# Malaysia Company Guide

# **Muhibbah Engineering**

Version 12 | Bloomberg: MUHI MK | Reuters: MUHI.KL

Refer to important disclosures at the end of this report

DBS Group Research . Equity

24 Jul 2018

# **BUY**

Last Traded Price ( 23 Jul 2018): RM2.92 (KLCI: 1,757.96) Price Target 12-mth: RM3.65 (25% upside) (Prev RM3.42)

#### Analyst

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#### What's New

- 1Q18 Cambodian airport passenger growth sustainable; further expansion plans
- Favco's industrial automation purchase is earnings accretive
- Higher SOP-value to factor in augmented DCF value for airport concession and higher value for Favco
- Raised earnings by 3-6%, BUY with higher TP RM3.65



| 2017A | 2018F  | 2019F  | 2020F   |
|-------|--|--|---|
| 1,397 | 1,465  | 1,428  | 1,541   |
| 299   | 314  | 322  | 353   |
| 219   | 227  | 234  | 263   |
| 132   | 144  | 158  | 170   |
| 132   | 144  | 158  | 170   |
| 24.7  | 9.1  | 10.3   | 7.0   |
| 27.3  | 29.8   | 32.9   | 35.2  |
| 27.3  | 29.8   | 32.9   | 35.2  |
| 25    | 9  | 10   | 7   |
|       |  |  | 35.2  |
|       |  |  | 7.03  |
| 217   | 240  | 267  | 295   |
| 10.7  | 9.8  | 8.9  | 8.3   |
| 10.7  |  |  | 8.3   |
|       |  |  | 16.7  |
|       |  |  | 6.2   |
|       |  |  | 2.4   |
|       |  |  | 1.0   |
|       |  |  | 0.1   |
| 13.0  | 13.0   | 13.0   | 12.5  |
|       | 0  | 3  | 6   |
|       | 32.3   | 35.8   | 38.0  |
|       | B: 6   | S: 0   | H: 1  |
|       | 1,397<br>299<br>219<br>132<br>132<br>24.7<br>27.3<br>27.3<br>25<br>27.3<br>6.97<br>217 | 1,397 1,465 299 314 219 227 132 144 132 144 24.7 9.1 27.3 29.8 25 9 27.3 29.8 6.97 5.96 217 240 10.7 9.8 10.7 9.8 3.0 10.1 7.2 6.8 2.4 2.0 1.3 1.2 0.2 0.1 13.0 0 32.3 | 1,397     1,465     1,428       299     314     322       219     227     234       132     144     158       132     144     158       24.7     9.1     10.3       27.3     29.8     32.9       25     9     10       27.3     29.8     32.9       6.97     5.96     6.57       217     240     267       10.7     9.8     8.9       3.0     10.1     11.0       7.2     6.8     6.6       2.4     2.0     2.3       1.3     1.2     1.1       0.2     0.1     0.1       13.0     13.0     13.0       0     3     35.8 |

Source of all data on this page: Company, AllianceDBS, Bloomberg Finance L.P

# **Premium for recurring income**

Scarcity premium. With a fast-growing airport concession business contributing more than half of its bottomline and 80% of its crane business still coming from overseas markets, Muhibbah is becoming less of a domestic infrastructure company. Still, its construction business is unique, being involved in three core areas: i) civil engineering; ii) marine-based construction, and iii) offshore and onshore fabrication works, where its Petronas licence offers an advantage.

Where we differ. Our TP is at the higher end of consensus range as we believe the market has yet to fully appreciate its unique business model with varied construction expertise and strong recurring income. We estimate its 21% stake in the Cambodia airport concession to be worth conservatively RM734m (DCF, WACC 10% and average passenger traffic growth of 5.9% p.a. until 2040), which is already about half of the stock's market capitalisation. Revenues are also denominated in USD.

Potential catalysts. We expect continued strong earnings delivery, which will largely come from stronger growth for its Cambodian airport concession, to be the key catalyst. Additionally, potential synergies post the completion of the industrial automation companies for its crane, construction and concession business could provide another leg of growth. A pick-up in oil and gas activities could see a resurgence in demand for offshore cranes for Favelle Favco.

## Valuation:

Muhibbah is a BUY with an SOP-derived TP of RM3.65. We value the stock based on SOP as we think this better reflects its diversified business while also capturing its cash-generating Cambodian concession.

## **Key Risks to Our View:**

Delays in project flows and sudden spikes in raw material costs could dampen its earnings outlook.

#### At A Glance

| Issued Capital (m shrs)   | 480         |
|---------------------------|-------------|
| Mkt. Cap (RMm/US\$m)      | 1,403 / 345 |
| Major Shareholders (%)    |             |
| Mac Ngan Boon             | 22.1        |
| Lembaga Tabung Haji       | 9.6         |
| Free Float (%)            | 60.7        |
| 3m Avg. Daily Val (US\$m) | 0.75        |

ICB Industry: Industrials / Construction & Materials



#### **WHAT'S NEW**

#### Airport concession growth charting new heights

Growing airport story: Our revised DCF value for its Cambodian airport concession implies CY18F PE of 10x vs regional average of 21x.

**Expansion of airports given strong growth:** 1Q18 passenger volume and cargo growth appears sustainable, leading to further expansion plans.

Raising TP; BUY maintained. Our new TP is RM3.65 which factors in higher values for both its Cambodian airport concession and Favelle Favco.

Unscathed by the current malaise. Muhibbah's share price has been resilient; nudging up in the wake of the 14<sup>th</sup> General Election as compared to the overall decline in construction stocks. This is not all that surprising given: i) it has not been present in any major government infrastructure projects, apart from minor roles for sound barriers for MRT and LRT; and ii) its cash generating Cambodian airport business which now contributed some 55-60% of its bottomline for FY17 and a higher 70% in 1Q18.

Valuations of Muhibbah remain extremely cheap, trading at just 9-10x FY18-19F PE. This is on the back of a 3-year EPS CAGR of 9% for FY17-FY20F (coming from a higher base in FY17), improving ROE and balance sheet. We think that given its relatively apolitical background, resilient earnings base via its concessions and diversified presence in the construction space are key positives to ensure resilience and eventual multiple expansion.

**Raising SOP-derived TP.** We raise our SOP-derived TP to RM3.65 from RM3.42 previously. This is to reflect:

- i) Higher traffic volume growth for its Cambodian airport concession. We raise FY18-20F traffic volume growth to 12-22% vs 10% previously. Our revised DCF value is RM734m vs RM677m previously for its 21% stake.
- ii) Higher sustainable orderbook for Favelle Favco of RM600m vs RM400m to impute some contribution for the acquisition of industrial automation companies. Our revised equity value for Favelle Favco is RM337m vs RM281m previously for its 61% stake. On a 100% basis, our new value works out to RM561m which is closer to its current market capitalisation of RM565m.

We make no changes to our construction value where we value it at 11x, based on a sustainable orderbook of RM1.4bn.

To illustrate the undervaluation of the stock, the implied valuation for its fast-growing Cambodian airport concession, based on our revised DCF is an estimated 10x PE, and forms about half of its total market capitalisation. This compares to regional airport valuations of 21x. With a fast-growing concession business and 80% of its crane business still coming from overseas markets, it is also becoming less of a domestic infrastructure company.

#### **Regional Airports Comparison**

| Nam e                           | Mkt Cap | P/   | Έ    |
|---------------------------------|---------|------|------|
|                                 | USD     | 2018 | 2019 |
| Malaysia Airports               | 3,692   | 33.2 | 26.2 |
| Airports of Thailand            | 26,860  | 35.4 | 31.9 |
| Shanghai International Airport  | 17,556  | 27.3 | 23.2 |
| Beijing Capital Intl Airport    | 4,651   | 9.8  | 12.1 |
| Grupo Aeroportuario del Sureste | 5,507   | 21   | 18.8 |
| Guangzhou Baiyun Intl Airport   | 4,267   | 17.6 | 19.9 |
| TAV Havalimanlari Holding       | 2,050   | 8.1  | 7.7  |
| Xiamen International Airport    | 842     | 12.8 | 12.1 |
| Average                         | 8,178   | 20.7 | 19.0 |

Source: AllianceDBS, DBS Vickers, Bloomberg Finance L.P

Tweaking FY19-20F earnings higher. We lift our FY19-20F earnings by 3-6% to factor in i) higher new orders for Favco of RM450-500m vs RM400-450m previously and ii) higher associate profits to factor in the more sustainable passenger volume from its Cambodian airport concession.

1Q passenger volume of 26% appears sustainable. 1Q18 associate earnings jumped 38% to RM46m. The strong growth was largely from robust traffic volume growth for its Cambodian airport concessions. Total passenger volume for 1Q18 increased by 26% to 2.976m and should grow by this quantum for the whole of FY18F. This is after 12M17 passenger volumes showed a strong 25% y-o-y increase. For 2010-2015, growth has been 20-37% per annum. This has resulted in an expansion plan where effective from July 2016, its Siem Reap and Phnom Penh airports have doubled their existing capacity to 13.5m passengers. The US\$85m capex has been financed by only one year of operating cashflow, which suggests that the airports are cash cows.

Another round of expansion. There will be another round of expansions for Phnom Penh and Sihanoukville which may amount to US\$20-30m per annum for a few years, depending on the eventual passenger arrivals and cargo throughput. Given the strong operating cashflows, we expect this to be financed internally. The expansion for Phnom Penh will cater more to additional cargo, while for Sihanouklville it will involve building an additional runway.

Tourist arrivals to Sihanoukville have been very strong, growing by 115% y-o-y for 2017 and a further 53% for 1Q18 to 138,000 passengers. Coming from a low base, the growth potential is tremendous compared to the other island destinations such as Bali and Phuket. Accessibility has also improved where Cambodia Angkor Air started flying to and from Siem Reap on 14 December 2011, with three flights a week and from Ho Chi Minh City 3-4 times per week. AirAsia has also begun flying to and from Kuala Lumpur, Malaysia in August 2017, four times a week.

With such robust passenger volume growth for its cashgenerating Cambodian airport concession, Muhibbah represents a strong proxy to the tourism theme.

Construction – focusing on Qatar; Philippines new market. We understand all projects in its orderbook have not been impacted by any cancellations. YTD wins amount to RM239m, coming from two LRT 3 sound barrier contracts and one from the Government of Qatar, for the design, construction and erection of syncrolift and travel lift with ancillaries in Marsa Um Alhoul at Um Alhoul Special Economic Zone, Qatar. Our forecast is for RM1bn new orders for the full year.

It will continue to bid for contracts in Qatar. Besides the upcoming FIFA World Cup in 2022, the Um Alhoul Special Economic Zone has some 8,400 acres to be developed over the next 20 years. Its strategy in Qatar has been to bid for contracts which are backed by the government. After being in the Philippines market for five years largely with consultancy type projects, Muhibbah is looking to extend this exposure via some maiden infrastructure projects,

Total construction orderbook now as at end-May 2018 amounted to RM1.6bn while its total outstanding orderbook including cranes stood at RM2.0bn.

The next growth drive for Favelle Favco. Favelle Favco (Favco) has recently completed the acquisition of four industrial automation solutions companies. We believe this is an opportunistic acquisition which reflects strongly on the foresight of its management. In the longer term, the automation business can be used to better manage its existing business segments – crane, infrastructure and concessions.

With higher oil prices now, we understand there have been more enquiries for its oil and gas cranes but this has yet to translate into more meaningful orders. Hence, its orderbook has fallen from a peak of c.RM1bn to RM398m as at end-May 2018. We expect this new automation business to be complementary to both its construction and crane businesses. Also, in Budget 2018 incentives for this sector has been promising. There will be a matching grant of RM245m under the domestic investment strategic fund to upgrade Smart Manufacturing facilities. There will also extend the incentive period for Accelerated Capital Allowance of200% on automation equipment and manufacturing and manufacturing related services from year of assessment 2018-2020.

The purchase price of RM90m translates into 6.4x FY17 and 7.9x FY16 earnings, while there is an added consideration if the target companies achieved a certain profit threshold for FY17-19F. The maximum purchase consideration of RM143m, the implied PE is 9.8x based on an average net profit per annum of RM20.9m, assuming an equity interest of 70% (based on agreed cumulative profit threshold of RM62.6m) over FY17F-19F.

The profit track record for FY13-FY16 for these companies has been commendable with net profit ranging from RM15-22m on the back of net margins of c.15%.



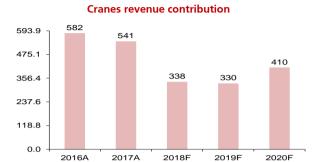
#### **CRITICAL DATA POINTS TO WATCH**

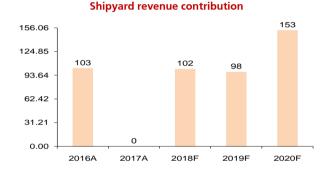
Diversified infra proxy. With a fast-growing airport concession business contributing more than half of its bottomline and 80% of its crane business still coming from overseas markets, Muhibbah is becoming less of a domestic infrastructure company. Still, its construction business is also unique, being involved in three core areas: i) civil engineering; ii) marine-based construction, and iii) offshore and onshore fabrication works, where its Petronas licence offers an advantage. Its total construction orderbook now stands at RM1.6bn while its total outstanding orderbook including cranes and shipyard is RM2.0bn. It will continue to bid for contracts in Qatar where it believes with the embargo may work to its benefit with less competition there from the other Middle East contractors.

Further expansion for Cambodia airports. Total passenger volume for 1Q18 increased by 26% to 2.976m and should grow by this quantum for the whole of FY18F. This is after 12M17 passenger volumes showed a strong 25% y-o-y increase. For 2010-2015, growth has been 20-37% per annum. This has resulted in an expansion plan where effective from July 2016, its Siem Reap and Phnom Penh airports have doubled their existing capacity to 13.5m passengers. The US\$85m capex has been financed by only one year of operating cashflow, which suggests the airports are cash cows. There will be another round of expansions for Phnom Penh and Sihanoukville which may amount to US\$20-30m per annum for a few years, depending on the eventual passenger arrivals and cargo throughput. Given the strong operating cashflows, we expect this to be financed internally. The expansion for Phnom Penh will cater more to additional cargo, while for Sihanouklville it will involve building an additional runway.

Favco growing via M&A. One of the key concerns we had on Muhibbah was its crane business. Given the high exposure to offshore oil and gas cranes, its orderbook has fallen steeply. Hence, the recent proposed acquisition of 70% of the four companies specialising in integrated industrial automation solutions will be a key growth driver for Favco. The purchase price of RM90m translates into 6.4x FY17 and 7.9x FY16 earnings while there is an added consideration if the target companies achieved a certain profit threshold for FY17-19F. The maximum purchase consideration of RM143m, the implied PE is 9.8x based on an average net profit per annum of RM20.9m, assuming an equity interest of 70% (based on agreed cumulative profit threshold of RM62.6m) over FY17F-19F

#### Construction revenue contribution 2096 2116.5 1814.1 1556 1511.8 1209.4 1026 1000 978 907.1 604.7 302.4 0.0 2016A 2017A 2018F 2019F 2020E





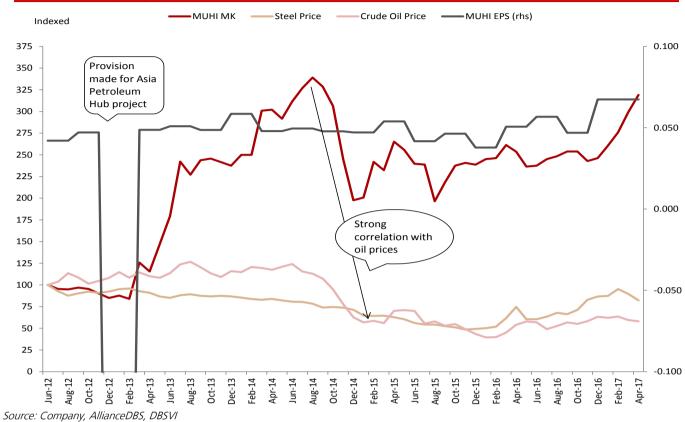




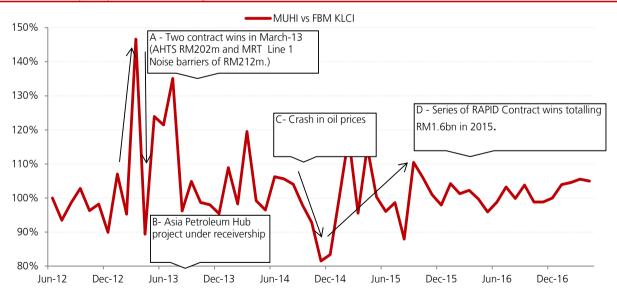


Appendix 1: A look at Company's listed history – what drives its share price?

## Muhibbah's share price performance vs KLCI, Crude Oil price and EPS



# Muhibbah's share price performance vs Key Newsflow (Contract Wins)



Source: Company, AllianceDBS, DBSVI

Muhibbah's key critical factors are crude oil prices, contract wins and negative earnings delivery. For Period A, Muhibbah's share price showed strong outperformance, driven by highmargin AHTS wins and also the MRT Line 1 noise barrier contract.

Subsequently, for period B, its huge de-rating was a result of the Asia Petroleum Hub project being placed under receivership. Muhibbah was a contractor for this project and made a huge provision in its 4Q13 financials.

Muhibbah does not exhibit any long-term correlation with crude oil prices but for the period C where there was a big fall in oil prices (July 2014-March 2015), the correlation coefficient was 0.95x. This is because at that time up to 90% of its crane business came from the offshore segment.

The stock showed meaningful re-rating for the whole of 2015, driven by strong contract wins that is led by RM1.6bn contracts from RAPID. In 2016, contract wins for infrastructure was disappointing, which resulted in a lacklustre stock performance.



#### **Balance Sheet:**

Needs bigger balance sheet. Muhibbah's shareholder's funds as at 31 March 2018 stood at RM1.4bn (including minority interest). The proposed private placement of up to 10% of new shares has since lapsed. This may not be so crucial now given the expectations of a sizeable amount of variation order for one legacy project. There has been significant improvement in its cashflow and profitability,

#### **Share Price Drivers:**

Complete proxy to Malaysia infrastructure. Muhibbah is a complete proxy to the Malaysian infrastructure space because of its experience in bread-and-butter civil engineering works, as well as niche marine infrastructure, and onshore and offshore fabrication works.

**Premium for recurring base.** In our view, the market continues to discount the strong cashflow of its concession business, particularly the Cambodian airport concession. We expect continued strong earnings delivery, which will largely come from stronger growth for its Cambodian airport concession, to be the key catalyst.

Capitalising on Petronas fabrication licence. Muhibbah was awarded the much sought-after Petronas licence to take on offshore facility construction and major onshore fabrication works. This suggests a higher chance of bagging more Petronas-related jobs (downstream works). It has a 57-acre fabrication yard with a total capacity of 25,000 MT per year, making it the third largest among Petronas-licensed fabricators.

Completed landmark projects. Muhibbah has an impressive track record, having completed a list of landmark projects locally and abroad. Of significance is the LNG regasification project for Petronas Gas in Melaka and South Klang Valley Expressway.

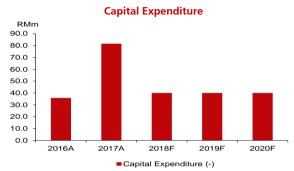
## **Key Risks:**

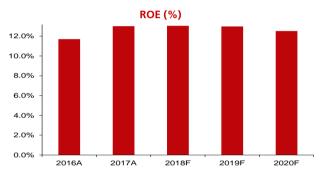
Delays in project flows and sudden spikes in raw material costs could dampen its earnings outlook.

## **Company Background**

Muhibbah is primarily involved in construction, fabrication of cranes and shipbuilding. These three core divisions cater largely for the O&G sector. It also holds a 21% associate stake in two concessions, namely the Cambodian airports and Federal road maintenance in Malaysia.













| KAN  | / Ass | m    | ntii | nnc   |
|------|-------|------|------|-------|
| 1/6/ | / Mai | ulli | vu   | JI 13 |
|      |       |      |      |       |

| FY Dec                        | 2016A | 2017A | 2018F | 2019F | 2020F |
|-------------------------------|-------|-------|-------|-------|-------|
| Construction revenue          | 2,096 | 1,556 | 1,026 | 1,000 | 978   |
| Cranes revenue contribution   | 582   | 541   | 338   | 330   | 410   |
| Shipyard revenue contribution | 103   | 0.0   | 102   | 98.0  | 153   |
| Construction orders           | 122   | 500   | 775   | 1,000 | 1,000 |
| New orders for cranes         | 250   | 300   | 300   | 450   | 500   |

Segmental Breakdown

| FY Dec                | 2016A | 2017A | 2018F | 2019F | 2020F |
|-----------------------|-------|-------|-------|-------|-------|
| Revenues (RMm)        |       |       |       |       |       |
| Construction          | 2,096 | 1,556 | 1,026 | 1,000 | 978   |
| Cranes                | 582   | 541   | 338   | 330   | 410   |
| Ships                 | 103   | 0.0   | 102   | 98.0  | 153   |
| Group elimination adj | (862) | (701) | 0.0   | 0.0   | 0.0   |
| Total                 | 1,919 | 1,397 | 1,465 | 1,428 | 1,541 |

# Income Statement (RMm)

| FY Dec                      | 2016A   | 2017A   | 2018F   | 2019F   | 2020F   |
|-----------------------------|---------|---------|---------|---------|---------|
| Revenue                     | 1,919   | 1,397   | 1,465   | 1,428   | 1,541   |
| Cost of Goods Sold          | (1,669) | (1,186) | (1,238) | (1,203) | (1,291) |
| Gross Profit                | 250     | 211     | 227     | 226     | 250     |
| Other Opng (Exp)/Inc        | (138)   | (135)   | (140)   | (144)   | (153)   |
| Operating Profit            | 112     | 75.9    | 87.5    | 81.9    | 97.1    |
| Other Non Opg (Exp)/Inc     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Associates & JV Inc         | 88.2    | 154     | 156     | 168     | 182     |
| Net Interest (Exp)/Inc      | (18.0)  | (10.9)  | (16.5)  | (16.0)  | (15.5)  |
| Exceptional Gain/(Loss)     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Pre-tax Profit              | 183     | 219     | 227     | 234     | 263     |
| Tax                         | (21.6)  | (28.0)  | (17.8)  | (16.5)  | (20.4)  |
| Minority Interest           | (55.5)  | (59.7)  | (65.5)  | (59.3)  | (73.4)  |
| Preference Dividend         | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Net Profit                  | 106     | 132     | 144     | 158     | 170     |
| Net Profit before Except.   | 106     | 132     | 144     | 158     | 170     |
| EBITDA                      | 270     | 299     | 314     | 322     | 353     |
| Growth                      |         |         |         |         |         |
| Revenue Gth (%)             | 19.6    | (27.2)  | 4.9     | (2.5)   | 7.9     |
| EBITDA Gth (%)              | 7.5     | 10.9    | 4.9     | 2.8     | 9.4     |
| Opg Profit Gth (%)          | (9.1)   | (32.4)  | 15.2    | (6.4)   | 18.6    |
| Net Profit Gth (Pre-ex) (%) | 22.7    | 24.7    | 9.1     | 10.3    | 7.0     |
| Margins & Ratio             |         |         |         |         |         |
| Gross Margins (%)           | 13.0    | 15.1    | 15.5    | 15.8    | 16.2    |
| Opg Profit Margin (%)       | 5.9     | 5.4     | 6.0     | 5.7     | 6.3     |
| Net Profit Margin (%)       | 5.5     | 9.4     | 9.8     | 11.1    | 11.0    |
| ROAE (%)                    | 11.7    | 13.0    | 13.0    | 13.0    | 12.5    |
| ROA (%)                     | 2.8     | 3.6     | 4.0     | 4.3     | 4.3     |
| ROCE (%)                    | 3.4     | 4.6     | 4.9     | 5.1     | 5.2     |
| Div Payout Ratio (%)        | 22.8    | 25.5    | 20.0    | 20.0    | 20.0    |
| Net Interest Cover (x)      | 6.2     | 7.0     | 5.3     | 5.1     | 6.3     |



| Ouarterly / | Interim | Income | Statomont | (RMm) |
|-------------|---------|--------|-----------|-------|
|             |         |        |           |       |

1Q2017

3Q2017

2Q2017

4Q2017

1Q2018

FY Dec

|  | 102017   | ZQZ017   | 3Q2017   | <del>1</del> Q2017  | 102010  |
|--|--|--|--|---|---|
| Revenue  | 241  | 468  | 372  | 307   | 249   |
|  |  |  |  |   |   |
| Cost of Goods Sold   | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   |
| Gross Profit   | 241  | 468  | 372  | 307   | 249   |
| Other Oper. (Exp)/Inc  | (219)  | (442)  | (341)  | (304)   | (228)   |
| Operating Profit   | 22.5   | 25.4   | 31.3   | 2.34  | 21.2  |
| Other Non Opg (Exp)/Inc  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   |
| Associates & JV Inc  | 33.3   | 42.3   | 18.4   | 53.2  | 46.0  |
| Net Interest (Exp)/Inc   | (6.9)  | (4.2)  | 0.88   | (2.2)   | (3.7)   |
| Exceptional Gain/(Loss)  | 0.0  | 0.0  | 0.0  | 0.0   | 0.0   |
| Pre-tax Profit   | 48.9   | 63.6   | 50.7   | 53.4  | 63.5  |
| Tax  | (4.5)  | (9.8)  | (2.8)  | (3.0)   | (4.1)   |
| Minority Interest  | (15.1)   | (15.9)   | (19.9)   | (13.8)  | (23.2)  |
| Net Profit   | 29.3   | 37.8   | 28.0   | 36.5  | 36.2  |
| Net profit bef Except.   | 29.3   | 37.8<br>37.8   | 28.0   | 36.5  | 36.2  |
| EBITDA   | 55.8   | 67.7   | 49.8   | 55.6  | 67.2  |
| EBITUA   | 33.0   | 67.7   | 49.0   | 55.6  | 67.2  |
|  |  |  |  |   |   |
| Growth   | /  |  | /e = -:  | // ·  | , <del></del>   |
| Revenue Gth (%)  | (62.6)   | 93.7   | (20.4)   | (17.7)  | (18.7)  |
| EBITDA Gth (%)   | 6.6  | 21.3   | (26.5)   | 11.7  | 20.9  |
| Opg Profit Gth (%)   | (28.7)   | 13.0   | 23.3   | (92.5)  | 805.3   |
| Net Profit Gth (Pre-ex) (%)  | (9.5)  | 29.1   | (26.1)   | 30.6  | (0.9)   |
| Margins  |  |  |  |   |   |
| •  |  |  |  |   |   |
| Opg Profit Margins (%)   | 9.3  | 5.4  | 8.4  | 0.8   | 8.5   |
| Net Profit Margins (%)   | 12.1   | 8.1  | 7.5  | 11.9  | 14.5  |
| Net Home Wargins (70)  | 12.1   | 0.1  | 7.5  | 11.5  | 14.5  |
| Balance Sheet (RMm)  |  |  |  |   |   |
| FY Dec   | 2016A  | 2017A  | 2018F  | 2019F   | 2020F   |
|  |  |  |  |   |   |
| Net Fixed Assets   | 804  | 820  | 796  | 770   | 742   |
|  |  |  |  |   |   |
| Invts in Associates & JVs  | 437  | 535  | 685  | 847   | 1,023   |
| Invts in Associates & JVs Other LT Assets  | 437<br>48.1  | 535<br>68.5  | 685<br>68.5  | 847<br>68.5   | 1,023<br>68.5   |
| Other LT Assets  |  |  |  |   |   |
| Other LT Assets<br>Cash & ST Invts   | 48.1   | 68.5<br>649  | 68.5<br>715  | 68.5<br>774   | 68.5<br>787   |
| Other LT Assets<br>Cash & ST Invts<br>Inventory  | 48.1<br>735<br>268   | 68.5<br>649<br>235   | 68.5<br>715<br>203   | 68.5<br>774<br>198  | 68.5<br>787<br>230  |
| Other LT Assets<br>Cash & ST Invts<br>Inventory<br>Debtors   | 48.1<br>735<br>268<br>1,544  | 68.5<br>649<br>235<br>1,157  | 68.5<br>715<br>203<br>1,124  | 68.5<br>774<br>198<br>1,096   | 68.5<br>787<br>230<br>1,182   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets   | 48.1<br>735<br>268<br>1,544<br>22.4  | 68.5<br>649<br>235<br>1,157<br>40.6  | 68.5<br>715<br>203<br>1,124<br>40.6  | 68.5<br>774<br>198<br>1,096<br>40.6   | 68.5<br>787<br>230<br>1,182<br>40.6   |
| Other LT Assets<br>Cash & ST Invts<br>Inventory<br>Debtors   | 48.1<br>735<br>268<br>1,544  | 68.5<br>649<br>235<br>1,157  | 68.5<br>715<br>203<br>1,124  | 68.5<br>774<br>198<br>1,096   | 68.5<br>787<br>230<br>1,182   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  | 48.1<br>735<br>268<br>1,544<br>22.4<br><b>3,859</b>  | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b>  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b>  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b>   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b>   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  | 48.1<br>735<br>268<br>1,544<br>22.4<br><b>3,859</b>  | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b>  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b>  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b>   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b>   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets ST Debt Creditor   | 48.1<br>735<br>268<br>1,544<br>22.4<br><b>3,859</b><br>1,260<br>1,058  | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950  | 68.5<br>774<br>198<br>1,096<br>40.6<br>3,794<br>867<br>923  | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab   | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0   | 68.5<br>649<br>235<br>1,157<br>40.6<br>3,505<br>867<br>998<br>9.94   | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94  | 68.5<br>774<br>198<br>1,096<br>40.6<br>3,794<br>867<br>923<br>9.94  | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt   | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity   | 48.1<br>735<br>268<br>1,544<br>22.4<br><b>3,859</b><br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045   | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155   | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285  | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423  |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity   | 48.1<br>735<br>268<br>1,544<br>22.4<br><b>3,859</b><br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045   | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155   | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285  | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423  |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.   | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405<br>3,859  | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444<br><b>3,505</b>  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510<br><b>3,632</b>  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569<br><b>3,794</b>   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643<br><b>4,073</b>   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt)  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405<br>3,859  | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444<br><b>3,505</b>  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510<br><b>3,632</b><br>408<br>(225)  | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569<br><b>3,794</b>   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643<br><b>4,073</b>   |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days)  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405<br>3,859<br>757<br>(597)<br>299.1   | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444<br><b>3,505</b><br>424<br>(291)<br>352.9   | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510<br><b>3,632</b><br>408<br>(225)<br>284.1   | 68.5<br>774<br>198<br>1,096<br>40.6<br><b>3,794</b><br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569<br><b>3,794</b><br>402<br>(166)<br>283.6  | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643<br><b>4,073</b><br>452<br>(153)<br>269.8  |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days)  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405<br>3,859<br>757<br>(597)<br>299.1<br>250.3  | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444<br><b>3,505</b><br>424<br>(291)<br>352.9<br>336.0  | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510<br><b>3,632</b><br>408<br>(225)<br>284.1<br>304.5  | 68.5<br>774<br>198<br>1,096<br>40.6<br>3,794<br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569<br>3,794<br>402<br>(166)<br>283.6<br>302.2   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643<br><b>4,073</b><br>452<br>(153)<br>269.8<br>286.8                                     |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Inventory Turn (avg days)  | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405<br>3,859<br>757<br>(597)<br>299.1<br>250.3<br>65.0                                    | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444<br><b>3,505</b><br>424<br>(291)<br>352.9<br>336.0<br>82.3                                    | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510<br><b>3,632</b><br>408<br>(225)<br>284.1<br>304.5<br>68.6                                    | 68.5<br>774<br>198<br>1,096<br>40.6<br>3,794<br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569<br>3,794<br>402<br>(166)<br>283.6<br>302.2<br>64.8   | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643<br><b>4,073</b><br>452<br>(153)<br>269.8<br>286.8<br>64.1                             |
| Other LT Assets Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x)   | 48.1<br>735<br>268<br>1,544<br>22.4<br>3,859<br>1,260<br>1,058<br>19.0<br>73.1<br>66.8<br>978<br>405<br>3,859<br>757<br>(597)<br>299.1<br>250.3<br>65.0<br>0.5                             | 68.5<br>649<br>235<br>1,157<br>40.6<br><b>3,505</b><br>867<br>998<br>9.94<br>73.1<br>67.3<br>1,045<br>444<br><b>3,505</b><br>424<br>(291)<br>352.9<br>336.0<br>82.3<br>0.4                             | 68.5<br>715<br>203<br>1,124<br>40.6<br><b>3,632</b><br>867<br>950<br>9.94<br>73.1<br>67.3<br>1,155<br>510<br><b>3,632</b><br>408<br>(225)<br>284.1<br>304.5<br>68.6<br>0.4                             | 68.5<br>774<br>198<br>1,096<br>40.6<br>3,794<br>867<br>923<br>9.94<br>73.1<br>67.3<br>1,285<br>569<br>3,794<br>402<br>(166)<br>283.6<br>302.2<br>64.8<br>0.4                                    | 68.5<br>787<br>230<br>1,182<br>40.6<br><b>4,073</b><br>867<br>991<br>9.94<br>73.1<br>67.3<br>1,423<br>643<br><b>4,073</b><br>452<br>(153)<br>269.8<br>286.8<br>64.1<br>0.4                      |
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# Cash Flow Statement (RMm)

| FY Dec                 | 2016A  | 2017A  | 2018F  | 2019F  | 2020F  |
|------------------------|--------|--------|--------|--------|--------|
| D T Dfi+               | 102    | 210    | 227    | 224    | 262    |
| Pre-Tax Profit         | 183    | 219    | 227    | 234    | 263    |
| Dep. & Amort.          | 69.2   | 68.9   | 70.4   | 72.2   | 74.0   |
| Tax Paid               | (21.6) | (28.0) | (17.8) | (16.5) | (20.4) |
| Assoc. & JV Inc/(loss) | (88.2) | (154)  | (156)  | (168)  | (182)  |
| Chg in Wkg.Cap.        | 13.4   | 360    | 16.1   | 6.84   | (50.6) |
| Other Operating CF     | 3.65   | 1.93   | 0.0    | 0.0    | 0.0    |
| Net Operating CF       | 159    | 468    | 140    | 128    | 84.5   |
| Capital Exp.(net)      | (35.8) | (81.6) | (40.0) | (40.0) | (40.0) |
| Other Invts.(net)      | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| Invts in Assoc. & JV   | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| Div from Assoc & JV    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| Other Investing CF     | 13.1   | 4.73   | 0.0    | 0.0    | 0.0    |
| Net Investing CF       | (22.7) | (76.9) | (40.0) | (40.0) | (40.0) |
| Div Paid               | (24.0) | (24.0) | (33.6) | (28.7) | (31.7) |
| Chg in Gross Debt      | 63.2   | (393)  | 0.0    | 0.0    | 0.0    |
| Capital Issues         | 5.76   | 0.0    | 0.0    | 0.0    | 0.0    |
| Other Financing CF     | (23.8) | (60.8) | 0.0    | 0.0    | 0.0    |
| Net Financing CF       | 21.2   | (478)  | (33.6) | (28.7) | (31.7) |
| Currency Adjustments   | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| Chg in Cash            | 157    | (86.9) | 66.1   | 59.7   | 12.9   |
| Opg CFPS (sen)         | 30.2   | 22.4   | 25.7   | 25.2   | 28.0   |
| Free CFPS (sen)        | 25.5   | 80.1   | 20.7   | 18.3   | 9.24   |

Source: Company, AllianceDBS

# **Target Price & Ratings History**



| S.No. | Date of<br>Report | Clos ing<br>Price | Target<br>Price | Rating |
|-------|-------------------|-------------------|-----------------|--------|
| 1:    | 30 Aug 17         | 2.85              | 3.60            | BUY    |
| 2:    | 09 Oct 17         | 2.84              | 3.60            | BUY    |
| 3:    | 21 Nov 17         | 2.77              | 3.60            | BUY    |
| 4:    | 30 Nov 17         | 2.80              | 3.60            | BUY    |
| 5:    | 01 Mar 18         | 3.10              | 3.60            | BUY    |
| 6:    | 14 May 18         | 3.02              | 3.42            | BUY    |
| 7:    | 31 May 18         | 2.95              | 3.42            | BUY    |

**Note**: Share price and Target price are adjusted for corporate actions.

Source: AllianceDBS Analyst: Tjen San CHONG AllianceDBS recommendations are based an Absolute Total Return\* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

BUY (>15% total return over the next 12 months for small caps, >10% for large caps)

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

**FULLY VALUED** (negative total return i.e. > -10% over the next 12 months)

SELL (negative total return of > -20% over the next 3 months, with identifiable catalysts within this time frame)

Share price appreciation + dividends

Completed Date: 24 Jul 2018 10:08:18 (MYT) Dissemination Date: 24 Jul 2018 17:16:53 (MYT)

Sources for all charts and tables are AllianceDBS unless otherwise specified.

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