

Fibergate (9450, Corporate)

Improving momentum

28th September 2023

Share price: ¥1,339

Market cap: ¥27.6bn

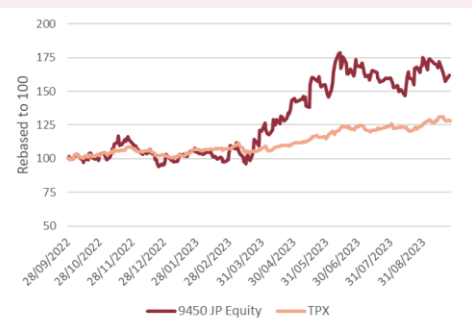
We expect improving Business-Use division momentum to join consistent Home-Use growth in driving FY 6/24 & long-term earnings.

Company sector

Diversified Telecommunication (GICS Industry)

Stock data

Price (¥)	1,339
Mkt cap (¥bn)/(\$m)	27.6 / 184.7
52-week range (¥)	811 - 1,606
Shares O/S (m)	20.6
Average daily value (\$m)	1.4
Free float (%)	40.3
Foreign shareholding (%)	2.0
Ticker	9450
Exchange	Tokyo Prime
Net Debt/Equity (x)	48.1



Source: Bloomberg

BUSINESS OVERVIEW

Fibergate is the #2 ranked supplier of domestic wireless telecom services, including free Wi-Fi spot construction, maintenance & operation.

Next event

1Q FY 6/2024 results in November 2023

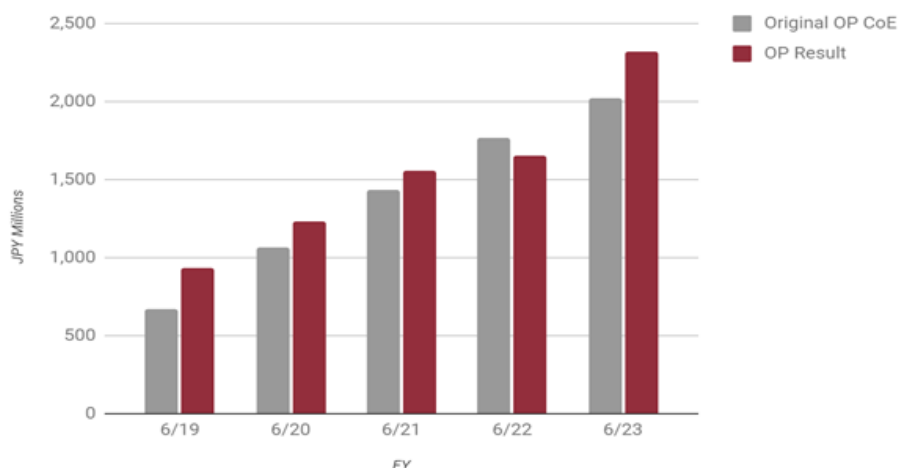
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Fibergate is a research client of Storm Research

- **FY 6/23 sales were slightly below plan due to weaker than expected Business-Use sales. By contrast, strong growth in existing building Home-Use sales resulted in above-plan OP. Excluding the non-core Real Estate division, sales increased +18.4%YoY & OP +27.6%YoY.**
- **Fibergate had assumed existing FY 6/23 Home-Use building demand would slow; in reality, the market continued to grow. It now believes market expansion is set to persist in the medium term, which coincides with growth in new Home-Use build projects as expected.**
- **FY 6/23 Business-Use segment growth was weaker than forecast due to slow decision-making & long lead times winning new business, particularly for large medical institutional projects. We note it has subsequently gained momentum & as a result Fibergate expects Business-Use division growth to accelerate in FY 6/24.**
- **Volatile FY 6/23 Real Estate earnings were in line with plan, but Fibergate assumes little activity for new FY 6/24 procurement & forecasts divisional sales & OP declining YoY, weighing on aggregate earnings growth. Excluding Real Estate weakness, core Home-Use & Business-Use divisional sales are expected to increase +15.9%YoY & OP +15.1%YoY.**
- **Fibergate also anticipates benefiting from significant investment plans in Hokkaido due to its Sapporo HQ. Alongside the government backed Rapidus semiconductor manufacturing base, slated for full-scale production in 2027, Hokkaido is likely to attract investment due to incentives, including promoting foreign entrepreneurial activity, tax incentives, subsidies & SME funding loans.**
- **Having achieved positive FCF for 3 consecutive quarters & posted a FY 6/23 FCF surplus of ¥2.1bn, Fibergate contends FCF is set to remain positive as Business-Use division growth accelerates. We are encouraged by progress in its 2 core areas &, on 16x FY 6/24 company estimates, propose investors book time with management: [here](#).**

Year end	6/2022	6/2023	6/2024E
Sales (¥bn)	10.6	12.8	13.7
OP (¥bn)	1.7	2.3	2.5
NP (¥bn)	1.1	1.5	1.7
EPS (¥)	52.6	72.7	82.3
DPS (¥)	4.5	10.0	10.0
Sales growth YoY (%)	+25.1	20.4	7.2
OP growth YoY (%)	+6.0	40.4	9.1
NP growth YoY (%)	+ 5.3	38.1	13.4
EPS growth YoY (%)	+5.0	38.2	13.2
PER (x)	18.1	20.5	16.3
EV/EBITDA (x)	8.3	8.6	7.9
PBR (x)	5.9	6.4	5.8
ROE (%)	30.9	37.1	n/a
ROIC (%)	12.6	16.7	n/a
FCF yield (%)	0.5	6.2	n/a
Dividend yield (%)	0.5	0.7	0.8

RESULTS VS
FORECAST HISTORY

EARNINGS

FY 6/23 sales were slightly below plan due to weaker-than-expected Business-Use sales, but accelerated growth in Home-Use division sales—versus expectations of a slowdown—resulted in OP being 14.8% above plan.

Business-Use sales & OP were below plan as decision-making at medical institutions was slower than expected.

Excluding the non-core Real Estate division, telecommunication-related sales grew +18.4%YoY & OP +27.6%YoY.

HOME-USE BUSINESS

(JPY Millions)	6/23 CoE	YoY	6/23 Results	YoY	6/24 CoE	YoY
Sales	9,320	14.5%	9,600	17.9%	11,020	14.8%
OP	2,530	9.1%	2,970	28.1%	3,290	10.8%
OPM	27.1%	-1.3%	30.9%	2.5%	29.9%	-1.1%

FY 6/23 Home-Use sales & OP were above plan as **existing building demand continued to be strong & new building sales picked up momentum**. As of FY 6/23, the number of Residence Wi-Fi service unit connections totalled 541,000 +20%YoY with a 10.8% market share.

- **OPM**: FY 6/23 OPM improved +2.5ppt YoY, due in part to increased sales but also **increased exposure to higher margin housemaker sales**—as opposed to lower margin real estate management companies, where there are no high margin flow sales upfront.

Exposure to sales via housemakers or real estate management companies is difficult to estimate, thus Fibergate has forecast its FY 6/24 OPM outlook conservatively.

The FY 6/23 ratio of new:existing building sales averaged approx. 39% +2.7ppt YoY & accounted for 41% of new 4Q connections. It is expected to remain at this level in the medium term.

- **FY 6/24**: Fibergate anticipates strong growth continuing through both existing & new buildings. It has likely forecast conservatively for sales & OPM as it is unclear which sales route exposure will be greater. It assumes units grow in line with the market CAGR of +10.8%,

reaching approx. 700,000 by FY 6/26. We contend this is **likely conservative given Fibergate's potential to continue taking market share.**

The company also forecast pricing to remain flat given competition with other companies.

- *Cross-selling*: Fibergate cross-sells additional products such as cameras. Cameras were being provided free of charge in some sales campaigns, but the company switched to charging for cameras from FY 6/23 (although they have not yet significantly contributed to sales). Conservatively, Fibergate has not included a contribution from these ancillary sales in FY 6/24.

The company is also exploring renewable energy storage & management solutions, such as for use with solar panels, & has completed a test installation in 1 building, Reunir Gracias Kawaguchi. Home-Use solar-panel sales are set to start in FY 6/24 but are likely to gradually contribute to earnings from FY 6/25.

BUSINESS-USE BUSINESS

(JPY Millions)	6/23 CoE	YoY	6/23 Results	YoY	6/24 CoE	YoY
Sales	1,830	47.1%	1,512	21.5%	1,860	23.0%
OP	570	142.6%	289	23.0%	460	59.2%
OPM	31.1%	12.3%	19.1%	0.2%	24.7%	5.6%

Whilst FY 6/23 sales were 17% & OP 49% below the company forecast, **sales & OP increased for the first time in 2 years & momentum improved through each quarter** with profitability improving notably in the 2H. We believe it is set to continue improving through FY 6/24.

- *Quarterly Business-Use earnings*:

(JPY Millions)	1Q 6/23	YoY	2Q 6/23	YoY	3Q 6/23	YoY	4Q 6/23	YoY
Sales	329	28.0%	350	4.2%	381	11.4%	450	46.1%
OP	46	-13.2%	70	-7.9%	89	53.4%	83	80.4%
OPM	14.0%	-6.6%	20.0%	-2.6%	23.4%	6.4%	18.4%	3.5%

Demand has been recovering mainly via commercial tourist facilities such as hotels & tourist buses. Event-related demand also remains steady. Despite slow decision-making, demand from hospitals & care homes is gradually picking up & a business pipeline is forming, with contributions from hospitals expected in FY 6/24.

In Aug 2023, Fibergate **introduced a lease-type model for its telecommunication equipment**, thereby reducing the initial investment burden on the customer, which it hopes accelerates the proliferation of its services in restaurants & shops. We do not expect it to have a significant impact on sales as it will represent a stock business shift, increasing the stock business percentage in the Business-Use division.

Other new services include 'Kagitouban', a proprietary smart lock key management system for apartment construction sites, which enables remote locking & unlocking by on-site technicians.

In FY 6/24, **Fibergate has assumed an OPM improvement of +5.6ppt to 24.7% as parts procurement issues have been mainly resolved** & Fibergate is gradually raising new customers' monthly subscription & equipment prices by approx. +10% from the 1Q. Similarly,

it is **considering raising prices for existing customers**, which has not been accounted for in its FY 6/24 forecast. It is also targeting FY 6/24 growth in sales of cybersecurity & other ancillary products to corporates.

Fibergate asserts it has forecast conservatively for FY 6/24 to avoid disappointing versus forecast as in FY 6/23. The company continues to increase its sales partners & targets 150 partners medium term vs 50 in FY 6/23.

REAL ESTATE BUSINESS

(JPY Millions)	6/23 Original CoE	YoY	6/23 Revised CoE*	YoY	6/23 Results	YoY	6/24 CoE	YoY
Sales	1,740	40.5%	1,750	41.4%	1,674	35.2%	830	-50.4%
OP	100	69.5%	80	35.6%	136	130.5%	80	-41.2%
OPM	5.7%	1.0%	4.6%	-0.2%	8.1%	3.4%	9.6%	1.5%

* Revised with 1Q results.

FY 6/23 earnings were broadly in line with plan, but OP was ahead as the company had forecast conservatively. In FY 6/24, Fibergate has only assumed sales of items already included in inventory & has cautiously assumed zero additional property purchases.

SHAREHOLDER RETURNS

The FY 6/23 dividend of ¥10 included a ¥2 commemorative dividend, resulting in a payout of 13.8% (10.8% excl. commemorative dividend). In FY 6/24, Fibergate is maintaining a total dividend of ¥10, implying a payout ratio of 12%.

It is focused on using cash for growth investment but is also **mindful that the current payout ratio is low, particularly as FCF has turned positive**. As Business-Use sales increase we expect FCF to improve further given the upfront flow nature of the earnings. The company is considering raising the payout ratio, although this is likely to be a gradual process.

Fibergate is not currently considering share buybacks, but they remain a possibility depending on the stock price.

PREVIOUS REPORTS

- 5th June 2023: ['Renovation & new build WiFi'](#)
- 3rd March 2023: ['Laying foundations'](#)
- 25th Nov 2022: ['Strong residential WiFi'](#)
- 11th Nov 2022: Initiating coverage: ['Residential & business WiFi'](#)

MANAGEMENT

President		Masanori Inomata
Year of Birth		1965
Shareholding (direct)		25.85%
Career history		
1987		Joined Koa Fire and Marine Insurance Co. (now Sampo Japan Insurance)
1995		Appointed CEO of Mynet
2003		Joined Fibergate as President (current position)
2008		Appointed Auditor to LEOC JAPAN Co. Appointed Representative Director to the Japan Monthly Mansion Association
2011		Appointed CEO of Chintai Seikatsu (now Mi Corporation) (current position)
2015		Appointed CEO of Fibergate Taiwan
2020		Appointed Director of BizGenesis Appointed Director of FG-Lab (current position)
2021		Appointed Director of FG Smart Asset (current position) Appointed CEO of Off-Grid Lab (current position)
2022		Appointed Representative Director of Sakura Aid (current position) Appointed Director of General Incorporated Foundation MI Management (current position)
2023		Appointed Outside Director of 3eee Inc. (current position)

Senior Managing Director		Takafumi Hamazu
Year of Birth		1976
Shareholding (direct)		0.57%
Career history		
2000		Joined Venture Link
2007		Joined Orix Capital
2011		Joined Fibergate as Head of Planning
2013		Appointed Officer at Fibergate
2013		Appointed Director of FG Marketing
2014		Appointed Senior Officer at Fibergate
2016		Appointed Managing Director of Fibergate
2020		Appointed Managing Director of Business Administration, and Head of Business Planning at Fibergate
2021		Appointed Auditor of FG Smart Asset (current position)
2021		Appointed Managing Director of Business Planning at Fibergate
2022		Appointed Senior Managing Director of Business Planning at Fibergate (current position)

Managing Director	Hisashi Kaneko
Year of Birth	1966
Shareholding (direct)	0.54%
Career history	
1989	Joined Ome Shinkin Bank
1994	Joined Osaka Broadcasting (now USEN)
2009	Joined UCOM
2013	Joined Fibergate as Head of East Japan, Mansion ISP Sales
2015	Appointed Officer of East Japan, Sales
2016	Appointed Senior Officer of East Japan, Sales
2020	Appointed Managing Director of Residence Wi-Fi Sales, Department of Sales Promotion
2021	Appointed Director of FG Smart Asset (current position) Appointed Managing Director of Sales Promotion, Head of Business-Use Sales, and Head of Business Development
2022	Appointed Managing Director of Business-Use Sales, and Head of Business Development (current position) Appointed Director of Off-Grid Lab (current position)

Director	Mie Ishimaru
Year of Birth	1969
Shareholding (direct)	0.04%
Career history	
1997	Joined Asahi Auditors (now KPMG AZSA)
2003	Registered as a CPA
2010	Joined Ishimaru Tax Attorneys as Office Head (current position)
2011	Joined Densan Co.
2011	Registered as a tax accountant
2012	Appointed Director at Densan
2018	Appointed Director at TMR Systems
2018	Appointed External Director of Janpara Co. (current position)
2018	Joined Fibergate as a Director
2019	Appointed Director, Vice-Head of Business Administration and Head of Finance and Accounting at Fibergate
2020	Appointed Auditor of BizGenesis
2020	Appointed Auditor of FG-Lab (current position)
2021	Appointed Director, Head of Business Administration and Head of Finance and Accounting at Fibergate
2023	Director and General Manager of Business Administration Division at Fibergate (current position)

Director	Daisuke Ishikawa
Year of Birth	1989
Shareholding (direct)	0.02%
Career history	
2012	Joined Fibergate
2019	Appointed Sales Manager for Residence Wi-Fi Sales, Department of Sales Promotion
2020	Appointed Sales Manager for East Japan, Department of Sales Promotion
2021	Appointed Officer for Sales Promotion and Sales Manager for East Japan
2022	Appointed Officer for Home-Use Sales, and Sales Manager for West Japan Appointed Director for Home-Use Sales, and Sales Manager for West Japan (current position)
2023	Appointed Director, Head of Home Use Sales Division and General Manager of West Japan Sales Department at Fibergate. Appointed Director, Head of Home Use Sales Division and General Manager of Business Use Sales Division (current position)
Independent Director	Nobuyuki Shinoda
Year of Birth	1951
Shareholding (direct)	0.02%
Career history	
1974	Joined Seibu Department Stores
1995	Appointed Head of HR and Manager of Ikebukuro HR
1997	Joined Loft
2002	Appointed Director
2004	Appointed Executive Director of Business Management
2008	Appointed Executive Director and Head of Management
2016	Joined Fibergate as a Director (current position)
2020	Appointed Chair of the Remuneration Committee at Fibergate (current position)
2023	Appointed Chairman of Nominating and Compensation Committee at Fibergate (current position)
Independent Director	Chikako Shimahata
Year of Birth	1985
Shareholding (direct)	-
Career history	
2007	Joined Shinko Securities (now Mizuho Securities), Sapporo branch
2012	Joined the Japan Pension Service, Sapporo West Office
2013	Registered as a Labour and Social Security Attorney
2013	Appointed Head of Pirika Office (current position)
2020	Appointed CEO of Pirika (current position)
2020	Appointed Director at Fibergate (current position)

Director Audit and Supervisory Committee (Full-time)	Tetsuo Tatsuta
Year of Birth	1949
Shareholding (direct)	0.02%
Career history	
1973	Joined Hokkaido Bank
2002	Joined Kyokuichi Logi Co. as Managing Director
2003	Joined Marukita (now Kyokuichi Marukita) as Managing Director
2006	Appointed CEO of Marukita
2014	Appointed Senior Managing Director of Kyokuichi Appointed Auditor of Kyokuichi Logi Co. Appointed Auditor of Towa Foods
2018	Joined Fibergate
2019	Appointed Independent Auditor of Furano District Wholesale Market Co. (current position) Appointed Head of Internal Auditing at Fibergate
2021	Appointed to the Audit and Supervisory Committee at Fibergate (current position) Appointed Auditor at Fibergate Taiwan (current position)

Independent Director Audit and Supervisory Committee (Part-time)	Tomohiro Obata
Year of Birth	1975
Shareholding (direct)	0.02%
Career history	
2003	Passed the bar exam
2004	Studied at The Legal Training and Research Institute of Japan (58 th year)
2005	Registered as an attorney-at-law (Daini Tokyo Bar Association)
2005	Joined Hiraide Law Office (now Plaza Law Office)
2012	Established Ota Obata Sogo Law Offices (now Plaza Law Office) as Head of Tokyo Office
2013	Joined RS Technology as an Independent Director (current position)
2016	Joined Fibergate as an Independent Director
2020	Appointed Senior Partner at Plaza Law Office (current position)
2021	Joined Paradigm Shift as an Independent Director (current position)
2021	Appointed Director, Audit and Supervisory Committee of Fibergate (current position)

Independent Director Audit and Supervisory Committee (Part-time)	Hiroshi Kamada
Year of Birth	1957
Shareholding (direct)	-
Career history	
1979	Joined Hayasaka Tax Account's Office
1980	Joined France Bed Sales
1982	Joined Hokkaido Commerce & Industry Guidance Centre
2001	Joined Hokkaido Small Business Support Centre
2011	Joined Public Hokkaido Small Business Support Centre
2017	Joined Fibergate as an Independent Auditor
2021	Appointed Director, Audit and Supervisory Committee of Fibergate (current position)

COMPANY
INFORMATION

Key corporate timeline

Dec 2003	Began fully-fledged operations. Core business: selling broadband lines via the internet and a network of multiple brick-and-mortar locations
Feb 2004	Started business: free internet for communal housing
Jan 2005	Established Tokyo Office in Minato-ku, Tokyo
Nov 2005	Started business: free internet for communal housing using wireless LAN Unified all services and began operation using the FGBB® Series across the board
Jun 2006	Began providing free internet for communal housing using a private brand
Sep 2008	Started business: internet connection for monthly serviced apartments
Jan 2009	Call centre began providing customer service to tenants of FGBB® equipped properties in multiple languages
Jun 2009	Started business: the free Wi-Fi service “Wi-Fi Nex®”
Apr 2011	Established Osaka Office in Chuo-ku, Osaka
Jun 2013	Established NOIS Inc. as a wholly-owned subsidiary to plan, develop, and sell computer hardware and software, and to act as an internet line agency
Mar 2014	Started business: the sale of company-developed communication devices
Apr 2014	Began providing Wi-Fi services for stores and commercial facilities under a private brand
Jun 2014	Established Fukuoka Office in Hakata-ku, Fukuoka
Oct 2014	Established Nagoya Office in Atsuta-ku, Nagoya
Jan 2015	Acquired Telecommunications Contractor Authorization (Governor of Hokkaido Authorization (Fune-26) Ishi No.22017) Began providing the Wi-Fi service “SHINOBI Wi-Fi” to visiting foreigners
Jul 2015	Established Fibergate Taiwan Inc. as a wholly-owned subsidiary in Taiwan Acquired a license as a telecommunications business in accordance with the Telecommunications Business Act (Registration Number: No.358)
Jan 2016	Certified as a Management Innovation Plan Approval Company by the Governor of Hokkaido (Sekishoro: No.74-33)
Feb 2016	Acquired Privacy Mark certification (Registration Number: No. 17002586 (01))
Jun 2016	End of fiscal year changed from December to June
Aug 2016	Nagoya Office moved to Naka-ku, Nagoya
Jun 2017	Satellite office opened in the Tokyo Office Osaka Office moved to Chuo-ku, Osaka Established Sendai Office in Miyagino-ku, Sendai Fukuoka Office moved within Hakata-ku, Fukuoka
Mar 2018	Listed on TSE Mothers
May 2018	Began providing the “One-Touch Wi-Fi” service as a Wi-Fi service for offices and stores
Nov 2018	Acquired certification as an Information Security Management System (ISMS) (Certification No.: MSA-IS-284)
Jun 2019	Transferred to the TSE 1 st Section
Jul 2019	Listed on the Main Market of the Sapporo Securities Exchange
Jan 2020	Established FG-Lab Inc. as a wholly-owned subsidiary that researches and develops company-provided telecommunication devices and systems
Mar 2020	Established BizGenesis Inc. to provide telecommunication services to corporations
Apr 2020	Relocated Fukuoka office within Hakata-ku, Fukuoka
Feb 2021	Established FG Smart Asset Inc. as a wholly-owned subsidiary to engage in real estate-related business including the purchase, sale, leasing, and management of real estate
July 2021	Established OffGrid-Lab Inc. to operate a renewable energy business
Apr 2022	Acquired TM Asset Inc. as a wholly-owned sub-sub-sidiary to engage in real estate sales and leasing
July 2022	Merged with BizGenesis Inc., a telecommunication service provider for enterprises

Major shareholders	Stake %
Masanori Inomata	25.85
MI Corp KK	23.06
Newton Investment Management	7.13
Sumitomo Mitsui Trust Hdgs	6.16
Taizou Matsumoto	5.31
Nomura Hdgs	4.18
GPIF	3.35
Norges Bank	2.58
Kingdom of Norway	2.32
Vanguard Group Inc	1.31

Source: Bloomberg

Company contact details

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J GAAP Financial statements

Income statement (¥bn)	FY 6/21	FY 6/22	FY 6/23
Sales	8.5	10.6	12.8
COGS	4.1	5.8	7.1
Gross profit	4.4	4.8	5.7
Gross profit margin (%)	51.2	45.5	44.9
Operating expense	2.8	3.2	3.4
Total OP	1.6	1.7	2.3
OP margin (%)	18.4	15.5	18.1
Non-Op Income (Loss)	0.1	0.1	0.1
Pretax Income	1.5	1.6	2.2
Tax	0.5	0.5	0.7
Effective tax rate (%)	31.0	32.2	31.7
Net income	1.0	1.1	1.5

Cash flow statement (¥bn)	FY 6/21	FY 6/22	FY 6/23
Net income/pre-tax profit	1.0	1.1	1.5
Depreciation/amortization	1.0	1.2	1.5
Other non-cash items	-0.1	0.1	0.6
Changes in working capital	-0.2	-0.1	0.8
Net cash from discontinued operations	0.0	0.0	0.0
Cash from Operating Activities	1.7	2.3	4.3
Change in fixed & intangible assets	-2.2	-2.3	-2.2
Net change in long-term investments	0.0	0.0	0.0
Net cash from acquisitions & divestitures	0.0	-0.3	0.0
Other investing activities	0.0	0.0	0.0
Net cash from discontinued operations	0.0	0.0	0.0
Cash from Investing Activities	-2.3	-2.6	-2.2
Dividends paid	-0.1	-0.1	-0.1
Cash from (repayment) debt	1.4	0.6	-1.9
Cash from (repurchase) of equity	0.0	-0.1	0.0
Other financing activities	0.0	-0.1	0.0
Net cash from discontinued operations	0.0	0.0	0.0
Cash from Financing Activities	1.3	0.4	-2.0
FX impact	0.0	0.0	0.0
Net cash flow	0.8	0.1	0.1
Free cash flow	-0.5	0.1	1.9
EBITDA	2.6	2.9	3.8

Balance sheet (¥bn)	FY 6/21	FY 6/22	FY 6/23
Cash & equivalents	2.2	2.3	2.4
Accounts & notes receivable	1.2	1.4	1.6
Inventories	0.4	2.1	1.3
Other short-term assets	0.1	0.1	0.1
Current assets	3.9	6.0	5.6
Property, plant & equipment (net of depreciation)	5.2	6.2	6.6
Long term investments & receivables	0.0	0.1	0.1
Other long-term assets	0.2	0.8	0.6
Total non-current assets	5.5	7.1	7.2
Total assets	9.4	13.1	12.8
Payables & accruals	1.0	0.9	1.1
Short-term debt	1.2	2.6	1.4
Other short-term liabilities	0.2	2.2	2.1
Total current liabilities	2.4	5.6	4.7
Long term debt	3.3	4.1	3.3
Other long-term liabilities	0.1	0.1	0.0
Total non-current liabilities	3.3	4.2	3.3
Total liabilities	5.7	9.8	8.0
Share capital & APIC	0.9	0.9	0.9
Treasury stock	0.1	0.2	0.2
Retained earnings	2.9	2.6	4.0
Other equity	0.0	0.0	0.0
Equity before minority interest	3.7	3.3	4.7
Total equity	3.7	3.3	4.8
Total liabilities & equity	9.4	13.1	12.8

Key metrics	FY 6/21	FY 6/22	FY 6/23
Profitability			
Gross margin (%)	51.2	45.5	44.9
Operating margin (%)	18.4	15.5	18.1
Net margin (%)	12.0	10.1	11.6
ROIC (%)	15.0	12.6	16.6
Liquidity			
Current ratio (x)	1.6	1.1	1.2
Quick ratio (x)	1.4	0.7	0.8
Leverage			
Debt/Equity ratio	121.1	202.9	99.1
Net Debt/Equity ratio	61.4	132.6	48.1

DISCLAIMER

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