.7% in FY21

Read in AlphaSense

BXB.AU - Brambles Ltd | **Q4 2022 Earnings Call** (Earnings Call Transcript , 17-Aug-22, 35 pages)

Answer - Nessa Ita O'Sullivan: Less so about damage rates, more about cycle time and the actual unit ***cost*** of the pallets because the ***reduction*** is really driven by more efficiency in the pool that we're expecting year-on-year. We are still expecting year-on-year increase in the pallet prices.

Read in AlphaSense

MNG.GB - M&G PLC | **M&G plc: Higher earnings and cap-gen forecasts post-1H22** (Deutsche / Rhea Shah (Target Up) (Estimates Up) , 17-Aug-22, 11 pages)

Net cash-remittances Dividend ***cost*** Share buybacks Debt ***reduction*** M&A

Read in AlphaSense

K - Kellogg Co | **Argus Analyst Report, K** (Argus / Chris Graja (Target Up) , 16-Aug-22, 7 pages)

estimate is $4.45. Management has maintained a close eye on expenses, notably through a ***cost-reduction*** and efficiency-improvement program, called Project K. The plan was announced in November of 2013, and 2019 was its final year. Going forward the company's initiatives are more likely to be focused on building brands and

Read in AlphaSense

RPS.GB, WSP.CA | **WSP-T: Resuming Coverage Post Equity Offering; RPS Acq'n Announced** (TD Securities / Michael Tupholme (Target Up) , 16-Aug-22, 9 pages)

rates; construction industry cyclicality/seasonality; industry competition; backlog ***reduction;*** dependence on the public sector; ***cost*** pressures; limited ceiling/fixed-price contracts; maintaining insurance levels; high levels of goodwill and intangible assets; f/x fluctuations; and acquisition, integration, and synergy realization risks.

Read in AlphaSense

ALB - Albemarle Corp | **Argus Analyst Report, ALB** (Argus / William V. Selesky (Target Up) , 15-Aug-22, 5 pages)

Net sales for 2Q jumped 91% to $1.480 billion, above the StreetAccount consensus of $1.420 billion, while adjusted EBITDA more than tripled to $610 million. I n addition, ALB was able to offset both supply-chain disruptions and inflationary ***cost*** pressures through ongoing ***cost reduction*** initiatives. Second-quarter 2022 results by business segment are

Read in AlphaSense

JCI - Johnson Controls International PLC | Morningstar | Johnson Controls to Benefit From Global Buildings Decarbonizatio (Morningstar / Brian Bernard , 12-Aug-22, 24 pages)

Given the uncertainty of the combined company's synergy realization and end-market sales for building technologies and solutions, our fair value uncertainty is high. In our bull-case scenario, we assume more robust sales growth and stronger profitability, driven by stronger end markets, greater market share gains, and more successful ***cost-reduction*** initiatives. Under our bull-case scenario, we value Johnson Controls at $92 per share.

In our bear-case scenario, we value Johnson Controls at $47 per share. In this scenario, we assume weaker sales growth and profitability as a result of challenging end markets and less successful ***cost-reduction*** initiatives. In this scenario, we project sales growing at about a 3.5% annual rate, with average EBITA margins (before corporate costs) of about 15%.

2022 Johnson Controls reported mixed fiscal third-quarter results that saw solid 8% year-over-year organic revenue growth (4% reported growth) driven entirely by increased pricing, but segment EBITA margin slipped 110 basis points to 15.1% as volume deleveraging and continued supply chain/labor challenges (management estimates a 60 basis-point margin headwind for the latter) more than offset ***cost-reduction*** efforts.

Read in AlphaSense

MPC - Marathon Petroleum Corporation | Morningstar | Outlook Remains Favorable for Refiners; Cash Returns Set to Incr (Morningstar / Allen Good (Target Up) , 12-Aug-22, 13 pages)

"Another Refining Golden Age?" Although margins have narrowed since our report, the factors we identified behind the strong margin environment -capacity ***re ductions,*** strong demand, and Russian disruptions-remain in place while U.S. refiners' ***cost*** advantage has gotten stronger with increasing European natural gas prices. The pressure on natural gas prices looks unlikely to abate anytime soon, which should underpin

Read in AlphaSense

AMAT - Applied Materials Inc | AMAT: F3Q22 Preview Thoughts—Forward Demand Visibility Remains Key Focus (Wells Fargo / Joe M. Quatrochi (Target Up) (Estimates Down) , 12-Aug-22, 8 pages)

indicating a demand slowdown. Supply Chain: AMAT's supply chain and ability to drive GM% stability remains a key investor focus as the company expects a gradual improvement beginning in F4Q22 as it starts to benefit from actions, including price adjustments, ***cost reductions*** and re engineering. We think some could question the current consensus GM% estimate as too aggressive at 46.6% (vs. F3Q22 guide at ~46%); or implying a ~58% incremental q/q GM %.

Read in AlphaSense

HON - Honeywell International Inc | Honeywell International Inc.: Competitive Advantages & Acquisition-Led Growth, (Baptista Research / Ishan Majumdar (Revision) , 12-Aug-22, 27 pages)

Sustainable Competitve Advantage & Conglomerate Premium Honeywell is one of today's most potent multi-industry companies trades at a conglomerate premium. The company's future growth trajectory is expected to be reasonably good as a result of a combination of recent portfolio refreshes, powerful new product introductions and strategic partnerships, a focus on high growth regions, continuous improvement initiatives centred on fixed ***cost reduction,*** on-time delivery, supply chain automation, and an increasing shift toward scalability. The broader commercial aerospace market is expected recover to 2019 levels by 2024, despite a slow ramp in commercial build rates.

Read in AlphaSense

CCL.A.CA - CCL Industries Inc | CCL.B: Q2 solid and outlook suggests further upside (RBC / Walter Spracklin (Target Up) (Revision) , 11-Aug-22, 13 pages)

Other highlights from the quarter include: Outlook. This quarter's disclosure and conference call pointed to an easing of supply chain pressures and ***reduction*** i n ***cost*** inflation, seen primarily in input costs currently. While this is welcomed news, mgmt.

Read in AlphaSense

OR - Osisko Gold Royalties Ltd | OR: A Good First Half in 2022 (Haywood Securities / Kerry Smith , 11-Aug-22, 12 pages)

Renard Diamond Stream Reactivated With the recovery in world diamond prices and the ongoing ***cost reduction*** initiatives at the mine, the mine is now cash flow positive. As a result, on April 29th, the owners and the Stornoway secured creditors completed amendments to the Renard stream and secured debt.

Read in AlphaSense

RMD - Resmed Inc | Q4 2022 Earnings Call (Earnings Call Transcript , 11-Aug-22, 20 pages)

Steve, it's Brett. Yeah, I mean, it's - instead of saying some of that, we're seeing some of these freight costs definitely moderate some - some ***cost reductions,*** but certainly not manifested in our numbers at the moment. I think we'll get some of that benefit, I would say now second half where we'll probably see some of that coming through.

Read in AlphaSense

PG - Procter & Gamble Co | **Morningstar | Wide-Moat Procter & Gamble Astutely Navigating the Current Uncer** (Morningstar / Erin Lash , 11-Aug-22, 25 pages)

OAdditional opportunities to narrow its product mix could enable P&G to more effectively direct its brand spending to the highest-return areas. ODespite reaching the end of its second $10 billion ***cost reduction*** effort, further savings (probably related to reducing overhead and bolstering the yield on its manufacturing footprint and marketing investments) could manifest if efficiency is as engrained in its culture as management suggests.

Read in AlphaSense

UBER - Uber Technologies Inc | **Argus Analyst Report, UBER** (Argus / William V. Selesky (Revision) , 11-Aug-22, 5 pages)

* On August 2, Uber reported an adjusted 2Q22 loss from continuing operations of $397 million or $0.04 per share, compared to an adjusted loss of $1.190 billion or $0.12 per share in the prior-year quarter. * The narrower year-over-year loss reflected significantly higher gross bookings, which rose 33% in the U.S. and Canada (an all-tine high), and ongoing ***cost reduction*** efforts. * We are narrowing our 2022 loss estimate to $0.04 per share from $0.07, which assumes continued progress in the Mobility and Delivery businesses.

The 2Q22 loss was narrower than our loss estimate of $0.11 and the consensus loss estimate of $0.27. The narrower year-over-year loss reflected significantly higher gross bookings, which rose 33% in the U.S. and Canada (an all-tine high), and ongoing ***cost reduction*** efforts. Adjusted net revenue of $8.073 billion rose 106% from the prior year, and adjusted EBITDA rose to positive $364 million from negative $509 million in 2Q21.

Read in AlphaSense

MNG.GB - M&G PLC | **M&G PLC: Key takeaways from 1H22 results call** (Morgan Stanley* / Ashik Musaddi , 11-Aug-22, 7 pages)

Management mentioned that the interest rate situation is more attractive than previously with regard to taking steps on debt management, and we look forward to an update on capital allocation at the full year results presentation. We think investors would welcome a combination of buybacks and debt ***reduction;*** howe ver, a large debt ***reduction*** would also help the shares from a ***cost*** of equity perspective. 2) PruFunds performance and outlook: PruFunds has delivered an outstanding performance year to date, up 17%, and compares with its benchmark ABI mixed investments down c. 4%.

Read in AlphaSense

CL.CH - Coca-Cola HBC Ltd | **First Take: Coca-Cola Hellenic - Massive beat in H1** (Investec Bank plc (UK) / No Analyst , 11-Aug-22, 4 pages)

Russia/Ukraine impact, CSDs could fall out of favour, ***reduction*** in consumer disposable income, macro / geopolitical challenges, ***cost*** inflation Source: Company accounts/Investec Securities estimates This report was produced in response to breaking news or fast moving events, and reflects the analyst's initial reactions.

Read in AlphaSense

AEG - Aegon NV | **Aegon | raises OCG and FCF guidance** (the IDEA! / Henk Slotboom , 11-Aug-22, 12 pages)

and what is not. Although we have raised the same concerns for ING, this bank has a better reputation in terms of ***cost reductions***. Besides, the bank offers a clearer view as to what can be expected in terms of potential capital returns.

Read in AlphaSense

ZURN.CH - Zurich Insurance Group Ltd | **First Read: Zurich Insurance Group "1H22: Zurich - higher solvency and..."** (UBS / Will F. Hardcastle , 11-Aug-22, 12 pages)

4. GF&O/ Non-Core: Group functions came in lighter, with some potential structural HQ ***cost reductions,*** but FY number reiterated so largely timing. Non-Core had a higher restructuring charge 5.

Read in AlphaSense

GL.JE - Glencore PLC | **GLEN: Model update** (RBC / Tyler Broda (Revision) , 11-Aug-22, 11 pages)

* Tail asset sales: The tail asset sales are progressing under the new CEO and sale proceeds could potentially be returned to shareholders, which should bolster total return. * ***Cost-savings*** execution: The successful ***reduction*** of capex and further cuts to operating costs could improve our earnings and cash flow forecasts. Risks to rating and price target

Read in AlphaSense

CON.DE - Continental AG | **CONG.DE: Continental - 2Q results: prelim results and outlook confirmed, trimm** (Credit Suisse / Richard C. Carlson (Target Down) (Estimates Down) , 11-Aug-22, 18 pages)

Despite ongoing market turbulence from the Ukraine war, disrupted supply chains and the China lockdown, 2Q group sales rose 13.0% y/y to 9.4 billion, with positive price developments across all divisions helping to drive group organic revenue growth of 6.6%, which was supported by FX tailwinds. 2Q adjusted EBIT for the group fell 19.8% y/y to 411 million which resulted in a 180 bps margin ***reduction*** y/y to 4.4%, with input ***cost*** headwinds and supressed volumes offsetting improved pricing. On a divisional basis, Automotive margins were flat, will Tires and ContiTech both saw margin contraction.

Conti expect that replacement volumes will decline further due to the weakening purchasing power of consumers, which may lead to a shift from premium to lower-price brands, or from winter tires to all-season tires. 2Q adjusted EBIT fell 9.3% y/y to 467 million which translated to a ~400bps ***reduction*** in margin to 13.8%, owing to strong raw material, logistics and energy ***cost*** inflation, despite the positive pricing movements. Cost inflation is estimated to have been a 450m headwind in the quarter.

Read in AlphaSense

5108.JP - Bridgestone Corp | Q2 2022 Earnings Call (Earnings Call Transcript , 10-Aug-22, 22 pages)

We minimized effects of irregular impact through continued flexible, agile management or by supply chain, et cetera. In addition, we responded to soaring inflation in energy, labor, ocean freight, logistics fuel costs, et cetera, which led to rising costs through expense and ***cost*** structure reformation such as productivity improvement, ***reduction*** of global procurement costs through expense management, et cetera. However, we felt one step short of covering all effects and marked a 1% decreases versus previous year in adjusted operating profit margins.

Regarding adjusted operating profit margins, we are projecting over 11% level. We will continue to flexibly and agilely manage irregular negative impacts in supply, sales and ***cost***. By responding to inflation effects through ***cost reduction,*** through productivity improvement, ***reduction*** of global procurement ***cost*** an d thorough expense management, although our margin level is projected to fall one step short of that of the previous year, we will maintain the same level as in February guidance. We project ROIC, our most important management index, to surpass that of 2021 and achieve 9.3% in line with our guidance in February.

So what is being appreciated? Well, this is mining operation, we evaluate contribution to ***cost reduction*** in mining operation as well as extending the product life of tires. We evaluate that by account and we do the analysis and the results of the evaluation is communicated to the customers before they make the purchase.

Read in AlphaSense

EMR - Emerson Electric Co | EMR: Earnings Steady As the Portfolio Pivots (Wolfe Trahan & Co. / Nigel Coe , 10-Aug-22, 17 pages)

In 3Q22, Automation Solutions adj. EBITA margin expanded 70bps to 21.0% on profitability leverage and ***cost reductions,*** while C&RS adj. EBITA margin contracted 50bps to 22.0% due to Y/Y price/cost headwinds.

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JLL - Jones Lang Lasalle Inc | Morningstar | Challenging Macroeconomic Environment Will Weigh on Jones Lang L (Morningstar / Suryansh Sharma , 10-Aug-22, 29 pages)

technology-enabled productivity improvements, and ***cost-reduction*** initiatives along with some offsetting factors such as the evolving business mix and the fact that current margins are higher than normalized levels. The company should be able to improve its normalized margins across all geographic segments, and we expect companywide midcycle operating margin as a percentage of fee revenue to reach 13.4% by 2031.

Read in AlphaSense

AEP - American Electric Power Co Inc | Morningstar | American Electric Power CEO Akins to Retire at Year-End; Sloat a (Morningstar / Andrew Bischof , 10-Aug-22, 28 pages)

is a potential risk for AEP shareholders. However, management has proved its ability to mitigate any near-term declines in load with ***cost reductions***. Recently, the Federal Energy Regulatory Commission issued a notice of proposed rulemaking that would eliminate the 50-basis-point allowed return on equity adder given to utilities that allow a regional transmission operator to manage their systems.

Read in AlphaSense

MPC - Marathon Petroleum Corporation | Morningstar | Marathon Petroleum Continues to Boost Cash Returns; Increasing F (Morningstar / Allen Good (Target Up) , 10-Aug-22, 27 pages)

Through the combination, Marathon planned to leverage this geographically diverse footprint to optimize its crude supply from North America to reduce feedstock cost, while also improving its operating cost structure. It delivered $1.1 billion of a planned $1.4 billion in synergies by year-end 2019, but its focus shifted to capital and ***cost reductions*** in 2020 when the pandemic hit. These efforts proved successful with the company delivering over $1 billion in operating expense ***reductions***. In the near term, its focus remains on delivering more ***cost*** and capital improvements. It also reassessed its portfolio, resulting in the closure of its poorly positioned Gallup, NM and Martinez, CA, petroleum refineries, both acquired with Andeavor.

and Canadian crude. We project per-barrel operating costs to improve slightly as natural gas prices moderate and management ***cost reduction*** efforts take hold. Given the amount of operating leverage in a refiner, our valuation is highly dependent on our refining margin assumptions.

Marathon has improved its cost position in the past two years, however, by reducing its operating cost so that's its closer to narrow-moat peers. Part of the progress is due to the low-quality refinery closures, but also in part due to its own ***cost-reduction*** efforts. It plans additional progress, © Morningstar 2022.

As largely a pure-play refinery, it also stands to benefit the most from an ongoing strong refining environment. We like Marathon for its improved refining competitiveness given ***cost reductions*** and underperforming facility closures/ conversions as well as its large repurchase amount, which should support shares.

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MET - Metlife Inc | **Argus Analyst Report, MET** (Argus / Kevin Heal (Revision) , 10-Aug-22, 4 pages)

MetLife's 2Q results were better than expected, driven by volume growth and higher underwriting margins, partly offset by lower investment margins. We have a positive view of the company's business diversification, ***cost-reduction*** efforts, and share repurchase program.

Read in AlphaSense

6178.JP - JAPAN POST HOLDINGS Co., Ltd. | **Japan Post Holdings: F3/23 1Q Results: Focus is Still on the High Total Return** (Morgan Stanley* / Takuya Osaka , 10-Aug-22, 7 pages)

Overall first impression for Japan Post Co. (1Q results) negative: (1) Positive was over-the-counter post office business. The impact of personnel ***cost reductions*** accompanying transition to a new Japan Post Insurance sales system appears to be greater than expected (the company assumes ¥96bn for the year compared to last year). (2) Negative was the absence of signs that the revenue and profit downtrend in postal and logistics business is being arrested.

Japan Post Co: Unexpectedly stronger volume and price hikes for parcel delivery. Japan Post Co: Larger personnel ***cost reductions*** than expected. Yen appreciation and stock market declines (Japan Post Bank).

Read in AlphaSense

ALC, -- | **Q2 2022 Earnings Call** (Earnings Call Transcript , 10-Aug-22, 19 pages)

This was pervasive across both our franchises and included pressures on availability of supply, rising prices on electronic components and commodities including plastics and resins, as well as increased costs for labor and transportation. Fortunately, our team was able to offset much of the impact through productivity and ***cost-reduction*** initiatives, strategic price increases from earlier in the year, and contract negotiations with suppliers. In our Surgical franchise, revenue was up 13% year-over-year to $1.3 billion in the second quarter.

Read in AlphaSense

CPU.AU - Computershare Ltd | **Computershare Limited: Lower Quality, But Still Growing** (Morgan Stanley* / Andrei Stadnik (Revision) , 10-Aug-22, 12 pages)

Mortgage Servicing revenues remain subdued and restructuring margins fall. Competitors take registry market share from CPU and there is no further ***cost-out*** or tax rate ***reduction***. Corporate activity and transaction revenues

Read in AlphaSense

AXON - Axon Enterprise Inc | **Beat-and-Raise Quarter Led by Strong Cloud and TASER Growth** (William Blair / Jonathan Ho , 10-Aug-22, 8 pages)

Sustainability measures adopted by Axon include its recycling programs for its TASER cartridges and product batteries. To monitor its supply chain, the company has implemented vendor scorecards for tracking metrics, such as ***cost*** management, streamlining of business operations, and waste ***reduction*** from rejected materials. 2 | Jonathan Ho +1 312 364 8276

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IFF - International Flavors & Fragrances Inc | **International Flavors & Fragrances : Higher Prices** (JPMorgan / Jeffrey J. Zekauskas , 10-Aug-22, 19 pages)

The effects of positive pricing were diminished by a (4%) currency headwind. IFF attributed the $21m or 3.1% increase to ***cost reduction*** activities net of currency effects. We rate IFF shares Overweight for year-ahead price performance.

We rate IFF Overweight for year-ahead performance. IFF is a multi-year work in progress: we believe that its combination with the DuPont Nutrition and Bioscience operations, in tandem with cyclical strength and a broad ***cost reduction*** effort, can lead to EBITDA improvement and a higher trading multiple. IFF trades at 15.8x EV/EBITDA for 2022E and 14.8x for 2023E.

We rate IFF Overweight for year-ahead performance. IFF is a multi-year work in progress: we believe that its combination with DuPont's Nutrition and Bioscience (DNB) operations, in tandem with cyclical strength and a broad ***cost-reduction*** effort, can lead to sharp EBITDA improvement and a higher trading multiple. IFF trades at 15.8x EV/EBITDA for 2022E and 14.8x for 2023E.

The trading multiples of IFF are meaningfully below the multiples that have been achieved by its competitor Givaudan (23.1x 2022E EV/EBITDA and 21.6x 2023E EV/EBITDA). IFF has articulated relatively modest public aspirations for ***cost reduction*** goals in 2022. The stated expense ***reduction*** goal to be achieved is in access of 100 million incrementally, and IFF captured $60 million through 2021. Procurement savings are a focus of the restructuring effort, which is delaying some of the savings opportunities from 2022 to future years.

Our price target is based on a 16.5x EV/EBITDA multiple for 2023E, which is at some discount to what we think are other good-quality specialty chemical companies with defensive business characteristics generally. We read the discount as reflecting uncertainty over the success of IFF's ***cost-reduction*** and revenue achievements. We think IFF should be able to capture ***cost*** synergies, and we believe that it will cyclically benefit as well from reviving food service and fine fragrance markets. We compare IFF with a group of Specialty Chemical companies with consumer roots, such as U.S. paint & coatings company SHW, which trades at a 2023E EV/EBITDA multiple of 17.3x; ECL, which has a similar gross margin to IFF and trades at a 2023E EV/EBITDA multiple (pension adjusted) of 18.6; and industrial gas companies LIN and APD, which trade at 14.3x and 13.7x 2023E EV/EBITDA respectively.

Read in AlphaSense

AKAM - Akamai Technologies Inc | Solid Q2; Guide Lowered Again On FX & Weaker Traffic Growth (D.A. Davidson / Rudy G. Kessinger , 09-Aug-22, 12 pages)

margins are expected to be ~28-29%. * ***Cost Reduction*** Efforts: Given the FX & lower traffic growth impacts to margins, AKAM plans to: 1) move most of their ~$100M in annual spend with the hyperscalers to Linode over the next 1-2 years, 2) realize savings as they are being more selective with certain types of customer traffic, and 3) optimize their real estate footprint given the permanency of hybrid/remote work. The move to Linode is expected to result in significant savings & AKAM believes they can return to 30%+ op margins over the intermediate to long term.

Revised FY22 guidance now calls for CapEx to be 12-13%, which compares to the initial guidance of 15-16% at the start of the year (including the expected 2% from Linode). The ***reduction*** represents ~$140M in ***cost*** savings at the mid-point. Q3 CapEx is expected to be $109-119M or 13% of rev, down from $118.2M in Q2 & $131.4M in Q1.

Read in AlphaSense

CON.DE - Continental AG | Morningstar | Continental Benefits From Auto Industry Trends in Connectivity, (Morningstar / Richard Hilgert (Target Up) , 09-Aug-22, 27 pages)

Continental does not disclose the number of patents owned but, during the past 15 years, average research and development spending has been substantial at 6.5% of revenue, net of customer reimbursements. Automakers are willing to pay for components and systems that provide substantial product differentiation, weight ***reduction,*** enhanced safety, reduced ***cost,*** or a unique ***cost-effective*** solution to meeting regulatory requirements. Pricing power is further enhanced for suppliers with diverse customer bases in varying geographic locations as innovative technology can then be reserved for customers that are willing to meet the suppliers' pricing objectives.

Read in AlphaSense

EMR - Emerson Electric Co | Emerson Electric: Can't Escape the Supply Chain Snare (Deutsche / Nicole DeBlase (Target Up) , 09-Aug-22, 16 pages)

N/A Pricing, leverage and ***cost reductions*** partially offset by inflationary pressure -2.6% 2,687bps

Read in AlphaSense

HON - Honeywell International Inc | Jefferies Industrials Conference (Conference Transcript , 09-Aug-22, 8 pages)

We've got to do our part as well. One of the neat things about aviation is that, ***cost reduction*** goes along with fuel consumption ***reduction,*** which goes along with carbon ***reduction***. So at least the incentives are aligned.

Read in AlphaSense

IFF - International Flavors & Fragrances Inc | Morningstar | IFF Shares Fall as Market Reacts Negatively to Guidance; We Main (Morningstar / Seth Goldstein , 09-Aug-22, 12 pages)

In turn, this should restore profits over the next couple of years. Additionally, as management implements its ***cost reduction*** plan to fully integrate the DuPont N&B businesses, margins should expand, driving higher profit growth. ESG Risk Rating Assessment[1]

Read in AlphaSense

IFF - International Flavors & Fragrances Inc | Morningstar | IFF Shares Fall as Market Reacts Negatively to Guidance; We Main (Morningstar / Seth Goldstein , 09-Aug-22, 26 pages)

In turn, this should restore profits over the next couple of years. Additionally, as management implements its ***cost reduction*** plan to fully integrate the DuPont N&B businesses, margins should expand, driving higher profit growth. Fair Value & Profit Drivers 09 Aug 2022 Our fair value estimate is $150 per share.

This scenario assumes that companywide sales will grow at a little over a 5% annual rate as IFF fully integrates the DuPont nutrition and biosciences business and realizes some revenue synergies from complementary products. We also assume EBITDA margins expand to 27% at the midcycle level as ***cost reduction*** initiatives drive higher profits. Economic Moat

In turn, this should restore profits over the next couple of years. Additionally, as management implements its ***cost reduction*** plan to fully integrate the DuPont N&B businesses, margins should expand, driving higher profit growth. International Flavors & Fragrances Shares Rally Following Solid Q1 Results: Stock Still

Read in AlphaSense

BBY - Best Buy Co Inc | Argus Analyst Report, BBY (Argus / Chris Graja (Estimates Down) , 09-Aug-22, 6 pages)

She ably replaced the irreplaceable Sharon McCollam as CFO. She joined Best Buy in 1999, and helped to engineer $1.4 billion in ***cost reductions*** as the leader of the successful Renew Blue program. At 45, she became one of the youngest CEOs of a major company.

Read in AlphaSense

EMR, Abridged Inc. | EMR F3Q22 Abridged Earnings Transcript (Wolfe Trahan & Co. / Nigel Coe , 09-Aug-22, 12 pages)

* China lockdowns and ongoing electronics components constraints weighed on sales by 5% * Profitability leverage and ***cost reductions,*** partially offset by inflationary margin pressures * Backlog of $6.2bn, up $100m sequentially despite $132m debooking in Russia Commercial & Residential Solutions

Renewables funnel grew from $1bn to $1.5bn. * Capex ***Reduction:*** No slowdown in key investments in growth and improving the company's ***cost*** position. Eve rything that needs to get done is getting done. Capex ***reduction*** is related to sustaining capex, where there is always a cushion entering the year. * Mitsubishi Award: Includes controls, AspenTech analytics and optimization, funnel control elements, and sensor elements (full automation scope).

Read in AlphaSense

EMR - Emerson Electric Co | Q3 2022 Earnings Call (Earnings Call Transcript , 09-Aug-22, 18 pages)

Adjusted EBITA for the platform was down 50 basis points, consistent with our expectations for the quarter. Within that, Climate Tech was approximately flat, as 9 points of price realization and ongoing ***cost reductions*** drove a significant improvement in sequential leverage and profit margin for that segment. The AspenTech segment contributed $239 million of sales at nearly 54% adjusted EBITA.

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AIG - American International Group Inc | Q2 2022 Earnings Call (Earnings Call Transcript , 09-Aug-22, 16 pages)

While we have made significant progress to date, we are still achieving written rate above trends both in business today and that which we have not yet earned in. Expense ***reduction*** will come through continued ***cost*** discipline, operational excellence, earn-in of AIG 200 run rate savings and a ***reduction*** of parent GOE. As Peter mentioned, we have now contracted or executed on $1 billion of savings related to AIG 200 and we have realized $610 million of savings to date.

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BBVA - Banco Bilbao Vizcaya Argentaria SA | BBVA (Santander GBM / Ignacio Mendez (Target Up) , 09-Aug-22, 9 pages)

We are assuming a weaker economic outlook, especially in Spain. We are factoring in flat volume growth for the sector, with the lower activity leading to a ***redu ction*** in fee growth. We are also assuming a higher ***cost*** of risk in 2023E, despite the still benign guidance coming from most banks. 3.

Read in AlphaSense

WSP.CA - WSP Global Inc | Q2 2022 Earnings Call (Earnings Call Transcript , 08-Aug-22, 7 pages)

It should be noted that in the second quarter of 2022, WSP recorded charges against certain leased asset amounting to CAD 14.3 million as a result of ongoing office consolidation. Those consolidations are at the heart of our footprint ***reduction*** strategy to realize synergies and improve WSP's ***cost*** structure following recent acquisition. This item did not result in any cash outflow.

Read in AlphaSense

GOLD - Barrick Gold Corporation | An In-Line Quarter — Project Updates Coming Soon (BMO Capital Markets / Jackie Przybylowski , 08-Aug-22, 10 pages)

Key Catalysts Integration of Acacia Mining; progress toward debt ***reduction;*** integration of Randgold with ***cost*** rationalization and optimization; Nevada JV synergy realization; project updates at Cortez, Goldrush, Turquoise Ridge, Pascua Lama, and the Frontera District.

Read in AlphaSense

GOLD - Barrick Gold Corporation | Q2/22 Wrap Note: Price Target To $27.00; Outperformer Rating Reiterated (CIBC World Markets / No Analyst (Revision) , 08-Aug-22, 10 pages)

Barrick controls six of the top ten Tier One Gold Assets (>0.5Mozpa, >10 year life & best half of the cost curve), namely Carlin/Goldstrike, Kibali, Pueblo Viejo, Loulo-Gounkoto, Turquoise Ridge/Twin Creeks and Cortez. Barrick is expected to sharpen the corporate strategy with a well-managed and lean decentralized operating model focused on core assets (with divestiture of non-core assets), seeking ***cost reduction,*** maximizing free cash flow, driving ROIC, restoring a strong balance sheet and providing returns to shareholders. The success in realizing synergies from the Barrick-Randgold merger and Nevada JV could be a potential catalyst for a re-rating in the

Read in AlphaSense

IFF - International Flavors & Fragrances Inc | International Flavors & Fragrances: 2Q22 beat, FY22 reconfirmed (Morgan Stanley* / Lisa De Neve , 08-Aug-22, 9 pages)

Risks to Downside Weaker FCF slows debt ***reduction*** and affects investment grade rating Higher raw material ***cost*** inflation than expected 4

Read in AlphaSense

CTVA - Corteva Inc | CTVA: Raising PT and estimates on continued robust demand and Strategic Review (RBC / Arun S. Viswanathan (Target Up) (Estimates Up) , 08-Aug-22, 9 pages)

We believe Corteva realized $1.2B of merger-related synergies in 2021. Corteva notes that the composition of these savings is derived from one-third fixed head count ***reduction,*** one-third fixed ***cost*** synergies, and one third variable ***cost*** synergies. Additionally, Corteva launched a comprehensive productivity program and estimates ~$500M in operating EBITDA improvement in the next five years, in addition to $500M in ERP Harmonization savings.

Read in AlphaSense

NTR - Nutrien Ltd | Morningstar | No Changes to Our Outlook as Nutrien Appoints Ken Seitz as Perma (Morningstar / Seth Goldstein , 08-Aug-22, 30 pages)

We view management's investments as exceptional. We are in favor of the decision to invest in ***cost reductions*** and capacity expansions in the ***low-cost*** potash and nitrogen operations, as these businesses underpin our narrow moat rating. We are also in favor of management's focus on the ***reduction*** of unit production costs for the already ***cost-advantaged*** potash and nitrogen operations. We expect Nutrien to continue to focus on lowering fertilizer production costs and follow a disciplined approach to fertilizer production.

Read in AlphaSense

NTR - Nutrien Ltd | Morningstar | No Changes to Our Outlook as Nutrien Appoints Ken Seitz as Perma (Morningstar / Seth Goldstein , 08-Aug-22, 30 pages)

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Read in AlphaSense

D - Dominion Energy Inc | D: Offshore Wind Performance Guarantee Provision Raises Eyebrows (Wells Fargo / Sarah Akers (Target Up) (Revision) , 08-Aug-22, 8 pages)

GW - Gigawatt IRA - Inflation ***Reduction*** Act IRP - Integrate Resource Plan

kv - kilovolt LCOE - Levelized ***Cost*** Of Electricity MW - Megawatt

Read in AlphaSense

D - Dominion Energy Inc | D: Slight 2Q22 beat, 2022 guidance reaffirmed, VA offshore wind approval recei (RBC / Shelby Tucker , 08-Aug-22, 5 pages)

We expect D's offshore wind program will be a key topic on today's call, particularly as it pertains to the performance standard. We will also be listening for comments on the ramifications of the Inflation ***Reduction*** Act, sales growth updates, and ***cost*** management. First impression.

Read in AlphaSense

WSP.CA - WSP Global Inc | WSP-T: Update and Q2/22 Preview (TD Securities / Michael Tupholme , 08-Aug-22, 8 pages)

Our 12-month target price is based on a 14.0x multiple (unchanged) applied to our 2023 adjusted EBITDA estimate, less forecast net debt and right-of-use liabilities. Key Risks to Target Price Ability to maintain/manage growth; significant margin contraction; reputational risk; shortage of engineers; increase in interest rates; cyclicality/seasonality of the construction industry; industry competition; ***reduction*** of backlog; dependence on the public sector; ***cost*** pressures; limited ceiling/fixed-price contracts; maintaining insurance levels; high levels of goodwill and intangible assets; f/x fluctuations; and acquisition, integration, and synergy realization risks. Exhibit 2.

Read in AlphaSense

9432.JP - Nippon Telegraph & Telephone Corp NTT | Q1 2022 Earnings Call (Earnings Call Transcript , 08-Aug-22, 14 pages)

So, the increase was somewhat large. As for overseas operating income margin, this improved due to increased operating income at NTT DATA and the same ***cost reduction*** at NTT Limited. So, this improved by 2.1 percentage points, up to 6.1%.

So, the segment as a whole recorded decline in the operating revenue. But having said that, this drop was offset by ***cost reduction***. So, therefore, we were able to deliver increase in operating income.

But on a full year basis, we expect increase in both operating revenue and operating income through increased revenue from system integration and other growth service. And on top of that, we expect rigorous ***cost reduction*** to be realized. So, as a result, for the full year, we expect increase in both operating revenue and operating income.

And at NTT Limited, we were able to increase revenue from value-added services. And also, we were able to realize ***cost reduction*** from structural transformation at NTT Limited. So, therefore, this segment recorded increase in both operating revenue and operating income.

And as for DOCOMO, the revenue trend, maybe I want the enterprise business segment and smart life to put more effort into it. But we have a clear visibility and they're still working on the ***cost reduction*** that is in line with the plan. And Regional Communications business, as you know, there is no large changes, so there's no surprise, and for all the global businesses, as I have mentioned before, we will surely obtain the sales and we are changing it to be a profitable organization, and that is becoming quicker and we will have a reach that we want to largely change the profitability.

Thank you very much. First is regarding the progress of the ***cost reduction***. Looking at the overall results, it's in line as planned. But as written in the material, the progress of ***cost reduction,*** the first quarter, it went down by ¥30 billion. And for the full year, it seems that it is frontloaded or it's quicker than planned.

And with the integration of (44:04) and DOCOMO, there will be a synergy that's generated. So, through these three companies, how much is the ***cost reduction*** going to be accelerated or maybe not? But just recently this ¥30 billion of ***cost reduction,*** can you mention the main items or areas? Answer - Takashi Taniyama:

And annually it's ¥930 billion. So, from ¥830 billion from last fiscal year, we are ahead of plan at ¥30 billion of ***cost reduction***. Basically, the personnel ***cost re duction,*** facility ***cost,*** and sales promotion is 1:4:5 in terms of a ratio. That's how we are planning the ***cost reduction***. And within that situation, the improving efficiency of network improvement, 3G ahead of plan, we are responding to it.

We have utilized it more. And for DOCOMO and communications operations improvement and efficiency, those are the elements that are going to be embodied for ***cost reduction***. So, annual of ¥930 (45:25) ***cost reduction,*** we will thoroughly work on this moving forward. Question - Mitsunobu Tsuruo: And the one thing I would like to confirm, in the second quarter or the third quarter, when are we starting to see the drop, the large drop in ***cost reduction*** in reflecting the ***c ost*** synergies? Answer - Takashi Taniyama:

Specifically speaking, we are implementing these initiatives, so I cannot tell you exactly at what timing you'll see it. But from the direction wise, I think there is going to be more weight of the ***cost reduction*** in the second half. Question - Mitsunobu Tsuruo:

Read in AlphaSense

9984.JP - SoftBank Group Corp. | **Q1 2022 Earnings Call** (Earnings Call Transcript , 08-Aug-22, 14 pages)

Question - Unidentified speaker: You mentioned operational ***cost reduction*** for Vision Fund. And how much are you going to reduce operational ***cost,*** especial ly talent when it comes to funds? It sometimes requires lot of money to attract good talent to make a good investment.

We have to reduce costs in our own company. I won't say in figures or numbers in terms of ***cost reduction,*** but group-wide ***cost reduction*** has to be done. In dependent listed companies like SoftBank KK and Yahoo, of course, they have to make their own decisions.

Thank you for your presentation today. My first question is about ***cost reduction*** you just mentioned. The second question is about the governance.

I don't like to make how many from where or anything like that here. But, again, without any exceptions, we would like to consider in the review the ***cost reduct ion***. Unidentified speaker

Question - Unidentified speaker: So, no comments on the size of the ***reduction?*** Answer - Unidentified speaker:

Question - Unidentified speaker: And the second question is about ***cost reduction*** or more specifically, head count ***reduction***. Well, I feel it's a waste because you have built ecosystem and you have built relationships and network and expertise.

Read in AlphaSense

LYFT - Lyft Inc | **Lyft, Inc. (LYFT US) (Neutral) - Belt-tightening aids 2Q22 earnings** (Nomura / Instinet / Anindya Das (Target Down) , 08-Aug-22, 11 pages)

The benchmark for this stock is the S&P 500 Transportation Index. Risks that may impede the achievement of the target price The major risks for Lyft are: 1) the advent of robotaxis which make human drivers obsolete, while the company fails to catch up with such technological advances, 2) regulatory and legal challenges related to classification of labor, 3) changes in competitive intensity in Lyft's areas of operation, due to new entrants, 4) ease or difficulty in attracting and retaining employees with the right technical expertise to maintain and improve Lyft's core technology platform, and develop next-gen technologies such as fully-autonomous driving, 5) faster-than-expected ***cost reductions*** which would accelerate the path to profitability, 6) reduced consumer spending due to natural disasters, public health crises, political upheavals, or other unexpected events, 7) cost-effectively attracting and retaining drivers and riders on the platform given that the cost of switching is low, 8) a major cyber-attack aimed at disrupting Lyft's business operations, and 9) Lyft's dual-class share structure which may inhibit effective corporate governance by concentrating voting power with co-founders. ESG

Read in AlphaSense

CTVA - Corteva Inc | **Corteva Inc.: Plan Moving Forward; Raising EPS and PT** (Morgan Stanley* / Vincent Andrews (Target Up) (Estimates Up) , 08-Aug-22, 10 pages)

While a move towards the lower end of the investment grade credit rating zip code is more likely a 2023 event (i.e., we're not expecting such at the September analyst day), plenty can still be done between here and there within the confines of an A1/A- rating to better manage working capital, increase return of capital to shareholders, and take advantage of the ongoing increase in interest rates to effectively neuter the existing pension liability. Our price target increase reflects higher 2022+ EBITDA, the benefit of the new ***cost*** restructuring plan, and a ***reduction*** in our pension liability assumption given the ongoing increase in interest rates.

Read in AlphaSense

DPW.DE - Deutsche Post AG | **Morningstar | DHL Faces Normalizing B2C Volumes, but Q2 Pricing Backdrop Still** (Morningstar / Matthew J. Young , 07-Aug-22, 24 pages)

The 2009 global financial crash exposed struggling ventures and highlighted the need to improve efficiency, but Deutsche Post DHL successfully restructured its operations. In 2008 and 2009, it shuttered its loss-making U.S. domestic express business while accelerating major ***expense-reduction*** initiatives; it reduced its ***cost*** base by about EUR 1 billion. In 2010, the firm sold unprofitable day-definite domestic express operations in the U.K. and France.

Read in AlphaSense

WPP - WPP PLC | **Morningstar | WPP Continued Strong Organic Growth in 1H and Increased Full-Yea** (Morningstar / Ali Mogharabi , 06-Aug-22, 27 pages)

In addition, as most of the ad holding companies' larger clients and Fortune 500 firms favor omnichannel or multichannel marketing and advertising campaigns, these acquisitions help make the ad holding companies platform-agnostic and one-stop shops. Larger clients' ***cost-reduction*** steps have also forced WPP and the rest of the Big Five to further consolidate to create cost efficiencies over smaller ad agencies and minimize the impact of possibly lower prices offered by the clients. While © Morningstar 2022.

Read in AlphaSense

WPP - WPP PLC | **Morningstar | WPP Continued Strong Organic Growth in 1H and Increased Full-Yea** (Morningstar / Ali Mogharabi , 06-Aug-22, 27 pages)

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Read in AlphaSense

SU - Suncor Energy Inc | **Suncor Energy : Focus on Reliability During Strategic Waiting Game** (JPMorgan / John M. Royall (Target Up) , 05-Aug-22, 11 pages)

Summary Investment Thesis and Valuation We maintain our Neutral rating. SU was a significant laggard in our coverage looking back to 2020-21, driven by challenged execution on its ***cost reduction*** initiatives and underwhelming asset reliability. As a result, the company's valuation had de-rated, despite its well-integrated business model.

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Read in AlphaSense

SU - Suncor Energy Inc | **Suncor Energy : 2Q22: Solid Results; Net Debt Target in View; Growing Sharehol** (JPMorgan / Matthew A. Anavy (Target Down) , 05-Aug-22, 8 pages)

SUCN continues to target an incremental C$2.15bn of FFF through 2025, including ~C$1.3bn through 2023. The growth will largely come from margin improvements, ***cost reductions,*** and further growth & expansion opportunities. CFO was C$4.2bn despite a -C$1.1bn WC headwind, leaving C$2.3bn of FCF after C$1.3bn of CapEx and C$657mm of dividends.

Read in AlphaSense

XOM - Exxon Mobil Corp | **Argus Analyst Report, XOM** (Argus / William V. Selesky (Estimates Up) (Revision) , 05-Aug-22, 5 pages)

EPS beat our estimate of $2.69 and the consensus estimate of $3.83. * The higher earnings were driven by higher realized prices, ***cost-reduction*** programs, and increased production. Revenue rose 71% to $115.681 billion.

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Read in AlphaSense

RKT - Rocket Companies Inc | **Rocket Companies, Inc. : 2Q'22 Earnings Driven by Revenue Miss; 3Q'22 Guidance** (JPMorgan / Kabir Caprihan , 05-Aug-22, 9 pages)

We maintain our recommendation on Rocket Companies, Inc at Overweight. Despite missing our revenue estimate in the quarter and releasing lower 3Q'22 guidance, corporate leverage remains low and management is executing on delivering ***cost reductions***. With two of its rating agency outlooks on positive, we believe RKT needs to successfully operate through the rising rate environment in order to reach investment grade status.

Read in AlphaSense

SU - Suncor Energy Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 05-Aug-22, 13 pages)

So recall our free funds flow initiative. There's a number of projects or initiatives that really fall into three buckets, ones that are driving revenue and margin enhancements, ones that are driving capital efficiencies and ones that are driving ***cost reduction***. And some initiatives will span two or more of those buckets.

Read in AlphaSense

WPP - WPP PLC | **Q2 2022 Earnings Call - Second Call** (Earnings Call Transcript , 05-Aug-22, 10 pages)

But I think the important point is that compared to previous cycles, clients, I think, have a greater appreciation of the value of marketing. I mean, I heard the CEO of a company that was well-known for (00:27:31), just this week, regretting - saying, they'd over-focused on ***cost reduction*** at the expense of building brands and marketing, and they wanted to correct that. So, I think the clients do understand that.

Read in AlphaSense

JCI - Johnson Controls International PLC | **JCI: Higher Value Prop Supports Runway for Inflecting Price/Cost; Raise PT to** (Oppenheimer / Noah D. Kaye (Target Up) (Revision) , 05-Aug-22, 10 pages)

UPSIDE SCENARIO Decarbonization, healthy buildings and other demand drivers support greater acceleration of organic sales growth ***Cost reduction*** efforts and favorable mix drive upside to FY22-24 margins

Read in AlphaSense

ALV - Autoliv Inc | **Autoliv: Risk Reward Update** (Morgan Stanley* / Harald C. Hendrikse (Revision) , 05-Aug-22, 8 pages)

BULL CASE 12x bull case 24E EPS Targets for organic growth and ***cost reductions*** are exceeded and Autoliv meets its mid-term margin target of 12%. Assumes organic growth of 15% in 23E on top of the 2022 normalisation, driving EBIT margin to 12% and pushing FY23E EPS over $10.

11x-12x base case 23E EPS Recovery in organic growth on ongoing share gains from Takata, growth in light vehicle production continues in 2023 after the 2022 recovery. EBIT margin recovers back to 10% in FY23E as product margin mix stabilises, and ***cost reductions*** take effect. This should recover EPS to $7-$8 in FY23E, valued on an average of PE relative ($85) and DCF ($95) valuations.

Read in AlphaSense

BABA - Alibaba Group Holding Ltd | **Alibaba Group Holding (BABA US) (Buy) - Margin beat despite soft ecommerce gro** (Nomura / Instinet / Jialong Shi , 05-Aug-22, 9 pages)

USD145 A strong earnings beat on cost-cutting efforts Alibaba (BABA) reported a strong beat in its 1QFY23 (the June quarter) earnings, with adjusted EBITA at CNY34bn (-18% y-y), which came in 12% above the Nomura forecast, thanks to a ***reduction*** in losses for its new initiatives such as Taobao Deals, Lazada and Youku backed by ***cost*** cutting efforts. Its China e-commerce revenue, i.e., customer management and commission revenue, dropped 10% y-y, but managed to exceed our forecast of a 12% y-y decline, backed by a mid-single-digit percentage drop in the paid GMV for Taobao and Tmall.

Read in AlphaSense

MRO - Marathon Oil Corp | **Morningstar | Marathon Slumps With Oil Prices Despite Solid Second Quarter. Se** (Morningstar / Dave Meats , 05-Aug-22, 23 pages)

The forward curves for both commodities are volatile, given the crisis in Ukraine and its worldwide ramifications for energy markets, and while both remain elevated the outlook for oil in particular has moderated slightly since our March 21 update. This partially explains the ***reduction*** in our fair value. However, while we had already made adjustments for ***cost*** inflation in our previous model those estimates now look optimistic. The firm acknowledged incremental inflationary pressures on the first quarter conference call.

Read in AlphaSense

RKT - Rocket Companies Inc | Morningstar | A Collapse in Mortgage Origination Industrywide Leads to a Sharp (Morningstar / Michael Miller , 05-Aug-22, 13 pages)

Total operating expenses were down 18.3% year over year at $1.31 billion. Rocket exceeded its guidance for $200 million in ***cost reductions*** from last quarter by around $100 million as the company pares back its spending to match a shrinking mortgage industry. Expense management will be key as mortgage volumes industrywide are depressed, but Rocket's more efficient cost structure As we had expected, narrow-moat-rated Rocket Companies reported weak results as low mortgage origination volume industrywide, a consequence of rising mortgage rates and housing affordability issues, pressured revenue and earnings.

Read in AlphaSense

SHL.DE - Siemens Healthineers AG | Siemens Healthineers | 1K | Buy | Management upbeat about Q4, 2023 (Kepler Cheuvreux / William Mackie (Revision) , 05-Aug-22, 13 pages)

services. Execute structural ***cost-reduction*** targets. Price performanceSales split by regionSales split by divi sionFCFSales and EBITDA marginFCF and Capex to sales Limited US production footprint for Imaging segment.

Read in AlphaSense

HII - Huntington Ingalls Industries Inc | Morningstar | Huntington Ingalls Is a Long-Cycle Shipbuilder (Morningstar / Burkett Huey , 05-Aug-22, 29 pages)

In Huntington Ingalls' case, many mature programs get capped at fixed-price incentive contracts, in which allowable costs are reimbursed by the government, but there are incentive payments for ***cost reductions***. © Morningstar 2022.

Read in AlphaSense

APD - Air Products & Chemicals Inc | Air Products and Chemicals : New Bills (JPMorgan / Jeffrey J. Zekauskas , 05-Aug-22, 16 pages)

It may be the case that the passage of the Inflation Reduction Bill would provide additional tax benefits to Air Products and allow it to trade closer to a 1x multiple discount. We believe that about a 1x turn premium for Linde above Air Products is reasonable, given Linde's lower risk business portfolio, rapid earnings growth stemming from a more cyclical business mix, and large ***cost reduction*** opportunities. Risks to Rating and Price Target Air Products is involved in many large capital projects.

Read in AlphaSense

NTR - Nutrien Ltd | Morningstar | Maintaining Nutrien $85 (CAD 109) FVE Following Strong Second-Qu (Morningstar / Seth Goldstein , 05-Aug-22, 29 pages)

We view management's investments as exceptional. We are in favor of the decision to invest in ***cost reductions*** and capacity expansions in the ***low-cost*** pota sh and nitrogen operations, as these businesses underpin our narrow moat rating. We are also in favor of management's focus on the ***reduction*** of unit production costs for the already ***cost-advantaged*** potash and nitrogen operations. We expect Nutrien to continue to focus on lowering fertilizer production costs and follow a disciplined approach to fertilizer production.

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Read in AlphaSense

DSM.NL - Koninklijke DSM NV | DSM (DSM NA):-Hold: Investors await Firmenich next year (HSBC / Sriharsha Pappu (Target Down) (Estimates Down) , 05-Aug-22, 13 pages)

As DSM sells more complete solutions instead of single ingredients, its customers become more reliant and thereby generates higher margins for DSM, as can be seen below. For DSM-Firmenich, EBITDA margins of over 21% by 2026 would further close the gap to key peers via benefits from synergies, operating leverage and ***cost-reduction***. 19%

Read in AlphaSense

VMC - Vulcan Materials Co (Holding Co) | Increasingly Appealing Risk-Reward; BUY (D.A. Davidson / Brent Thielman (Revision) , 05-Aug-22, 13 pages)

FY guidance was updated to $1.6B-$1.7B from $1.72B-$1.82B. The additional ***reduction*** on top of the removal of Mexico contributions is related to ***energy/co st*** inflation. We previously lowered 2H (and '23) estimates to reflect the removal of Mexico operations.

Read in AlphaSense

TWLO - Twilio Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 04-Aug-22, 15 pages)

And we are already seeing some fantastic stories from the customer base emerge, that really is giving our customers confidence that this first-party data approach is not just going to be tenable like it's a big change for folks but actually it's going to be tremendously beneficial. A couple of the stories that we have shared publicly is where, again, Segment was able to get a 41% ***reduction*** in their ***cost*** to customer acquisition; those are amazing numbers. Another great customer story was from Domino's, who in Mexico was using Segment to build smarter customer audiences, and as a result of that, doing better ad buying.

Read in AlphaSense

MNDI.GB - Mondi PLC | **Mondi H1 22A review : A strong result. We were expecting a bit more, but the m** (JPMorgan / Detlef Winckelmann (Revision) , 04-Aug-22, 19 pages)

Whilst ex-Russia consensus has increased ~3% over the last month, we note that current consensus is implying a 15% decline in EBITDA h/h. In our view, this would require both ***cost*** inflation and price ***reductions*** which we think is unlikely given the steepness of the ***cost*** curve. We forecast underlying EBITDA of EUR1,880m (~8% ahead of company compiled consensus) which factors in spot prices in product grades but continued cost inflation.

Read in AlphaSense

SAP, SAP.CA | **SAP: Finding their whey: Q1/F23 results indicate SAP solidly on the path to re** (RBC / Irene Nattel (Revision) , 04-Aug-22, 14 pages)

ii) Better throughput/service levels from initiatives around labour recruitment and operational improvements. While this area has improved sequentially and is stabilizing, the lion share of benefits is largely tied to right-sizing of the manufacturing US footprint and overhead ***cost reductions,*** with the majority of benefits anticipated later in F24 and F25. We reiterate our view that normalizing demand and improving labour backdrop should ease production planning and help fill rates, and go a long way toward restoring profitability.

Read in AlphaSense

CTVA - Corteva Inc | **First Read: Corteva Inc "Solid JunQ beat on higher pricing" (Buy) Spector** (UBS / Joshua Spector , 04-Aug-22, 12 pages)

With a robust grain price outlook, we expect CTVA to continue to get above average pricing, which could continue to flow through for the next couple of years (particulary in seeds). Along with earnings, the CTVA announced initial results of the company's strategy review, the outcome being the exit of 5% of sales (only ~1% of EBITDA - non-strategic geographies/products) and targeted ***cost reductions*** of $200M by 2025. More details at CTVA's Sep 13th Investor day.

Read in AlphaSense

RKT - Rocket Companies Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 04-Aug-22, 18 pages)

Both net rate lock and closed loan volume were lower than anticipated, largely due to muted demand in purchase, attributable to declining consumer sentiment and recession fears. Regarding our expenses, we continue to execute a disciplined and prudent approach to ***cost*** management. We communicated on our last earnings call that we would undertake significant ***cost reduction*** measures during the second quarter. At that time, we forecasted a roughly $200 million reduction in total expenses from Q1 to Q2. However, as we closely monitored the challenging macro environment during the quarter, we made a concerted effort to accelerate expense ***reductions***. We took additional ***cost*** savings measures beyond the career transition plan, including, but not limited to, marketing, production and other vendor-related costs, which resulted in a ***reduction*** in ***cost*** of $300 million as compared to the first quarter. Our total expenses in the second quarter were $1.3 billion, down from $1.6 billion in the first quarter, including a partial quarter of savings from our career transition program, which will result in a ***cost reduction*** of approximately $50 million on a four-quarter run rate basis. Looking ahead to Q3, we expect our core mortgage business to continue to face headwinds.

Jay, maybe to kick it off, I know in your opening remarks, you mentioned that you're going to continue to execute on a prudent cost management approach. I think you even said another $50 million to $150 million of ***cost reduction*** next quarter. Can you maybe just talk a little bit more about what's driving some of the cost declines?

So, if you add all that up, $400 million, that's an annual run rate of $1.6 billion of savings. So, significant ***cost reduction*** has already taken place. As we look ahead, there's more opportunity, we do believe, as Jay mentioned, on the vendor cost side of things.

Read in AlphaSense

BABA - Alibaba Group Holding Ltd | **Alibaba Group Holding: Reversing Profit Downturn** (Morgan Stanley* / Gary Yu (Revision) , 04-Aug-22, 14 pages)

China Commerce/Local Services are affected by COVID-related disruptions, Int'l Commerce by inflation and geopolitics, and Cloud by the macro impact on IT budgets. But execution on ***cost reduction*** should enable Alibaba to deliver healthy profit growth in F23. We cut our F23 revenue forecast by 2-5% yoy but raise our EBITA forecast by 2-8% yoy.

Read in AlphaSense

ALB - Albemarle Corp | **Morningstar | Albemarle's Attractive Low-Cost Lithium Resources Provide Long-T** (Morningstar / Seth Goldstein , 04-Aug-22, 30 pages)

Brominated flame retardant demand should see growth from an increase in 5G devices, Internet of Things technology, servers, and increased content per vehicle in automobile electronics. Combined with Albemarle's ***cost reductions,*** we expect bromine EBITDA margins will expand from the low-30% range to the mid-30% range over the next several years. After a COVID-19-related decline saw catalyst profits fall 60% from 2019 to 2021, we expect a gradual recovery as FCC sales grow broadly in line with transportation fuel Our bull-case fair value estimate is $450 per share.

Read in AlphaSense

JCI - Johnson Controls International PLC | **Morningstar | Johnson Controls Makes Progress on Growth and Margin-Improvement** (Morningstar / Brian Bernard (Revision) , 04-Aug-22, 13 pages)

These changes caused our fair value estimate to decline $1 to $67 per share. Even so, we continue to see Johnson Controls reported mixed fiscal third-quarter results that saw solid 8% year-over-year organic revenue growth (4% reported growth) driven entirely by increased pricing, but segment EBITA margin slipped 110 basis points to 15.1% as volume deleveraging and continued supply chain/labor challenges (management estimates a 60 basis-point margin headwind for the latter) more than offset ***cost-reduction*** efforts.

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JCI - Johnson Controls International PLC | **Morningstar | Johnson Controls Makes Progress on Growth and Margin-Improvement** (Morningstar / Brian Bernard , 04-Aug-22, 25 pages)

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Building technology products and installation sales growth is dependent upon commercial construction and retrofit activity, and to much lesser extent, residential construction and spending. These end markets are sensitive to numerous In our bull-case scenario, we assume more robust sales growth and stronger profitability, driven by stronger end markets, greater market share gains, and more successful ***cost-reduction*** initiatives. Under our bull-case scenario, we value Johnson Controls at $92 per share.

In our bear-case scenario, we value Johnson Controls at $47 per share. In this scenario, we assume weaker sales growth and profitability as a result of challenging end markets and less successful ***cost-reduction*** initiatives. In this scenario, we project sales growing at about a 3.5% annual rate, with average EBITA margins (before corporate costs) of about 15%.

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Read in AlphaSense

GL.JE - Glencore PLC | **Glencore : H1'22 results wrap: establishing the capital structure precedent -** (JPMorgan / Dominic O'Kane (Target Down) (Revision) , 04-Aug-22, 16 pages)

We have updated our forecasts to reflect H1'22 financials and management guidance. The impact of these changes are presented below and incur a -3%/-2% ***r eduction*** to 2022/23E EBITDA on account of modestly more conservative unit ***cost*** projections. We assume a working capital release of $1.4bn in H2'22 and $0.5bn in H1'23.

Read in AlphaSense

MNDI.GB - Mondi PLC | **Q2 2022 Earnings Call** (Earnings Call Transcript , 04-Aug-22, 18 pages)

And I think that's what's playing out right now. So, even though we're seeing a slightly softer demand environment across the piece, and pricing is holding up simply because the top end of the ***cost*** curve cannot afford price ***reductions***. And we're seeing that play out, as you well know, with all these closures and the like in Containerboard with one of the recycled grades in particular, where we are most exposed to the energy.

Read in AlphaSense

BABA - Alibaba Group Holding Ltd | **Alibaba Group Holding Limited (9988.HK and BABA US) : Expecting earnings revis** (JPMorgan / Alex C Yao (Revision) , 04-Aug-22, 15 pages)

As a result, CMR growth rate will also return positive in Sep quarter and accelerate in the subsequent quarters. ... Coupled with rapid ***cost reduction***. We attribute the super majority of the earnings beat in June quarter to Alibaba's ***cost*** optimization initiatives and we expect these initiatives to drive more earnings upside in the coming quarters. From a group development perspective, Alibaba accomplished the user acquisition stage in the domestic market after achieving 1b annual active customers in China.

Read in AlphaSense

HIG - The Hartford Financial Services Group Inc | Argus Analyst Report, HIG (Argus / Kevin Heal (Estimates Up) , 04-Aug-22, 4 pages)

earlier. The company launched its 'Hartford Next' restructuring and ***cost-reduction*** plan in 2020. Management expects pretax savings from the plan of $540 million in 2022 and $625 million in 2023.

Read in AlphaSense

ZTS - Zoetis Inc | Still Looking Good Post 2Q22 And Ahead Of Robust Outlook For 2022+ (Cantor Fitzgerald / Louise Chen , 04-Aug-22, 16 pages)

9.2% Source: Cantor Fitzgerald Research and Company Reports (1) 2021 excludes purchase accounting adjustments, integration costs, restructuring charges and certain significant items including supply network strategy, other restructuring charges and ***cost-reduction/productivity*** initiatives and certain asset impairment charges, and related tax effects. (2) 1Q22 excludes purchase accounting adjustments, integration costs, and certain significant items including other restructuring charges and ***cost-reduction/productivity*** initiatives. (3) 2Q22 excludes purchase accounting adjustments, Integration costs, and certain significant items including other restructuring charges and ***cost-reduction/productivity*** initiatives, certain asset impairment charges and others. 2028E

Read in AlphaSense

RKT - Rocket Companies Inc | Rocket Companies, Inc. : JPM 2Q22 Earnings Scorecard - Preview (JPMorgan / Richard Shane , 04-Aug-22, 9 pages)

richard.b.shane@jpmorgan.com Table 2: RKT Cheat Sheet Key Areas of Investor Focus Impact of rising rates on housing demand and originations Impact of rising rates on MSR valuations and MSR fair value marks Competitive environment and gain on sale margins Operating expense rationalization given lower volumes Update on expense ***reduction*** and capital return plans. Intra-Quarter Commentary

Prior Quarter Takeaways The company announced ***cost reductions*** of ~$200M in 2Q22, including $100M from lower production expenses and $100M from ***c ost*** savings driven by a partial quarter of the company's voluntary career transition program and ***reductions*** in other non-team member related costs. RKT expects to incur a one-time charge of ~$50M-$60M in 2Q22 and realize cost savings of ~$180M/yr on an annualized basis related to its voluntary career transition program.

Read in AlphaSense

JCI - Johnson Controls International PLC | Q3 2022 Earnings Call (Earnings Call Transcript , 04-Aug-22, 19 pages)

While 2022 was a headwind and the fundamentals of our business have never been better, as we've been working through this, we continue to see strong order momentum, continued service performance, and a record backlog with much higher book margins. We've made significant progress with our operational initiatives in the ***cost reduction*** measures and are in an optimal position going forward to now capitalize on the strong demand that we continue to see, while leveraging our disruptive digital platform. I can say I'm very confident in our outlook, and as we close out the fiscal year and look to drive significant value for our shareholders, customers and communities heading into 2023, and I do look forward to speaking with many of you soon over the next few days.

Read in AlphaSense

BABA - Alibaba Group Holding Ltd | Alibaba Group Holding Limited (9988.HK and BABA) : 1QFY23 first take: Profit b (JPMorgan / Alex C Yao , 04-Aug-22, 10 pages)

EBITDA margin of 20%, 2ppts above JPMe. In-line CMR; ***cost reduction*** is faster than expectation. Due to COVID-19 resurgence and related lockdowns, customer management revenue (CMR) declined 10% YoY in the June-Q, largely in line with our estimate.

Read in AlphaSense

GL.JE - Glencore PLC | Q2 2022 Earnings Call (Earnings Call Transcript , 04-Aug-22, 31 pages)

On the cost front, it's obviously an incredible set of numbers, but the market is surprised by the implied H2 unit costs for copper and zinc, which I know you've touched on it in your comments. But if we look at Katanga and Kazzinc, can you give any kind of color on what sort of operational turnaround and ***cost reducti on*** we could be seeing over the next 6 to 12 months? That's the first question.

The various projects in place, as Gary said, to deliver that operation back to its potential. And also Katanga, that has a massive impact in operational leverage as well as unit ***cost reduction***. Nothing we can do about the cobalt price in the meantime.

Read in AlphaSense

SHL.DE - Siemens Healthineers AG | Siemens Healthineers | 1K | Buy | Q3 weakness should prove transitory (Kepler Cheuvreux / William Mackie (Revision) , 04-Aug-22, 14 pages)

services. Execute structural ***cost-reduction*** targets. Price performanceSales split by regionSales split by divi sionFCFSales and EBITDA marginFCF and Capex to sales Limited US production footprint for Imaging segment.

Read in AlphaSense

DXC - DXC Technology Company | **DXC Technology: Margin Miss Doesn't Build Confidence** (Deutsche / Bryan Keane (Revision) , 04-Aug-22, 13 pages)

Key Takeaways - Margins and bookings under pressure DXC reported revenues in-line with our forecast and below consensus, but missed on EPS with margins. Margins were impacted by a slower than anticipated ***cost reduction,*** FX headwinds, and a ***reduction*** of pension plan exposure. Significantly, bookings declined ~30% Y/Y to $3.2bn, with declines seen across both GBS and GIS with the company waiting on deals due to pricing in order to preserve margins, resulting in the book-to-bill ratio falling below 1x to 0.87x (expects a rebound in bookings in 2Q22).

Read in AlphaSense

005930.KR - Samsung Electronics Co Ltd | **Asian Daily (Global Edition): Samsung Electronics, Taiwan Apparel and Footwear** (Credit Suisse / Asia Equity Research , 04-Aug-22, 36 pages)

(63.6) Source: Company data, Refinitiv, Credit Suisse estimates 47.3% on lower SIPI IC mix, ongoing content increase, and wafer ***cost reduction,*** leading to OPM of 24.9% for -5.8 pp QoQ on smaller scale. Content increase story unchanged.

Read in AlphaSense

DXC - DXC Technology Company | **Bumpier Q Along the Transformation Path & FX Presents Significant Headwinds** (Cowen / Bryan Bergin (Revision) , 03-Aug-22, 9 pages)

FX presents a significant headwind with an incremental -$300MM to forecasted FY23 revenue (-620 bps y/y total) and is to blame for approx 50% of its margin & FCF reduction, while the balance is attributable to higher costs in knowledge transfer to its offshore/GDN mix, C. Europe scaling efforts to accommodate its Russia exit, and building bench in GBS to capture demand tailwinds. To support margin, DXC is leaning into a $500MM ***cost reduction*** program, targeting completion by EOY. This spans staff optimization, contractor conversion, real estate, comm equip, and 3rd party hardware/software spend rigor.

Read in AlphaSense

DXC - DXC Technology Company | **Q1 2023 Earnings Call** (Earnings Call Transcript , 03-Aug-22, 15 pages)

Anytime we're in this kind of market, there are not only more outsourcing deals, but they're bigger. And when they're more and they're bigger, customers usually want increased ***cost reductions,*** and we think we can command pricing that is really consistent with how we look at our margins long term, AKA, the 10% to 11%. So anyhow, that's the way I see it, Rod.

Read in AlphaSense

AIZ - Assurant Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 03-Aug-22, 15 pages)

This included $12 million in year-over-year reserve strengthening and higher fire losses in the quarter. The balance of the earnings ***reduction*** was driven mainly from $17 million in higher catastrophe reinsurance costs. The ***cost*** of our reinsurance program reflected both the higher exposures and increased pricing within the reinsurance market. And with the completion of our 2022 catastrophe reinsurance program in June, we believe we faired relatively well in the market, given our strong relationships with our more than 40 reinsurance partners.

Read in AlphaSense

BBVA - Banco Bilbao Vizcaya Argentaria SA | **BBVA: Model update** (RBC / Benjamin Toms (Target Up) (Revision) , 03-Aug-22, 12 pages)

Our upside scenario of EUR7.20 assumes that the Mexican economy recovers faster than the market currently expects and the central bank continues to increase interest rates leading to higher loan growth/NIM. It also assumes a ***reduction*** in the bank's ***cost*** of equity. Downside scenario

Read in AlphaSense

KBR - KBR Inc | **Morningstar | KBR's Portfolio Transformation Should Lead to a Higher-Margin an** (Morningstar / Krzysztof Smalec , 03-Aug-22, 25 pages)

The sustainable technology solutions segment (roughly 36% of KBR's backlog as of December 2021) includes the legacy technology solutions business (which has a unique portfolio of licensed technologies and offers consulting services across a variety of markets, including refining, petrochemicals) as well as the advisory consulting business from the legacy energy solutions segment. Management believes the segment can expand its margins through ***cost reductions*** b y roughly 100-200 basis points per year, to the high teens by 2024.

technology solutions segment. Management believes the sustainable technology solutions segment can expand its margins through ***cost reductions*** by roughly 100-200 basis points per year, to the high teens by 2024. We project KBR's operating margins will expand from 5.9% to the high single digits over the next few years, which reflects benefits from recent ***cost-reduction*** initiatives as well as mix shift toward relatively higher-margin government services sales. Fur thermore, the company is exiting lower-margin energy solutions work.

opportunities. Additionally, we assume that recent ***cost reductions,*** coupled with mix shift toward high-margin government services work and away from low-margin energy solutions work, push operating margins to roughly 12% by 2026, versus our base-case projection of 9.5%. In our bear-case scenario, we think KBR is worth $36.50 per share.

work. OThere is room for margin expansion in both segments, driven by ***cost reductions*** and mix shift to higher margin differentiated solutions work.

Philippines. Since he took the helm in 2014, Bradie has made several moves that have reshaped KBR, including divesting or exiting multiple businesses (including buildings, infrastructure, U.S. mining, and U.S. power), implementing ***cost-reduction*** measures targeting $200 million in annual run-rate savings, and completing strategic mergers and acquisitions. The acquisitions of Wyle and HTSI in 2016, SGT in 2018, and Centauri in 2020 have transformed KBR's portfolio by shifting it significantly toward differentiated government services, which accounted for roughly 68% of the company's sales in 2020, up from 11% in 2014.

Read in AlphaSense

SBUX - Starbucks Corp | Searching for the Revision Cycle; Maintain Perform (Oppenheimer / Brian Bittner, CFA (Estimates Down) , 03-Aug-22, 6 pages)

Updates on sales/earnings ***Cost reduction*** announcements Guidance updates

Read in AlphaSense

GL.JE - Glencore PLC | GLEN: Working capital tempest in a cash flow pot (RBC / Tyler Broda (Estimates Down) (Revision) , 03-Aug-22, 18 pages)

* Tail asset sales: The tail asset sales are progressing under the new CEO and sale proceeds could potentially be returned to shareholders, which should bolster total return. * ***Cost-savings*** execution: The successful ***reduction*** of capex and further cuts to operating costs could improve our earnings and cash flow forecasts. Risks to rating and price target

Read in AlphaSense

DSM.NL - Koninklijke DSM NV | DSMN.AS: Koninklijke DSM NV - FY22 Nutrition Guide Supported by Inorganic Tail (Credit Suisse / Samuel Perry (Target Up) (Revision) , 03-Aug-22, 10 pages)

120.00 Our grey sky case assumes a 15% ***reduction*** in DSM's underlying earnings and valuation multiple. This implies trough Vitamin prices, no retention of ***c ost reductions,*** or realisation of surplus assets. Share price performance

Read in AlphaSense

CMI - Cummins Inc (Ex. Cummins Engine Inc) | Morningstar | Cummins' Q2 Results Show Demand for Products Remains Solid, Desp (Morningstar / Dawit Woldemariam , 03-Aug-22, 30 pages)

Management is targeting run-rate cost synergies to reach approximately $130 million by 2024-2025. The major ***cost*** synergy buckets are selling, general and administrative ***cost reductions,*** as well as greater supply chain and facilities © Morningstar 2022. All Rights Reserved.

Management is targeting run rate cost synergies to reach approximately $130 million by 2024-2025. The major ***cost*** synergy buckets are selling, general, and administrative ***cost reductions,*** as well as greater supply chain and facilities efficiencies. From a strategic standpoint, we like this deal.

Read in AlphaSense

CBA.AU - Commonwealth Bank of Australia | CBA.AX: Commonwealth Bank Australia - FY22E result preview - All about the NIM (Credit Suisse / Jarrod Martin (Revision) , 03-Aug-22, 13 pages)

lenders. Operating Costs: We expect total operating expenses to be slightly lower (-2% vs FY21), with the flat investment spend and higher inflation (new EBA for Bank West of 3.6%) to be offset by productivity benefits from earlier periods (***Cost reductions*** in 1H22 of A$507mn, continuing to strengthen digital and simplification). Capital: BEN's last reported CET1 of 11.1% is below peer group (ANZ 11.5%, NAB 12.5%, and WBC 11.3%) above APRA's unquestionably strong of 10.5%.

Read in AlphaSense

FMG.AU - Fortescue Metals Group Ltd | Diggers & Dealers Mining Forum (Conference Transcript , 02-Aug-22, 7 pages)

And you could envisage a world where the oil price rises to even higher levels and puts enormous pressure on costs and margins. You could also envisage a world where a carbon charge is introduced, or if you're a company that's relying on offsets to meet your emissions ***reduction*** targets, you could say those ***cost*** -- ***cost*** of those offsets increase significantly. So everybody has set emissions ***reduction*** targets to align with the Paris Agreement, you must set emission reduction targets. But if you're not doing something really practical about it and you think, well, I'll rely on offsets, then as I said, you can see your cost base increase significantly.

Read in AlphaSense

SMTC, SWIR | SMTC: SWIR Offers An Accretive Entry Into Cellular IoT (Roth Capital / Scott W. Searle, CFA , 02-Aug-22, 7 pages)

The cash will be funded from cash on hand and committed debt financing arranged by J.P. Morgan. The transaction has been approved by both boards and is expected to be immediately accretive with additional upside from a ***reduction*** of $40M in public company ***cost*** synergies expected to be realized 12 to 18 months after the close. Additionally, management expects a combined entity of ~$1.5B in sales to produce a 15% CAGR (driven by cellular IoT) with a 3-year target of $3B in sales.

Read in AlphaSense

VNA.DE - Vonovia SE | Vonovia (VNA GY) - Larger portfolio disposals possibly upcoming (Berenberg / Kai Klose (Revision) , 02-Aug-22, 10 pages)

We appreciate this move and would assume a total lfl rental growth of around 3.0-3.5% to be maintained. Higher cost of capital: We have slightly trimmed our earnings estimates, reflecting somewhat higher future personnel and refinancing costs and a slower growth of the portfolio over the mid-term due to a ***reduction*** of the develop-to-hold activities. Having also raised the assumptions for Vonovia's ***cost*** of capital following the rise in interest rate levels, we derive 50 as our new price target. While real estate is an interest-rate-sensitive sector in equities, we continue to believe that the underlying fundamentals in residential are appealing and believe that Vonovia's poor share performance (-35% since the beginning of the year) has been excessive.

Read in AlphaSense

MHK - Mohawk Industries Inc | MHK: Lowering Ests and Target on Easing Demand, Higher Costs (Credit Suisse / Dan M. Oppenheim (Target Down) (Estimates Down) , 02-Aug-22, 7 pages)

$414 mln). ***Cost reduction*** initiatives indicate more cautious stance on coming years. MHK is taking aggressive ***cost*** actions including reducing rug production capacity in North America, consolidating production and streamlining operations in Ceramic and Flooring ROW. While ***cost reduction*** is always sound, we believe these efforts reflect a view that the recent slowing may persist.

Read in AlphaSense

TAP - Molson Coors Beverage Co | Molson Coors: The Core's Light (Deutsche / Steve Powers (Estimates Down) (Revision) , 02-Aug-22, 12 pages)

With input cost headwinds persisting, TAP announced a +3%-5% price increase on average nationwide in the US, which should help offset these gross headwinds. Moreover, ramping ***cost*** savings initiatives, ***reductions*** in volume deleverage (as shipment comps get easier in 2H), and potentially abating inflationary pressures should further protect 2H gross margin. We also expect TAP will remain nimble with respect to marketing reinvestments, especially as new pricing comes to market at the end of 3Q.

Read in AlphaSense

CAT - Caterpillar Inc | Morningstar | Supply Headwinds Persist in Caterpillar's Second Quarter, but De (Morningstar / Dawit Woldemariam , 02-Aug-22, 29 pages)

We believe Caterpillar will likely favor organic growth, propelled by investments in internal projects to improve product efficiency and performance. Additionally, management has effectively added value through ***cost reductions*** and restructuring and efficiency improvements. These moves have improved operating margins and the company's ability to employ a lean manufacturing strategy.

Read in AlphaSense

IP - International Paper Co | Argus Analyst Report, IP (Argus / David Coleman (Estimates Up) , 02-Aug-22, 5 pages)

We are raising our 2023 forecast to $4.80 to $4.70. We expect IP to benefit over time from its geographically diverse revenue base, ***cost-reduction*** efforts, and recent acquisitions. Our long-term EPS growth rate forecast is 6%.

Read in AlphaSense

TAP - Molson Coors Beverage Co | Molson Coors - Not a Hoppy Quarter... (Wolfe Trahan & Co. / Greg Badishkanian , 02-Aug-22, 4 pages)

Guidance implies that underlying EBT will be up high double-digits in the 2H22 vs. down HSD in the 1H. Mgmt expects the ramp as they face easier ***cost*** comp arisons, lap the SKU ***reductions,*** roll through price increases and see a recovery in production in Montreal (need to refill the channel). Price Increases Slated for 4Q.

Read in AlphaSense

MPC - Marathon Petroleum Corporation | Q2 2022 Earnings Call (Earnings Call Transcript , 02-Aug-22, 17 pages)

The timeframe for completing the facility, and closing the JV are dependent upon the timing of obtaining the air quality permit. We'll continue to look for other opportunities to generate a return on capital, such as ***cost reduction*** projects and opportunities that build out our competencies and increase our competitive advantages to drive returns and shareholder value. And fourth, after executing against the first three objectives, we look to return capital to shareholders.

Operating expenses were higher in the second quarter, driven primarily by natural gas prices, which were approximately $3 per MMBtu higher in the second quarter versus the first quarter. While we have been able to mitigate some of the impact of higher prices, the cost increase we have seen in the first half of the year has been almost entirely driven by higher energy ***cost***. We continue to believe the ***cost reductions*** we made to bring our structural operating costs down to approximately $5 per barrel are sustainable. With higher natural gas prices, we would expect operating costs to remain elevated in the third quarter.

Read in AlphaSense

KBR - KBR Inc | First Read: KBR, Inc. "Strong quarter for cash and backlog" (Buy) Fisher (UBS / Steven Fisher , 02-Aug-22, 11 pages)

projects, and factory construction. Valuation Method and Risk Statement Key risks include further delays to major projects, ***cost*** overruns on fixed-price projects, ***reductions*** in military work with no contracts to replace it, competition, and falling oil prices. KBR also retains ongoing legal risks related to legacy military disputes.

Read in AlphaSense

8031.JP - MITSUI & CO LTD | Q1 2023 Earnings Call (Earnings Call Transcript , 02-Aug-22, 10 pages)

And with COVID-19 impact as well, and also with the labor situation also being an impact in iron ore and coal, the cost had increased. And on the other hand, when it comes to Energy, in the individual items, of course, deposits are increasing and the ***cost*** per ton had gone down. And also, some had led to ***reduction*** in the OpEx. So, Metals & Resources, I think, these are the factors that impacted the cost and volume balance.

Read in AlphaSense

DSM.NL - Koninklijke DSM NV | DSM | AO | Buy | Good Q2 2022 results (Kepler Cheuvreux / Martin Roediger, CEFA , 02-Aug-22, 9 pages)

Opportunities Newly created growth platform might deliver growth Efficiency gains and ***cost*** control could lift earnings Potential cash flow improvement via working capital ***reduction*** DSM could further extract hidden value from JVs Appendix 3: share price perf.

Read in AlphaSense

LYB - Lyondellbasell Industries N.V. | LYB: Don't Tell Me This Town Ain't Got No Heart; Maintain OW on PE Margin Resi (Wells Fargo / Michael J. Sison (Revision) , 01-Aug-22, 13 pages)

* I&D and Refining Results Fueled by Transportation Fuels Recovery: We expect LYB to continue to benefit from the strength in transportation fuels in 2022 from its I&D and Refinery segments. LYB expects its I&D segment to benefit from strong demand for oxyfuels (whose high octane blending components have emission ***reduction*** benefits) and its ***low-cost*** PO/TBA and PO/SM technology on the global cost curve, although margins are expected to soften near-term given recent market trends (gasoline prices easing off 2Q peak levels). While we do expect I&D to see some margin compression across most product lines (including Oxyfuels), earnings should remain well above normal levels, with upside in 2023 once the PO/TBA plant in Texas ramps up production.

Read in AlphaSense

AEP - American Electric Power Co Inc | Morningstar | AEP's Capital Allocation Supports Renewable Energy Pivot (Morningstar / Andrew Bischof , 01-Aug-22, 28 pages)

is a potential risk for AEP shareholders. However, management has proved its ability to mitigate any near-term declines in load with ***cost reductions***. Recently, FERC issued a notice of proposed rulemaking that would eliminate the 50-basis-point allowed return on equity adder given to utilities that allow a regional transmission operator to manage their systems.

Read in AlphaSense

PST.IT - Poste Italiane SPA | Poste Italiane - 2Q22 Results above Expectations (Intesa Sanpaolo / Manuela Meroni (Target Down) (Estimates Down) , 01-Aug-22, 16 pages)

The main positive surprises came from MP&D (EBIT 44% above our expectations and 162% above consensus), which benefited from better than expected Parcel revenues, and Insurance Services (+10% vs. our expectations and consensus) that benefited from higher revenues and lower costs. Once again, Poste Italiane demonstrated its ability to support growth and profitability also in a changing scenario, taking benefits from its diversified revenue sources and its strong ***cost*** discipline, with costs down by 5.5% yoy, driven by a 5.3% yoy ***reduction*** in staff costs.

Read in AlphaSense

XOM - Exxon Mobil Corp | Solid Performance In Line with the Previous 8K Update (Scotiabank / Paul Y. Cheng , 01-Aug-22, 29 pages)

This implies production will accelerate in the 2H22 for the basin to reach the annual target. On the call, management reiterated its Permian strategy, which prioritizes efficiency gain, ***cost reduction,*** and integration (Beaumont refinery expansion project). In other words, management is comfortable with its own pace of Permian development as value over volume philosophy outweighs procyclical production ramp.

While XOM is not immune to the inflationary price environment, the company was able to lock in some long-term contracts during the deflationary pandemic period, which helps to mitigate the potential margin pressure. In addition, the company's structural ***cost reduction*** is also an offset. As of the end of 2Q, XOM had achieved a $6B ***cost reduction*** vs the 2019 level, progressing toward the target of $9B by 2023. * Capital return.

Read in AlphaSense

F - Ford Motor Co | Record Results in North America; Buy (The Benchmark Company / Michael Ward , 01-Aug-22, 11 pages)

We believe strong underlying demand trends will continue in 2022 and 2023, especially in North America. Higher sales, inventory replenishment, new product momentum, and the benefit of ***cost reduction*** overseas are positives in 2022 and 2023. We increased our 2022 estimate to $2.10 per share down from $2.00 per share to reflect stronger than expected 2Q performance but reduced our 2023 estimate to $2.35 per share down from $2.50 per share to reflect higher interest and reserve assumptions at

Read in AlphaSense

FMG.AU - Fortescue Metals Group Ltd | **Morningstar | Fortescue's FVE Reduced to AUD 14 on Higher Costs, Partially Off** (Morningstar / Jon Mills , 01-Aug-22, 38 pages)

Iron ore prices and unit costs are critical to the valuation. Key risks are competition from ***low-cost*** suppliers and a ***reduction*** in demand growth, along with prices for iron ore as a result of a slowdown in Chinese fixed-asset investment, both of which we consider likely. The company's ability to defend high rates of return is of primary concern, given below-industry-average margins.

31 Jul 2022 Fortescue has benefited from high iron ore prices in recent years which, along with a focus on debt repayment and ***cost reductions,*** have resulted in a sound balance sheet. The firm is increasingly focused on dividends, which we think is appropriate and in shareholders' interests, given that future external conditions are likely to be less favourable.

Read in AlphaSense

2914.JP - Japan Tobacco Inc | **Morningstar | Continued Pricing Strength and Currency Tailwinds Lifting JT's P** (Morningstar / Jeanie Chen , 01-Aug-22, 28 pages)

PMI's 813 billion sticks. Scale enables the consolidation of a manufacturing footprint, allowing Big Tobacco to optimize operations and achieve substantial ***cost reductions*** under a challenging operating environment where volume continues to shrink in many core markets. JT has been closing factories located in markets with high labor costs and experiencing volume demand decline.

Read in AlphaSense

LH - Laboratory Corp Of America Holdings | **LH: Q&A Our Way: Spin, Drug Development, and Diagnostics Commentary** (Credit Suisse / A.J. Rice (Estimates Up) , 31-Jul-22, 12 pages)

Basically, the current run rate the business exited 2Q22 at supports the 16+% number. 3Q22 will show a full quarter of ***cost reductions*** that were only partially in 2Q. And increased demand and revenues in 2H will add positive leverage as well.

Read in AlphaSense

ORG.AU - Origin Energy Ltd | **ORG: 4Q FY22: APLNG $1.6bn FY22 cash distribution** (RBC / Gordon Ramsay (Revision) , 31-Jul-22, 15 pages)

Deal executed A$/t Source: Bloomberg, Company Reports, RBC Capital Markets The ***reduction*** in Origin's ***cost*** to serve from the application of the Octopus Energy's Kraken software is partially offsetting our more negative outlook on Origin's Energy Markets business. Over 2.3m of Origin's customers have been migrated onto the Kraken software as of 26 July, which is over half of Origin's customer base.

Positive customer feedback from the migration to the Kraken platform has rated above Origin's expectations. Origin is targeting full customer integration by the end of 2023, and we estimate that this will lead to a ~25-30% ***reduction*** in Origin's ***cost*** to serve and ***cost*** to acquire/retain expenses. Jul-22 Jan-23

Read in AlphaSense

BBY - Best Buy Co Inc | **Morningstar | Best Buy Structurally Stronger Than Prepandemic, but Pressured C** (Morningstar / Sean Dunlop , 29-Jul-22, 29 pages)

Morningstar Analysis and surgical ***cost reductions*** in sourcing, staffing, and fulfillment have laid the groundwork for stronger returns. Further, while our hypothesis regarding digital media was well founded (the DVD/Blu-ray, CD, and gaming business distribution channels have, in fact, been largely disintermediated), the firm has been able to add sales layers in adjacent product categories (wearable fitness, smart appliances, wireless headphones, et cetera) that have more than filled the gap--a pattern that we envision playing out consistently over time, driven by short product lifecycles and a vertiginous pace of industry innovation.

Read in AlphaSense

DTE - DTE Energy Co | **Second Half 2022 Catalysts Now in Focus** (BMO Capital Markets / James M. Thalacker (Estimates Up) (Revision) , 29-Jul-22, 11 pages)

July 29, 2022 Corporate & Other: Was up ~5¢ due the absence of the cost associated with the early retirement of higher ***cost*** debt in the same quarter in 2021. Inflation ***Reduction*** Act of 2022: While it is too early to identify/quantify any specific benefits, management addressed questions regarding the provisions contained in the Senate Climate legislation "The Inflation Reduction Act of 2022." Overall the key takeaways were the incremental PTCs for solar, nuclear and carbon capture solutions could help accelerate the clean energy transition including benefits to its supply portfolio mix as the company continues to evaluate future IRPs. In terms of the 15% minimum tax, management noted that while there would likely be some cash impact, it would likely be fairly modest and management would expect to be able to find ways to offset any earnings-related

Read in AlphaSense

XOM - Exxon Mobil Corp | Morningstar | Exxon's Investments, Cost Reductions Pay Off as Q2 Earnings Near (Morningstar / Allen Good , 29-Jul-22, 13 pages)

TITLE HIT Morningstar Equity Research

Oil & Gas Exxon's Investments, ***Cost Reductions*** Pay Off as Q2 Earnings Nearly Quadruple

3 Exxon reported a sharp increase in earnings that exceeded market expectations as it leveraged past investments and ***cost reductions*** to fully capitalize on high commodity prices and strong refining margins. Second-quarter adjusted earnings soared to $17.6 billion from $4.7 billion the year

Read in AlphaSense

MHK - Mohawk Industries Inc | Q2 2022 Earnings Call (Earnings Call Transcript , 29-Jul-22, 17 pages)

We implemented price increases during the quarter and have announced additional price increases for the third quarter. We are taking actions to address the changing environment, including ***cost reductions,*** process improvements and postponing noncritical projects. Our insulation business continues to deliver excellent results with growth in volume as well as price.

Read in AlphaSense

LH - Laboratory Corp Of America Holdings | Laboratory Corp. of America Holdings "Wrap:?Management Q&A?Post-Earnings..." (UBS / Kevin Caliendo , 29-Jul-22, 20 pages)

From where we sit today, we feel very good about margins as best as we can given it's a forecast. The lower pass through revenue is helping but the bigger impact is the growth of business and ***cost reductions***. Notably, we are still able to deliver margin improvement despite the PGDx

Read in AlphaSense

EMN - Eastman Chemical Co | Q2 2022 Earnings Call (Earnings Call Transcript , 29-Jul-22, 19 pages)

Good morning, everyone. Can you just discuss the ***reduction*** in price ***cost*** expectations for Advanced Materials? Do you view this as more of a timing issue or relatively more permanent reset of expectations?

Answer - Mark J. Costa: Obviously, earlier in the year, with our operational challenges, we're not achieving the year-over-year ***reductions*** in logistics ***cost*** that we had expected, and that's been compounded by the continued inflation and continuous high demand in the first half of the year. So as we think about the markets that we serve, actually some self-level of softening will actually, call it, improve the supply chains and allow us to better serve and achieve the volumes in the back half of the year.

Read in AlphaSense

SAN - Banco Santander SA | Santander | 1K | Buy | Unfairly taxed, superbly cash generative (Kepler Cheuvreux / Jacques-Henri Gaulard (Target Up) (Revision) , 29-Jul-22, 13 pages)

shareholders and communities. The bank also benefits from potential leverage in its US operations (as SBNA has been under regulatory constraints for many years - and these have almost all been lifted) and has room for further ***cost reductions*** in the UK. Santander's franchise is adequately diversified with nine core markets (Spain, Portugal, UK, Poland, Digital Consumer Bank, USA, Brazil, Chile and Mexico) and the potential to integrate all products at a global level.

Read in AlphaSense

REP.ES - Repsol S.A. | Repsol | 1K | Buy | Tax fears overshadow solid set of results (Kepler Cheuvreux / Pablo Cuadrado (Revision) , 29-Jul-22, 15 pages)

Improvement in the CFFO of its upstream base Leading player in setting bold GHG emission ***reduction*** targets

Opportunities Digitalisation creating synergies and ***cost*** savings alternatives

Read in AlphaSense

IP - International Paper Co | IP: Outpacing cost inflation (RBC / Paul Quinn (Estimates Down) (Revision) , 29-Jul-22, 19 pages)

* We view International Paper as a long-term holding given its leading positions in increasingly consolidated industries. At the same time, we like the company's disciplined capital-allocation strategy among: 1) ***cost reduction*** initiatives; 2) high-return capital projects; and 3) return of cash to shareholders via share repurchases and track record of dividend growth. * Transformation plan and selective reinvestment in emerging markets drive growth in profits.

Read in AlphaSense

HON - Honeywell International Inc | **Honeywell International Inc: Well Placed for the Now, Thinking About the Later** (Morgan Stanley* / Joshua Pokrzywinski (Target Down) , 29-Jul-22, 14 pages)

growth. ***Cost reduction*** and margin expansion should be a key earnings driver over the next few years, specifically in PMT where mgmt sees close to 500 bps.

Read in AlphaSense

RCL - Royal Caribbean Cruises Ltd (doing business as Royal Caribbean Group) | **Royal Caribbean Cruises: RCL Gives Bulls More Ammunition, But Some Skeptics Re** (Deutsche / Chris Woronka (Estimates Down) (Revision) , 29-Jul-22, 17 pages)

Royal Caribbean Cruises Upside risks include a faster-than-anticipated recovery in capacity and/or yields, or larger-than-expected ***cost reductions,*** which could have a positive impact on earnings and cash flow generation. Downside risks include a more severe and prolonged negative impact on demand from the COVID-19 pandemic, competitor supply additions, and any future accidents/illnesses involving RCL's (or other operators') vessels.

The EV/EBITDA methodology is consistent with how we value the vast majority of our coverage universe. Upside risks include a faster-than-anticipated recovery in capacity and/or yields, or larger-than-expected ***cost reductions,*** which could have a positive impact on earnings and cash flow generation. Downsi de risks include a more severe and prolonged negative impact on demand from the COVID-19 pandemic, competitor supply additions, and any future accidents/illnesses involving RCL's (or other operators') vessels.

Read in AlphaSense

PST.IT - Poste Italiane SPA | **Poste Italiane SPA : Model Update: reducing 2024E estimate by 4%, lowering TP** (JPMorgan / Farooq Hanif (Target Down) (Revision) , 29-Jul-22, 11 pages)

* We still expect the Mail, Parcel & Distribution division to reach its ~0.1bn EBIT target by 2024E. 2Q22 has demonstrated that MPD has multiple levers to deal with lower Mail or Parcel volumes due to current macro conditions, through pricing, growth in added-value logistics services and through ***cost reduction*** meas ures. We forecast Insurance Services EBIT of 1.3bn by 2024E,in-line with the 2024E management target, and a lower forecast due to lower premium growth than we anticipated and the risk of further pressure on premiums from the uncertain macro-environment in Italy.

Read in AlphaSense

HON - Honeywell International Inc | **Morningstar | Solid Q2 Results From Honeywell As We Maintain Fair Value; Stock** (Morningstar / Joshua Aguilar , 29-Jul-22, 30 pages)

Over the next five years, we think Honeywell is capable of mid-single-digit-plus top-line growth, incremental operating margins in the low-30s, low-double-digit adjusted earnings per share growth, and free cash flow margins in the midteens. We believe Honeywell is capable of meeting our assumed targets through a combination of portfolio refreshes, powerful new product introductions, breakthrough initiatives, and strategic partnerships in areas where the firm has domain expertise, a focus on high growth regions that'll help the firm grow faster than its core markets, continuous improvement initiatives centered on fixed ***cost reduc tion,*** on-time delivery and simplified design, supply chain automation, and an increasing shift toward software with a recurring revenue stream. In our view, Honeywell was wise to continue investing aggressively during the height of the pandemic, which we think will reward the firm with share gains.

Read in AlphaSense

PST.IT - Poste Italiane SPA | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 18 pages)

The strong revenue progression is supported by recurring components and all business divisions are well in line with 2022 targets, continuing to leverage on secular growth trends and expanding share of revenues originated by growing businesses. Our cost base transformation continues, with total costs down by an impressive 5.5% year-on-year reaching €2.2 billion on the back of sustainable FTE ***reduction*** and lower unit variable ***cost***. As part of our proactive ***cost*** mana gement, the insourcing of back office activities program is delivering positive results with total savings on external costs of around €25 million in 2022. As I've just said, this is the best first half EBIT ever achieved by Poste.

Our focus on cost discipline allowed us to absorb inflation-related cost increase of €13 million (00:26:29), mainly related to higher fuel transportation and delivery, in line with our expectations, while savings in telco costs now amount to €15 million. The tangible sign of (00:26:39) efficiency gains, the ratio between variable ***cost*** and variable revenues fell further to 63%, highlighting the ***reduction*** in variable ***cost*** per unit. Let me remind you that the hedges we put in place for corporate energy costs and jet fuel contribute to shielding us from price rises until 2023.

Read in AlphaSense

LH - Laboratory Corp Of America Holdings | **Should I Stay or Should I Go? Spin Decision Clashes With Outcome of Recent Str** (William Blair / Matt Larew , 28-Jul-22, 10 pages)

While book-to-bill of 1.23 times is still above the company's goal of 1.20 times and backlog increased 0.1% to $15.210 billion ($4.840 billion expected to convert to revenue in the next 12 months), both TTM net-book-to-bill (flat this quarter after four consecutive down quarters) and TTM net orders (down four consecutive quarters) continue to trend in the wrong direction, and management now expects 1.5% to 3.5% growth year-over-year (versus prior guidance for +6.0% to +8.5%). However, operating margin of 14.7% was significantly above our estimate of 12.8%, and management expects top-line growth and ***cost reductions*** to drive margin expansion such that the full-year base business margin will be comparable to 2021 (implying a material step-up in operating margin in the back half of the year). Diagnostics revenue comes in light, in spite of COVID beat.

Read in AlphaSense

EIX - Edison International | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 15 pages)

SCE expects to have covered approximately 40% of its overhead distribution power lines in high fire risk areas, or HFRA, by the end of 2022. In many locations throughout SCE's service area, covered conductor is the primary grid hardening tool since it balances risk ***reduction, cost,*** and timely execution. SCE plans to continue its current pace of installing about 1,200 miles per year of covered conductor for the next couple of years.

And this year, we've actually filled pieces of the tower, about $100 million worth with customer-funded self insurance. So that's a really great avenue for customer ***cost reduction*** and affordability, because if you don't have losses, you just roll that forward to the next year. The other piece, which is sort of I'll say a third-party indication, is what are the commercial insurance carriers charging us.

Read in AlphaSense

F - Ford Motor Co | **Ford Motor & Ford Motor Credit : Second Quarter Beat, Full Year Affirmed; Divi** (JPMorgan / Avi Steiner , 28-Jul-22, 13 pages)

Full Year Guidance Reiterated: Ford once again reiterated its full year 2022 guidance calling for adjusted EBIT to range between $11.5Bn and $12.5Bn and for adjusted free cash flow of $5.5Bn to $6.5Bn, on unchanged wholesale growth expectations of ~10% to 15%, which comparably will be stronger in the 2nd half than the first. The reiteration comes despite $1Bn in incremental inflationary costs than what had been expected at the end of Q1, which the company expects to offset with continued strong net pricing, mix, and additional ***cost reductions*** (which we believe will come in part from the press reported headcount ***reductions***). Risks to our Overweight recommendation include (i) an economic pullback that results in lower consumer demand, weaker than expected volumes and/or pricing, and consequently lower than expected revenue, adjusted EBIT, and free cash flow, (ii) a resurgence in the virus domestically or abroad that results in production shut downs, (iii) an inability to offset rising commodity and other costs with price or efficiencies, (iv) execution challenges with new model introductions, (v) an inability to produce profitable and desirable EVs, and (vi) a further and material increase in

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ENEL.IT - Enel S.p.A. | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 19 pages)

And over the period, we recorded savings for €300 million, which offset almost in full the impact of FX and CPI. Around 50% of efficiency have been recorded in infrastructure and network, almost 30% on customer activities, while the rest coming from conventional generation and holding ***cost reduction***. And now into earnings evolution on slide 20.

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CAP.FR - Capgemini SE | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 15 pages)

We expect growth to accelerate in sustainability, in Energy & Utilities, as well as in cybersecurity and sovereignty, where we increased our investments. In addition, we have strong and upgraded defensive offering around ***cost reduction,*** both in outsourcing and consolidation. On the margin side, our GDP continues to increase.

Read in AlphaSense

LH - Laboratory Corp Of America Holdings | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 16 pages)

The decrease in adjusted operating income and margin was due to a reduction in COVID related work, the Ukraine-Russia crisis, and inflationary costs, these impacts were partially offset by organic Base Business growth and LaunchPad savings. And in addition, personnel expense was lower due to ***cost reduction*** actions and variable compensation. In the second half we expect top-line growth and continued ***cost reductions*** to drive margin expansion, such that the full year Base Business margin will be comparable to 2021. We ended the quarter with backlog of $15.2 billion and we expect approximately $4.8 billion of this backlog to convert into revenue over the next 12 months.

Frankly, they would have been up compared to last year if you took out the COVID testing that we did last year. So as we think about the second half, we have still the expectation of continued top-line growth, but also a lot of the ***cost reduction*** initiatives, LaunchPad, and so forth that was call it late in the second quarter, we're going now get a full quarter benefit as we go into the third and fourth. So between the top line, between the ***cost reduction*** initiatives that we had in place, similar to the end of the first quarter as we finished the second quarter, we're frankly at a run rate now that supports the higher level of margins that we would need to see in the second half to continue to believe that our full year margins will be comparable - on a Base Business level comparable to what we did last year. Operator

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IP - International Paper Co | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 18 pages)

As I mentioned, we are targeting CapEx of $1 billion, which includes funding for strategic projects in our packaging business to build our capabilities and capacity in our box system to drive profitable growth. We also plan to increase funding for ***cost reduction*** projects with expected returns in excess of 25%. We will continue to be disciplined and selective on assessing M&A opportunities that may supplement our goal of accelerating profitable growth.

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NOW - ServiceNow Inc | **SERVICENOW INC (-): FQ2'22 postview: Warning signals flashing** (Exane BNP / Stefan J. H. Slowinski (Revision) , 28-Jul-22, 14 pages)

CCY growth guidance is cut by 50bps to 28.0%. FY22 EBIT margin guidance of 25% is unchanged though Co. is now calling out a 1pp FX headwind to margins, implying a 1pp underlying margin uplift, which is not being achieved via ***cost*** cutting or headcount ***reduction***. Figure 8: FQ2 results table summary

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HON - Honeywell International Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 19 pages)

While we remain very confident in the medium-term growth rate, we expect 2022 SPS revenues to decline mid-single digits versus 2021, as deliveries slide to the right. As I mentioned earlier, segment margin in the second quarter was lowered by a onetime inventory write-down, so we expect significant sequential margin improvement in the third quarter and continued expansion in the fourth quarter through a combination of higher volume leverage, some ***cost reductions*** and positive mix shift. For overall Honeywell, we expect third quarter segment margins to be in the range of 20.9% to 21.2%, resulting in year-over-year margin contraction of 30 basis points to flat, due to timing of high-margin catalyst shipments in PMT and some mix headwinds in Aerospace.

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CMS - CMS Energy Corp | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 15 pages)

This allows for timely recovery of investment, which we've outlined through long-term plan such as our IRP as well as our electric and natural gas distribution plants, which we filed in our rate cases. This, coupled with separate mechanisms, allow us timely recovery of fuel and power supply ***cost,*** as well as attractive economics on renewable energy investments and energy waste ***reduction*** programs and uniquely positioned Michigan as one of the safest places to invest capital, but let me be clear. We don't take this for granted.

Moving on to cost savings, we continue to anticipate lower O&M expenses at the utility driven by the expectation of a more normalized level of storm activity this year versus the atypical levels experienced in 2021, which I'll remind you, equated to $0.16 per share of downside in the third quarter of 2021 versus our financial plan. We also expect the usual solid ***cost*** performance driven by the CE Way, as well as other ***cost reduction*** initiatives in motion. To close out our assumptions for the second half of the year, we assume normal operating conditions at Enterprises given the outage at DIG in the fourth quarter of 2021 and the usual conservative assumptions for weather normalized load at the utility.

I think it's also important to note that we still have deferred tax flow back from tax reform. Again, we're giving back deferred taxes to customers and that has the effect of skinnying or reducing the zero ***cost*** of capital component in our rate making capital structure, which offsets some of that ***reduction*** in the authorized equity thickness. And so to be very specific here, our equity thickness in this gas settlement went down from a little over 52% to about 50.75%.

So roughly 130 basis points of reduction. However, about 50 basis points of that was offset in our rate making equity thickness because of the ***reduction*** of that zero ***cost*** of capital there. And so again, we'll continue to make the case.

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BT.A.GB - BT Group PLC | **Q1 2023 Sales and Revenue Call - Trading Update** (Sales, Revenue Transcript , 28-Jul-22, 19 pages)

I think for the rest, things are generally under control. I think the real opportunity in the longer term is, as we move toward digitalization, modern IT, we have more opportunity for structural ***cost reductions***. Right now, we're really just absorbing the inflationary costs, and where possible, moving them on to particularly the volume part of the market through our indexation.

Remember, the MVNO is now largely rolled out. We've got some momentum in the volume part of the business, continue to drive up ***cost reduction*** in the teams. And also, in CPS, work incredibly hard to just convert the pipeline, drive the new product set forward.

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FTS - Fortis Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 16 pages)

For the first half of 2022, we invested CAD 1.9 billion in our system, placing us on track to achieve our 2022 annual capital plan and supporting our second quarter adjusted earnings of CAD 0.57 per common share. In today's economic environment, our utilities have been especially focused on maintaining customer affordability by proactively managing energy prices as well as other inflationary pressures through hedging programs, energy efficiency programs and ***cost reduction*** initiatives. Today, we released our 2022 sustainability report, highlighting the progress made to reduce our greenhouse gas emissions and linked sustainability targets to executive compensation and the corporation's revolving credit facility.

As the waterfall chart highlights the recovery and investments in rate base make up the majority of the increase. TEP's progress in its Clean Energy Transition Plan delivers a net ***reduction*** offset to customer rates in this case due to the ***cost*** savings from the recent retirement of the San Juan Coal facility. The impact of the proposal to eliminate the two adjusters reduces the total revenue increase to $136 million.

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005930.KR - Samsung Electronics Co Ltd | Samsung Electronics : Better-than-feared outlook; time to accumulate amidst th (JPMorgan / JJ Park , 28-Jul-22, 21 pages)

Better-than-feared guidance for 3Q22. Contrary to SK hynix's cautious guidance on server demand pointing to inventory digestion and ***cost reduction*** at DC customers (link), SEC remains relatively positive on server demand, powered by robust investment in new growth areas (AI/HPC) and core infrastructure investment from DC. Contrary to CE demand, management expressed confidence that sever demand is less sensitive to macroeconomic conditions.

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SOLB.BE - Solvay SA | Q2 2022 Earnings Call (Earnings Call Transcript , 28-Jul-22, 14 pages)

For those of you who attended our Consumer Market webinar, you will recall that we have dramatically improved the quality and the performance of this business in the last three years. We did this through a number of decisive actions, including shifting our product mix towards more specialty solutions, investing in innovation, commercial programs that focus on the most strategic growth oriented customers and also pruning our product portfolio over less strategic business lines, ***cost reductions*** and the result speaks for themselves. Turning to oil and gas solutions, sales grew 43%, continuing the strong momentum from the first quarter of the year.

EBITDA margin in the segment was up 3.8%, taking it to 22% which frankly is outstanding, because as I said if you look back two, three years, we were in the 17% range, years ago. This performance really reflects our team's focus, their determination on meeting our customers' needs, especially for high-value products as well as the benefit of structural ***cost reduction*** and the simplification that we've been delivering - that we're sustaining. And before I move on to structural ***cost reductions*** for the group, I will say a few words on the EBITDA contribution of our Corporate & Business Services activity which was a negative €84 million in Q2. The €38 million increase in the quarter was due to the acceleration of investments in digital transformation, together with important investments in our growth platforms, as well as in cybersecurity and a modest loss from our activities in our energy business in France, as well as the remuneration supplement that we announced on the July 12 this year to come to assistance of many, many of our employees increase globally.

As we did in Q1, brings the total for the year at €44 million and actually the cumulative to just over €430 million since 2020. And as we look forward and perhaps I'm stating the obvious, I can't confirm, we will deliver the targeted €500 million in structural, sustainable ***cost reductions*** well ahead of our 2024 commitment. Slide 11, details for you the results of the price action, volume developments clearly showing how we more than offsetting the 16% of fixed cost increases that is propelling our EBITDA performance forward, which is up 32.6% year-on-year.

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BT.A.GB - BT Group PLC | Q1 2023 Earnings Call (Earnings Call Transcript , 28-Jul-22, 19 pages)

I think for the rest, things are generally under control. I think the real opportunity in the longer term is as we move towards digitalization, modern IT, we have more opportunity for structural ***cost reduction***. Right now, we're really just absorbing the inflationary costs and where possible, moving them on to particularly the volume part of the market through our indexation.

Remember MVNO is now largely rolled out. We've got some momentum in the body part of the business, continue to drive up ***cost reduction*** and the teams and also the CPS working incredibly hard to just convert the pipeline, drive the new product set forward. So Rob anything you want to add.

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SAN - Banco Santander SA | Santander | AO | Buy | Five key points from the Q2 2022 conference call (Kepler Cheuvreux / Jacques-Henri Gaulard , 28-Jul-22, 8 pages)

shareholders and communities. The bank also benefits from potential leverage in its US operations (as SBNA has been under regulatory constraints for many years - and these have almost all been lifted) and has room for further ***cost reductions*** in the UK. Santander's franchise is adequately diversified with nine core markets (Spain, Portugal, UK, Poland, Digital Consumer Bank, USA, Brazil, Chile and Mexico) and the potential to integrate all products at a global level.

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TEF - Telefonica SA | Q2 2022 Earnings Call (Earnings Call Transcript , 28-Jul-22, 15 pages)

OIBDA trend improved by 1.5 percentage points sequentially to minus 3.4% year-on-year in Q2 2022. OIBDA trends improved despite the continued impact from higher energy costs, thanks to our focus on ***cost*** efficiencies, like the head count ***reduction*** program and the wireline network transformation. Telefónica Spain maintains in second quarter 2022 a benchmark cash margin, OIBDA minus CapEx of 25%.

Read in AlphaSense

SAN - Banco Santander SA | Santander | AO | Buy | Q2 2022 results first reaction: small beat on high expe (Kepler Cheuvreux / Jacques-Henri Gaulard , 28-Jul-22, 9 pages)

shareholders and communities. The bank also benefits from potential leverage in its US operations (as SBNA has been under regulatory constraints for many years - and these have almost all been lifted) and has room for further ***cost reductions*** in the UK. Santander's franchise is adequately diversified with nine core markets (Spain, Portugal, UK, Poland, Digital Consumer Bank, USA, Brazil, Chile and Mexico) and the potential to integrate all products at a global level.

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REP.ES - Repsol S.A. | **Repsol | AO | Buy | Q2 results: P&L beat driven by one-offs, CFFO beat of c 15%** (Kepler Cheuvreux / Pablo Cuadrado , 28-Jul-22, 9 pages)

chemicals) Improvement in the CFFO of its upstream base Leading player in setting bold GHG emission ***reduction*** targets

Opportunities Digitalisation creating synergies and ***cost*** savings alternatives

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F - Ford Motor Co | **Morningstar | Ford Has Strong Second Quarter and Increases Dividend to Pre-Pan** (Morningstar / David Whiston (Revision) , 28-Jul-22, 14 pages)

In the first half of 2022, all segments are profitable except China which lost $174 million. Lincoln has gained China share this year though and management points to the premium brand as a key profit pillar thanks to more localized production versus a few years ago when it imported vehicles into the country from the U.S. We see more global ***cost reductions*** coming as a rumored 8,000 person headcount ***reduction*** has not been confirmed, but CEO Jim Farley again said the company has too many people, though he clarified this was in some Ford Blue (internal combustion segment) areas, and Blue has too much complexity in manufacturing, which is something Ford has been saying for years now. We see Ford in good shape to weather a recession if it comes due to previous restructuring and more ***cost reductions*** likely coming regardless of economic conditions. These ***cost reductions*** and a move to lithium iron phosphate EV batteries starting next year in the Mustang Mach-E and F-150 Lightning in 2024 (these batteries won't need nickel) are key steps for Ford to move toward its target of total company adjusted EBIT margin of 10% and an 8% EV EBIT margin by 2026. Even if external factors cause Ford to fall short of those goals, we expect a more financially fit company in the coming years.

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TEF - Telefonica SA | **Telefonica: Q2 well ahead, FY guidance narrowed up** (Morgan Stanley* / Nawar Cristini , 28-Jul-22, 8 pages)

The OIBDA was +3.5% ahead with all units beating except Spain in line. Spanish EBITDA growth is still negative at -3.4% y/y vs -4.9% in Q1 with potential for improvement over the rest of the year (easier energy ***cost*** comps, staff ***reduction*** benefits, and lower content costs). Now, interestingly most Spanish indicators are looking good (convergent ARPU up +3% post a surprising positive growth in Q1, lowest churn since Q2 2016, and record NPS).

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AXTA - Axalta Coating Systems Ltd | **Axalta Coating Systems Ltd. : Change of Driver** (JPMorgan / Jeffrey J. Zekauskas , 28-Jul-22, 18 pages)

The savings were ~$5 million in 2020 and about $50 million in 2021. Table: Axalta ***Cost Reduction*** Targets Axalta Way 2

New Axalta Restructuring Temporary ***Cost*** Action Total

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V - Visa Inc | **Visa Inc.: Reported Legislation Unlikely to Meaningfully Impact Networks** (Morgan Stanley* / James Faucette , 28-Jul-22, 8 pages)

Unlikely to have a meaningful impact on V/MA fees directly, but could hurt interchange/user rewards: We think the proposal, if it were to become law, would ultimately attempt to limit interchange fees for banks with assets above $100B, similar to how the Durbin Amendment (part of the 2010 Dodd-Frank law) capped debit interchange fees for banks with over $10B in assets. However, given the structure of credit card usage fees, lack of viable credit card processing competitors, cost of building payment networks, etc., we expect consumers would bear the primary ***cost*** of any limits on interchange fees via a ***reduction*** in credit card rewards, while making tax collection of state and local governments slightly more challenging. At the same time, overall merchant profitability (the supposed beneficiaries of such a proposal) would likely remain unchanged, as would the profitability of the issuing banks (we believe most interchange revenue is paid out to card users in the form of rewards).

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005930.KR - Samsung Electronics Co Ltd | **Q2 2022 Earnings Call** (Earnings Call Transcript , 28-Jul-22, 17 pages)

In the second quarter this year, we achieved our highest ever second quarter revenue thanks to solid demand for advanced processes, especially from HPC applications, sustained demand in mature processes and overall yield improvement. In addition, we also achieved our highest ever second quarter profit through price realization and ***cost reduction,*** taking one step closer to securing future self-investment capacity. We have strengthened our technological competitiveness through the world's first mass production of the 3-nano GAA process accomplished in June.

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AKZA.NL - Akzo Nobel NV | **Akzo Nobel NV (AKZA NA):-Downgrade to Hold: Challenges ahead for new CEO** (HSBC / Martin Evans (Downgrade) (Target Down) (Estimates Down) , 28-Jul-22, 8 pages)

Hence we take this opportunity to cut our EBITDA estimates by 7-8% for 2022-24e to reflect weak macro environment. Contingency plan as a part of Grow &

Deliver to support 2023 target: Akzo has introduced Focus 2 initiatives as part of its Grow & Deliver strategy, which it expects to deliver EUR200m of EBITDA contribution by 2023 from margin management and ***cost reduction***. The company introduced the measure as a buffer against weak economic forecasts driven by inflationary pressures and other uncertainties.

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EQT - EQT Corp | **2Q Beats As FCF Starting To Pile Up** (Wolfe Trahan & Co. / Josh Silverstein , 27-Jul-22, 6 pages)

EQT is the largest U.S natural gas producer and continues to be our top natural gas stock pick. The management team has proven its ability to deliver on ***cost reduction/operational*** improvement targets, improve the balance sheet position through M&A and FCF and continues to be a first mover in the ESG movement. Our TP is derived from a 50/50 NAV blend of NAV and forward EV/EBITDAX multiples.

Read in AlphaSense

AEP - American Electric Power Co Inc | **AEP: Closing in on Kentucky: Pivoting to AD Prospects** (Credit Suisse / Fei She (Target Up) (Revision) , 27-Jul-22, 10 pages)

Closing the KPCo sale to AQN is has taken longer than some investors have liked, but AEP appears to just be awaiting FERC 203 approval with the current plan being to move forward with the existing Mitchell Operating Agreement. Our expectation is that reverting to the original Mitchell agreement should not delay the deal further, and importantly cash proceeds to AEP ($1.4Bn) are intact despite the ***reduction*** to sales price for ***cost*** adjustments. AEP underperformed the XLU ~22bps day of print, but we like the stock on catalyst path and valuation into 2H22.

Read in AlphaSense

F, JBK | **Q2 2022 Earnings Call** (Earnings Call Transcript , 27-Jul-22, 18 pages)

We're reshaping virtually every aspect of the way we've done business for a century and we're doing that for a new industry based on new technology, new skills, and a new promise for customer value. And yet ***cost reduction*** will happen in our ICE business because that's primarily what is made up of Ford today. But we're modernizing to take out unnecessary costs, redesigning work, and strategically investing across all of our auto businesses: ICE and hybrid, then EVs, and then Ford Pro while at the same time transforming every function that supports them.

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CA.FR - Carrefour SA | **Q2 2022 Earnings Call** (Earnings Call Transcript , 27-Jul-22, 18 pages)

Over the first half, recurring operating income was up 3.8% to €194 million with a stable operating margin of 1.1%. These reflected the solid commercial momentum we just described, combined with good ***cost reduction*** dynamics offsetting distribution ***cost*** inflation and investments in competitiveness. In addition, the store network transformation continued: 37 stores, of which 16 hypers and 21 supers have been converted to lease management to date this year, 6 additional supermarkets will be transferred in the coming months.

Read in AlphaSense

PG - Procter & Gamble Co | **PG: Latest Thoughts Heading into F4Q'22 Earnings** (RBC / Nik Modi (Estimates Down) (Revision) , 27-Jul-22, 10 pages)

and labor costs. Pricing update: We believe PG will continue to focus on productivity and price increases to offset the incremental ***cost*** pressure, with further potential pricing actions and/or ***reduction*** of discretionary spending. Last quarter PG had announced incremental price increases in US feminine care (effective mid-July), US home care (effective late-June), and US oral care (effective mid-July).

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CPG - Crescent Point Energy Corp | **Q2 2022 Earnings Call** (Earnings Call Transcript , 27-Jul-22, 11 pages)

As you continue to pay down a fairly significant amount of your outstanding leverage, a quick question from me is just around the 2023 and 2024 term debt maturities. Are those - as you take those out, are those potential, we'll call it, triggers for increasing the dividend as those are kind of permanent ***reductions*** to the interest out of the ***cost*** structure? And so, how should we be thinking about kind of balance sheet strength and level of balance sheet strength versus comfort levels on potentially increasing the dividend on a go-forward basis?

Read in AlphaSense

AEP - American Electric Power Co Inc | **AEP: On Track for '22; Investor Day On Deck (10/4)** (Wells Fargo / Neil Kalton (Target Down) (Revision) , 27-Jul-22, 7 pages)

(1) Kentucky Power Company (KPCo): A couple of hiccups as AEP nears completion on the sale of KPCo to AQN. First, AEP incurred a $76M, or $0.14/sh, charge related to a sale ***reduction*** due to ***cost*** discrepancies that have arisen vs. the original agreement. Second, AEP and AQN are engaged in discussions around the Mitchell operating agreement due to changed circumstances around the continued operation of the power plant.

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BAS.DE - BASF SE | **Morningstar | BASF's Q2 in Line With Prerelease; Material Slowdown Expected in** (Morningstar / Rob Hales , 27-Jul-22, 24 pages)

The company's cost advantage stems from its unique Verbund production process, which saves the The Verbund concept amplifies the benefits of economies of scale from massive production facilities by clustering these plants together and linking them through a system of pipelines. By linking plants together, additional ***cost*** savings are generated through ***reduction*** of transportation and energy expenses. For example, at BASF's Verbund chemical complex in Ludwigshafen, Germany, there are 110 production facilities in an area of 10 square kilometres; these facilities are connected through 2,800 kilometres of pipelines.

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BAS.DE - BASF SE | **Morningstar | BASF's Q2 in Line With Prerelease; Material Slowdown Expected in** (Morningstar / Rob Hales , 27-Jul-22, 24 pages)

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AEP - American Electric Power Co Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 27-Jul-22, 23 pages)

FERC recently initiated several rulemaking proceedings related to transmission planning, cost allocation, generation interconnection to the transmission grid and extreme weather preparedness. We support the Commission in these actions and are in full support - full agreement that reform is needed to build the infrastructure necessary to transition our generation fleet in the most efficient and ***cost*** effective way possible, while also helping achieve our carbon ***reduction*** goals. These proposed rules align with AEP's objectives of developing a more robust, reliable and flexible grid of the future that ultimately reduces cost to customers and strengthens economic development in our communities.

Read in AlphaSense

KMB - Kimberly-Clark Corp | **Argus Analyst Report, KMB** (Argus / John Staszak , 27-Jul-22, 4 pages)

Consensus estimates had called for gross and operating margins of 29.9% and 12.6%, respectively. Savings from the company's FORCE ***cost-reduction*** prog ram lowered costs by $45 million.

Read in AlphaSense

UCG.IT - UniCredit SpA | **Q2 2022 Earnings Call** (Earnings Call Transcript , 27-Jul-22, 28 pages)

Additionally, we have reviewed the debt repayment capacity of our household, assessing the potential effects of inflation and higher interest rates, and confirm its relative resilience. These are complemented by preemptive action that include a refocus of commercial efforts, a more targeted approach to new business and front loading of ***cost reduction*** without impacting business growth. Even faced with our recession scenario, our high overlay of about €1 billion would enable us to absorb a significant portion of the additional impact of LLPs.

Gross revenue still grew 5%. At the same time, the group ***cost*** discipline led to a 4% ***reduction*** in our ***cost*** base without compromising on revenue generation and controls. We displayed significant positive operating leverage again Q-on-Q in Q2 with GOP up 17% year-on-year.

The momentum of our network continues unabated and the numbers reflect their motivation. The decision taken centrally last year with respect to conservative provisioning and front-loading of ***cost reduction*** have made the business that much more resilient whilst providing a tailwind on LLP. ***Cost/income*** continued to decline, demonstrating positive operating leverage, but there is always more to do, which brings me to the recent management changes. The success of Italy is critical to the success of our bank as a whole.

For comparison, inflation in our footprint was over 7% in the first half of this year. Thanks to our relentless focus on cost efficiency and front-loading of key unlocked initiative, we managed to reduce our ***cost*** base even with inflationary pressure. The ***reduction*** was driven by both lower non-HR ***cost*** down 6%, mainly thanks to lower consulting fees, and HR cost down 4% year-on-year, benefiting from lower FTEs in Italy and Germany, down 6% in both countries. Cost management remains a key part of any high performing organization culture. Our strategy is based on simplification and improving efficiency across the organization with the absolute ***cost reduction*** being driven by non-business related efficiency. This is aimed not to impact our revenues generation capability, which in the past has suffered from retrenchment.

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HON - Honeywell International Inc | **Honeywell : 2Q22 Earnings Preview** (JPMorgan / Stephen Tusa, Jr , 27-Jul-22, 10 pages)

To arrive at this estimate, we look at the ~$1.5-1.6 B in savings in 2020, roughly 60 70% of which were permanent. We then took slightly less than half of the ***c ost reductions*** that were not permanent and assumed that HON could cut that again. All in, this leads to 6% EPS downside, though notably it's still slightly higher than the 2022 EPS estimate given that roughly 50% of the portfolio should still see

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RIO - Rio Tinto PLC | **Morningstar | Retaining Our AUD 101 Rio Tinto Fair Value Estimate With Transit** (Morningstar / Jon Mills , 27-Jul-22, 40 pages)

As commodity prices tend to move in unison, our valuation scenario uses high, low, and baseline prices. Our price scenarios factor in currency, operating cost, and capital cost adjustments, and we assume that some of the commodity-price upside is lost to costs, with some of the commodity-price downside offset by likely industry ***cost reductions***. © Morningstar 2022.

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RIO - Rio Tinto PLC | **Morningstar | Retaining Our AUD 101 Rio Tinto Fair Value Estimate With Transit** (Morningstar / Jon Mills , 27-Jul-22, 40 pages)

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MDLZ - Mondelez International Inc | **Setting Table for Above-Algorithm Growth in F2023** (BMO Capital Markets / Kenneth B. Zaslow , 27-Jul-22, 17 pages)

Third, the recent acquisitions of Chipita and Clif should be accretive to its European and North American margins by next year while synergies should create further tailwind into 2024. Notwithstanding its acquisition of Clif maintains some growth risks in the US, the acquisition brings material ***cost*** synergy levers, including procurement savings, waste ***reduction*** and line efficiencies, supply chain optimization, and savings related to non-working media and G&A optimization. MDLZ maintains a strong capital allocation policy with several levers to accelerate EPS growth.

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BAS.DE - BASF SE | **Q2 2022 Earnings Call** (Earnings Call Transcript , 27-Jul-22, 20 pages)

Opportunities could arise from continued high margins, even in the case of an economic slowdown. We are responding to the economic slowdown with ***cost re duction*** measures. And now, we are glad to take your questions.

And also, as add-on question to this, the potential production cuts in BDO, ammonia, and acetylene. This is already included in the guidance as in the lower end, I guess, or is that basically already still outside of the guidance, and also the ***cost reduction*** (00:48:33) have they been already included in the guidance? Answer - Martin Brudermüller:

So nothing going rigorously down, but the softening from the demand side, and that means supply/demand is softening, but that means also pricing power is softening. So, this all goes basically weaker and actually the idea is that when the softening and the weakening of the margins is counteracted by some of the ***c ost reductions***. This is partially postponement, which I think is also natural to think about when do you need what when you are in a softer environment, but it also might come down to the point that we also think structurally to cut some of the costs and really go to lower overall cost basis.

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HD - The Home Depot Inc | **HD - BUY - In-Person Meetings Highlight P&L "Control"—Establishing the Best In** (Guggenheim Securities / Steven P. Forbes, CFA, CPA , 27-Jul-22, 12 pages)

Based on our conversations, HD utilizes its vast data resources to provide its merchants with "should cost" by product & input commodity. In the event that the various "should ***cost"*** triggers are tripped, given a ***reduction*** across the input costs, outbound calls are made to re-start the vendor negotiation process. In addition, the merchant teams are pro-actively testing price elasticity of demand throughout the regions and across product categories.

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GE - General Electric Co | **General Electric Co. : 2Q Wrap and Model Update** (JPMorgan / Stephen Tusa, Jr (Revision) , 27-Jul-22, 15 pages)

Sales grew 5% organically y/y (vs JPMe +1%) with upside across all segments, and orders were up 4%, while adjusted profits came in at $1663mm (vs JPMe $1121mm), up from $918mm in the prior year period. 2Q21 included a ~$400mm CMR charge at Aviation, and this quarter there was a ~$100mm benefit (~5c in EPS, not in our estimates), adjusting for which the y/y increase of ~HT % matched the 1Q result, with YTD adj profits now at ~$2.6 B. Margins in the quarter were 9.3% (vs JPMe 6.5%), up ~400bps y/y, and closer to ~150bps y/y excluding the CMR charges, with the company seeing a net 100bps price/cost headwind (price +100bps, inflation/logistics -200bps), with Aero/Power positive and HC/Renewables negative, offset by >150bps benefit from ***cost reductions*** and positive mix (services growth was 15%, vs equipment down 6%). Adj EPS was $0.76 (vs JPMe ~$0.40).

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S32.AU - South32 Ltd | **South32 Ltd: Risk Reward Update** (Morgan Stanley* / Rahul Anand (Revision) , 27-Jul-22, 9 pages)

Bull-case commodity price assumptions, opex ***reduction*** from ***cost-out*** measures and production above the base case. Exploration

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S32.AU - South32 Ltd | **South32 Ltd: Risk Reward Update** (Morgan Stanley* / Rahul Anand (Revision) , 27-Jul-22, 9 pages)

Bull-case commodity price assumptions, opex ***reduction*** from ***cost-out*** measures and production above the base case. Exploration

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GE - General Electric Co | **GE: 2Q22 Model Update & Call Takeaways** (Wells Fargo / Joseph O'Dea (Revision) , 26-Jul-22, 8 pages)

* Pricing drove ~100bps of margin expansion * ***Cost reductions*** were >150bps of benefit, which were largely restructuring savings and some timing-related corporate benefit. * Inflation and logistics net of sourcing actions were ~200bps margin headwind to the total company In Aerospace and Power, net impact of price-cost and inflation was positive Healthcare and Onshore Wind took pricing actions, but it wasn't enough to offset inflation Organic Orders

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MDLZ - Mondelez International Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 26-Jul-22, 16 pages)

First, we continue to see elevated input cost inflation, especially in the areas of energy, transportation, packaging, wheat, dairy and edible oils. To offset these challenges, we recently announced further pricing actions across key markets and continue to take appropriate actions to hedge our commodity costs, along with ongoing productivity and ***cost reduction*** initiatives. Second, we continue to manage through volatility in the supply chain, especially in the United States, due to labor shortages at third parties as well as a continuing gap in demand and supply of trucking capacity containers.

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AXTA - Axalta Coating Systems Ltd | **AXTA: 3Q22 EBIT/EPS guidance ~15%/~18% Below Consensus; Expect Negative Stock** (RBC / Arun S. Viswanathan , 26-Jul-22, 6 pages)

price/cost catch up. On the call at 8am ET tomorrow (dial-in: 201-689-8560), AXTA should provide more detail on: 1) Auto OEM price and volume expectations especially in China and Europe; 2) Refinish price and volume trends globally; 3) Industrial market trends and the potential for slowdown versus growth; 4) FX expectations; 5) raw material trends; 6) FCF expectations and uses of cash, including the preference for M&A versus buybacks and de-leveraging; 7) ***cost red uction*** opportunities and targets; 8) Inflation expectations for H222; 9) CEO transition. All values in USD unless otherwise noted.

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ECL - Ecolab Inc | **ECL: Q2 earnings call commentary and notes** (Seaport Global / Michael Harrison, CFA , 26-Jul-22, 8 pages)

Also broad-based geographically. Haven't seen much demand ***reduction,*** generally pretty steady. Q: Lower Q3 EPS YoY, even with ***price/cost*** offset... are volumes flat YoY? A: Yes, Q3 lower than 2021, mostly FX headwind of $0.10.

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GE - General Electric Co | **Q2 2022 Earnings Call** (Earnings Call Transcript , 26-Jul-22, 18 pages)

We also saw improved contract margin reviews, or CMRs, with strength from contractual escalation and engine utilization. ***Cost reductions*** were more than 150 basis points of year-over-year benefit, largely restructuring savings and some timing-related corporate benefit. Partly offsetting these improvements was approximately 200 basis points of margin headwinds from inflation and logistics costs, net of sourcing actions.

We are making progress with price and sales positive for the first time in recent history. Looking ahead, HealthCare is focused on driving ***cost reductions*** and implementing Lean through supply chain actions to deliver for customers and address ***cost*** and price structures as we work to offset inflation and logistics pressures. We are also prudently investing in future innovation aiming at high-return differentiated technologies.

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SAP - SAP SE | **Argus Analyst Report, SAP** (Argus / Joseph F. Bonner (Revision) , 26-Jul-22, 5 pages)

The company's ecosystem includes both hyperscale cloud providers and systems integrators tied together by SAP's business intelligence software platform, powered by its S/4 HANA Cloud system. SAP is essentially looking to simplify the process of digital transformation by bringing all vendors together into a single offer and contract, which it believes will result in a 20% ***reduction*** in the total ***cost*** of ownership over five years. SAP surpassed its goal of 1,000 RISE clients by the end of 2021.

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ROK - Rockwell Automation Inc | **Rockwell Automation : F3Q22 Earnings Preview** (JPMorgan / Stephen Tusa, Jr , 26-Jul-22, 10 pages)

Moreover, we look at the potential for cost cutting. ROK took out ~$150 mm in costs during the pandemic, and we assume roughly half of that this time around given that the potential for ***cost reductions*** is lower. What this shows us is that the magnitude of downside vs. our estimates is not as large as other names, but the Street setup continues to track much higher than our forecasts and the EPS downside vs consensus is higher at 28%.

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INFY - Infosys Ltd | **Infosys - Wage hike impacts margin; Result Update** (Edelweiss Securities / Sandip Agarwal (Estimates Down) , 26-Jul-22, 9 pages)

Margins declined by ~140bp QoQ to 20.1%, mainly due to completion of majority of wage hike, supply-side pressure, higher sub-contracting cost, and lower utilisation. Meanwhile, it continues to focus on ***cost-optimization*** levers such as price hike, on-site mix ***reduction,*** and rationalisation of sub-contracting costs. Revenue guidance increased on strong growth momentum Infosys has increased revenue growth guidance to 14-16% from 13-15% for FY23, led by strong growth momentum and robust deal pipeline in Q1FY23.

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F - Ford Motor Co | **F, TEL, and QS Previews** (Wolfe Trahan & Co. / Rod Lache , 26-Jul-22, 10 pages)

* Potential tailwinds from commodities * The net impact of Ford's $3 bn ***cost reduction*** plan * Update on growth initiatives (e.g. Ford Pro) * The trajectory of warranty (F's warranty ***cost/unit*** declined by ~$274/unit in 2021, and the company is targeting an additional $1- $2 bn reduction in warranty costs by 2024). Ho wever, the company continues to announce very large recall campaigns.

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ORG.AU - Origin Energy Ltd | **Origin Energy : Monetising Octopus Energy would be the best way to extract val** (JPMorgan / Mark Busuttil , 26-Jul-22, 8 pages)

While the value of Octopus has increased since Origin's initial investment, we do not include it separately in our DCF as we believe Origin has no intention of monetising. Further, the benefits from the Kraken platform are yet to be seen within the company with recent ***cost*** savings mainly coming from ***reductions*** in bad debts. Origin opts to maintain its 20% stake in Octopus Energy: Following investments by Canadian Pension Plan Investments (CPPI), Generation Investment Management and Tokyo Gas, Origin has exercised the right to retain a 20% stake in Octopus.

The two ways Octopus contributes value to Origin are: 1) implementing Kraken within the business to lower costs; and 2) contribution from overseas businesses (albeit this was only A$9 million in EBITDA in FY2021). While Origin is targeting an additional A$100-$150 million of savings related to the Kraken platform, details on the ***cost-out*** program have been limited. The overall savings targets imply a ***cost*** to serve ***cost reduction*** of 20-30% on FY2021's A$489 million. We note that of A$81 million in ***cost reductions*** achieved in FY2021, the majority (A$30 million) was related to bad debts. This still contributes 20% of cost to serve and is unlikely to be

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SAP - SAP SE | **SAP "Some challenges, but cloud shift picks-up speed" (Buy) Briest** (UBS / Michael Briest (Revision) , 26-Jul-22, 23 pages)

We note that whereas Q1 saw a 70m impact on profits from exiting Russia and Belarus, in Q2 this reached 160m with most of the impact coming from lost revenues. SAP expects the full year loss at 350m (including 300m from lost revenues), and while with Q1 results management had expected to offset this with tight ***cost*** discipline, it now sees the faster cloud transition meaning it will not, and hence the ***reduction*** in the EBIT guidance for the year to 7.6-7.9bn at constant currency from 7.8-8.25bn previously.

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AN - Autonation Inc | **AutoNation Inc.: Risk Reward Update** (Morgan Stanley* / Adam Jonas , 25-Jul-22, 8 pages)

Strong execution on omni-channel roll out allows for strong growth. Margins remain elevated due to ***cost -reduction*** actions during COVID-19.

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INFY - Infosys Ltd | **1Q Followup & Model Update** (Cowen / Bryan Bergin (Target Down) (Revision) , 25-Jul-22, 10 pages)

It also faces a heavy OM lift from here. We adjust our revenue estimates for slightly better CC growth, but this is more than offset by higher FX headwinds with the net effect being a -50 bps / -90 bps ***reduction*** to FY23/ FY24 revenue. Add to this a more heady supply side ***cost*** absorption and our FY23/FY24 EPS ests decline by -6%/-3%. PT to $19 based on 22.5x CY23E PE.

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GE - General Electric Co | **General Electric Co. : 2Q22 Earnings Preview** (JPMorgan / Stephen Tusa, Jr , 25-Jul-22, 12 pages)

Our assumptions also dial in $250 mm in recession savings. By comparison, GE pointed to $1 B in ***cost*** actions during the COVID crisis, including 25% workforce ***reduction*** in Aviation and furloughs across shops, though we don't see the same magnitude of cuts this time around. When applying 15% incremental margins to the core volume improvement, we arrive at downside EBIT/EPS of 16%/26%.

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ALV - Autoliv Inc | **Autoliv: Still one of our favorite volume recovery plays** (Deutsche / Emmanuel Rosner (Target Up) (Revision) , 25-Jul-22, 12 pages)

Thus, we feel future raw materials and inflationary headwinds should be managed in a more timely way, minimizing lags. In the meantime, the company has established task forces to implement additional ***cost*** control measures, including hiring assessments, headcount ***reduction,*** adjustment of direct labor to match new LVP levels, as well as capacity alignment in various geographies which should benefit outyear margins. We now model for 2024 op margin reaching 11.5%, vs. just 11.0% previously, and just short of

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INFY - Infosys Ltd | **Infosys: Q1FY23 Result Review - Macro and margin guidance a dampener; HOLD** (IDBI Capital / Devang Bhatt , 25-Jul-22, 13 pages)

Company would continue to invest in right talent and expanding its cloud business, build digital capabilities and capture market share in emerging technologies. Focus on ***cost*** optimization, increase pricing, ***reduction*** in sub-contracting costs adjusting employees pyramid and increasing automation & on-site mix. Comp any signed 19 large deals of $1.69 billion, comprises 50% of net new.

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TEF - Telefonica SA | **TEF.MC: Telefonica - TEF fibreco minority stake sale announced - our thoughts** (Credit Suisse / Pilar Vico , 25-Jul-22, 5 pages)

Longer term we expect the deal to be slightly dilutive to FCF once the vehicle starts to distribute FCF as dividends (this is likely to be many years into the future). If the FibreCo ends up with 80% market share on its 5m homes passed (ie 4m wholesale customers) with a 15/m wholesale rate and 80% margin EBITDA then EBITDA would be over 500m and even after tax and residual capex the proportionate FCF (and hence dividends) of the business would likely exceed the ~30-40m interest ***cost*** saving from a 1bn debt ***reduction***. We discussed the potential fibre monetisation at TEF Spain and FCF implications in our in-depth TEF

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ALV - Autoliv Inc | **Our Updated View on ALV's 2H Margins, July SAAR Survey, New Pricing Update, an** (Wolfe Trahan & Co. / Rod Lache , 25-Jul-22, 14 pages)

* Potential tailwinds from commodities * Potential tailwinds from ***cost reduction*** (Ford has achieved ***cost*** parity vs. GM, and they are now pursuing an incremental $3 bn ***cost reduction*** plan) * Earnings from GM Financial (the segment had been over-earning on high residuals, relatively low loss provisioning, and low rates.

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TEF - Telefonica SA | **Telefonica: We expect small domestic improvements in Q2** (Deutsche / Keval Khiroya (Estimates Down) (Revision) , 25-Jul-22, 9 pages)

We expect retail revenue trends to be similar to Q1. Q2 should see a full quarter impact of the headcount ***reduction*** benefits, and with H2 seeing the benefits of lower content costs and last year's energy ***cost*** increase annualising. Given current energy prices, comments on further impacts remain important.

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WBA - Walgreens Boots Alliance Inc | **Walgreens Boots Alliance Inc.: Digital Transformation, The Partnership With Ad** (Baptista Research / Ishan Majumdar (Revision) , 23-Jul-22, 27 pages)

The scale of Walgreen's as a top buyer of prescription drugs has led to few cost advantages in procurement from the wholesalers. Some headway has been made by Walgreens with administrative, general, and selling ***cost reductions***. The long-term initiatives of Walgreens towards becoming a healthcare services destination can complement its business strategy, support a competitive advantage and increase margins.

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GIS - General Mills Inc | **General Mills Inc.: Focus On Innovation & Future Trends, The TNT Crust Acquisi** (Baptista Research / Ishan Majumdar (Revision) , 23-Jul-22, 27 pages)

General Mills has faced challenges in the past stemming from escalated costs and reducing these is now a prime focus for the management. With ***cost reducti on*** from an enhanced quality, minimized complexity through SKU optimization, and shifting external supply chain ***cost,*** the company was able to service its maximum demand through internal capacity. There are certain costs connected with health and safety protocols to support safe operation in this environment that is expected to potentially decline in the upcoming quarters.

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ALV - Autoliv Inc | **ALV: Positive developments, but slope of improvement a bit unclear** (RBC / Joseph Spak (Revision) , 22-Jul-22, 9 pages)

2022 guidance Improvements in supply chains, customer production rates, raw materials pricing, and cost recoveries are encouraging and ALV is implementing ***cost*** control measures and taking strategic actions such as ***cost reductions*** and footprint initiatives to support margins. Organic sales growth outlook tightened to ~13-16% from ~12-17%, and now looking for outgrowth of ~11% (was ~12% prior) as LVP now expected 2-5% y/y vs. 0-5% y/y prior.

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ALV - Autoliv Inc | **Morningstar | Autoliv Poised for Growth in Passive Safety Technology From New-** (Morningstar / Richard Hilgert , 22-Jul-22, 26 pages)

New innovations typically debut on European and North American luxury vehicles, where average safety content is in excess of $300 per vehicle. In general, automakers are willing to pay for components and systems that provide substantial product differentiation, weight ***reduction,*** enhanced safety, or reduced ***cost,*** as is the case with Autoliv. Having a diversified global customer base provides Autoliv the opportunity to maximize pricing of its innovative product technologies by selling to a broader

To maintain pricing and margin, Autoliv also requires continual investment in innovation. A loss of focus in ***cost reduction*** or technological development could result in an erosion of profitability and return on invested capital.

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ALV - Autoliv Inc | **Morningstar | Autoliv Poised for Growth in Passive Safety Technology From New-** (Morningstar / Richard Hilgert , 22-Jul-22, 25 pages)

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PPG - PPG Industries Inc | **PPG Points to Resiliency and Earnings Growth in 2H22 and 2023** (BMO Capital Markets / John McNulty , 22-Jul-22, 11 pages)

life, improved safety, and reduced ***cost/KW*** hour Key Initiatives 20% ***reduction*** in water intensity by 2025

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RIO - Rio Tinto PLC | **Morningstar | FVEs Reduced for Most Miners on Lower Commodity Prices Driven by** (Morningstar / Mathew Hodge , 22-Jul-22, 41 pages)

As commodity prices tend to move in unison, our valuation scenario uses high, low, and baseline prices. Our price scenarios factor in currency, operating cost, and capital cost adjustments, and we assume that some of the commodity-price upside is lost to costs, with some of the commodity-price downside offset by likely industry ***cost reductions***. In our bull case, we increase commodity prices by 15% on our baseline assumption.

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RIO - Rio Tinto PLC | **Morningstar | FVEs Reduced for Most Miners on Lower Commodity Prices Driven by** (Morningstar / Mathew Hodge , 22-Jul-22, 41 pages)

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FMG.AU - Fortescue Metals Group Ltd | **Morningstar | Maintaining Fortescue FVE of AUD 14.50 on Lower Iron Ore Prices** (Morningstar / Jon Mills , 22-Jul-22, 35 pages)

Iron ore prices and unit costs are critical to the valuation. Key risks are competition from ***low-cost*** suppliers and a ***reduction*** in demand growth, along with prices for iron ore as a result of a slowdown in Chinese fixed-asset investment, both of which we consider likely. The company's ability to defend high rates of return is of primary concern, given below-industry-average margins.

30 Jun 2022 Fortescue has benefited from high iron ore prices in recent years which, along with a focus on debt repayment and ***cost reductions,*** have resulted in a sound balance sheet. The firm is increasingly focused on dividends, which we think is appropriate and in shareholders' interests, given that future external conditions are likely to be less favourable.

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PPG - PPG Industries Inc | **Q2 2022 Earnings Call** (Earnings Call Transcript , 22-Jul-22, 16 pages)

During the second quarter, we also implemented cost mitigation initiatives in Europe, reflecting the slower demand in the region and have additional contingency plans ready in the event of a broader economic slowdown. The efforts around ***cost*** management resulted in a ***reduction*** of our overall - of our selling and general and administrative (07:04) ***cost*** by 100 basis points as a percent of sales compared to the prior year second quarter. Our acquisitions are also performing well, including the traffic solutions business, which achieved 15% sales growth in the second quarter.

So that's not really that much of a difference. We do bucket our ***cost reductions*** in Europe into two things. One is structural and one is short term.

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