

Genting Singapore (GENS SP)

Stay in the game

Reiterate BUY and SGD1.46 TP

Since GENS reported 4Q17 EBITDA fell 20% QoQ, its share price has tumbled 14%. Adjusting for normal VIP win rate and non-recurring items, 4Q17 EBITDA would have been 11% higher and a comfortable 24% of our FY18 forecast. In our view, all signals point to the VIP and mass markets improving going forward and GENS' current share price is unjustified as it implies 'crisis' valuations. Our unchanged SGD1.46 TP is based on 12x FY18 EV/EBITDA, in-line with the 9-year 12M forward EV/EBITDA mean.

4Q17 fundamentals were actually not bad

4Q17 EBITDA of SGD255.1m was negatively impacted by a lower than average VIP win rate of 2.7% coupled with provisions for staff bonuses, more events and inventory write-offs of -SGD20m. Adjusting for normal VIP win rate and the aforementioned items, we estimate 4Q17 EBITDA would have been 11% higher at SGD285m (-7% QoQ) or a comfortable 24% of our FY18 forecast. VIPs are also repaying their debts quicker with 4Q17 VIP volume velocity at a record high.

VIP and mass markets improving, in our view

Our conversations with industry participants reveal that the Macau VIP market recovery (2M18 Macau VIP GGR: +21% YoY) has and will spill over to the Singaporean one, Resorts World Sentosa (RWS) included. Regarding the higher margin mass market, we expect it to continue recovering in tandem with consumer sentiment in Singapore. Also, we do not discount the possibility that RWS may regain more mass market GGR share than expected thanks to the recovering MYR and new premium mass offerings.

Share price unjustifiably implies 'crisis' valuations

Our earnings estimates are little changed (FY18: -0%, FY19: -0%, FY20: +0%) as our major assumptions are unchanged. Currently, GENS is trading at only 9x FY18 EV/EBITDA or -1 SD to the 12M forward EV/EBITDA mean. The last time GENS traded at these valuations was when it suffered large derivative losses, foreign-exchange losses and impairments of trade receivables. As its earnings quality is a lot better today, we opine that GENS should trade at at least mean valuations (9-year 12M forward EV/EBITDA mean: 12x).

FYE Dec (SGD m)	FY16A	FY17A	FY18E	FY19E	FY20E
Revenue	2,228	2,393	2,457	2,560	2,667
EBITDA	779	1,151	1,179	1,222	1,268
Core net profit	285	648	743	787	837
Core FDEPS (cts)	2.4	5.4	6.2	6.5	6.9
Core FDEPS growth(%)	7.1	127.1	14.7	5.9	6.3
Net DPS (cts)	3.0	3.5	3.5	3.5	3.5
Core FD P/E (x)	48.1	21.2	18.5	17.5	16.4
P/BV (x)	1.9	1.8	1.8	1.7	1.6
Net dividend yield (%)	2.6	3.1	3.1	3.1	3.1
ROAE (%)	7.3	8.2	9.8	9.9	10.0
ROAA (%)	2.4	6.2	7.7	8.1	8.6
EV/EBITDA (x)	8.9	11.3	8.9	8.2	7.4
Net gearing (%) (incl perps)	net cash	net cash	net cash	net cash	net cash
Consensus net profit	-	-	753	788	818
MKE vs. Consensus (%)	-	-	(1.2)	(0.0)	2.4

Yin Shao Yang
samuel.y@maybank-ib.com
(603) 2297 8916

BUY

Share Price	SGD 1.14
12m Price Target	SGD 1.46 (+28%)
Previous Price Target	SGD 1.46

Company Description

Owns and operates Resorts World Sentosa, one of two integrated resorts in Singapore.

Statistics

52w high/low (SGD)	1.39/1.03
3m avg turnover (USDm)	34.7
Free float (%)	46.8
Issued shares (m)	12,094
Market capitalisation	SGD13.8B
	USD10.5B

Major shareholders:

Genting Bhd.	52.5%
The Vanguard Group, Inc.	1.2%
BlackRock Fund Advisors	0.8%

Price Performance



	-1M	-3M	-12M
Absolute (%)	2	(15)	10
Relative to index (%)	3	(13)	2

Source: FactSet

4Q17 fundamentals were actually not bad

1Q17-3Q17 EBITDA were +vely impacted by ‘good luck’

Since GENS reported 4Q17 EBITDA of SGD255.1m, down 20% QoQ, its share price has tumbled 14%. In this segment, we normalise its VIP win rates for the theoretical average of 2.85% and adjust for any non-recurring items to arrive at VIP win rate normalised EBITDAs to more accurately gauge GENS’ earnings quality. Note that 1Q17-3Q17 EBITDA (item B in Fig 1) were positively impacted by higher-than-average VIP win rates of 3.0%-3.1% (item C in Fig 1). Adjusting for normal VIP win rates, we estimate 1Q17-3Q17 EBITDA would have been lower (item K in Fig 1).

Fig 1: GENS VIP win rate normalised EBITDA (SGDm)

	Legend	1Q17	2Q17	3Q17	4Q17
GENS total revenue		586.6	596.1	629.9	580.1
- RWS VIP GGR *	A	200.7	187.4	227.7	201.4
- RWS MM GGR *		372.7	371.7	366.8	377.8
- RWS direct VIP rebates *		(139.0)	(116.8)	(142.5)	(161.6)
- RWS non-gaming		151.4	152.7	177.1	162.1
- Others		0.8	1.1	0.7	0.4
GENS EBITDA	B	283.2	292.7	320.1	255.1
- RWS EBITDA		286.5	297.5	325.5	262.5
- Other EBITDA		(3.3)	(4.8)	(5.4)	(7.4)
Estimated RWS VIP win rate	C	3.0%	3.0%	3.1%	2.7%
Estimated RWS VIP volume	D=A/C	6,802.9	6,246.0	7,389.0	7,458.8
Normalised RWS VIP GGR	E=DX2.85%	193.9	178.0	210.6	212.6
Variance between normalised and actual RWS VIP GGR	F=E-D	(6.8)	(9.4)	(17.1)	11.2
Gaming tax impact on variance between normalised and actual RWS VIP GGR	G=-12%XF	0.8	1.1	2.1	(1.3)
Net impact of normalisation of RWS VIP win rate on RWS EBITDA	H=F+G	(6.0)	(8.2)	(15.1)	9.8
Normalised GENS EBITDA I	I=B+H	277.2	284.5	305.0	265.0
Bonus, events, inventory write-off	J	-	-	-	20.0
Normalised GENS EBITDA II	K=I+J	277.2	284.5	305.0	285.0

* Estimates based on data points provided by GENS

Source: Company, Maybank Kim Eng

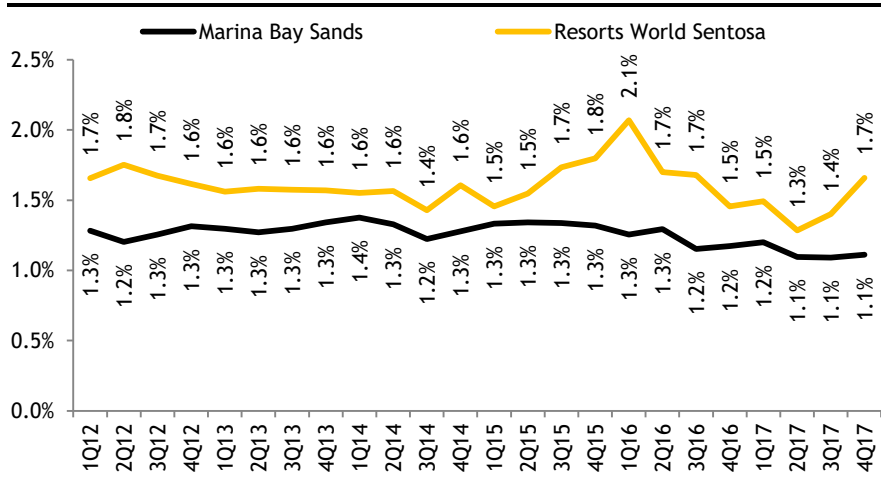
4Q17 normalised EBITDA would have been 11% higher

Conversely, 4Q17 EBITDA was negatively impacted by a lower-than-average VIP win rate of 2.7% coupled with provisions for staff bonuses, more events (Halloween Horror Nights, Flying Through Time, Christmas parties) and inventory write-offs of ~SGD20m (incurred when renovating gaming areas into Melati Club, Maxims Premium Slots and other premium mass gaming areas). Adjusting for normal VIP win rate and the aforementioned non-recurring items, we estimate 4Q17 EBITDA would have been 11% higher at SGD285m or a comfortable 24% of our FY18 forecast. 4Q17 normalised EBITDA would be -7% QoQ, lower than the headline -20% QoQ.

Higher direct VIP rebate rates QoQ not structural

The one negative observation we can make is 4Q17 direct VIP rebate rate as a percentage of VIP volume inched up ~25bps to 1.7%. That said, GENS stated it did not actually raise its direct VIP rebate rates per se, which has been unchanged since May 2017. It welcomed more high-end VIPs whose direct VIP rebate rates commence at higher levels as compared to low to mid-end VIPs. As GENS seeks to widen its VIP base to include more low to mid-end VIPs, it does not expect a structural increase in its direct VIP rebate rates.

Fig 2: Estimated direct VIP rebate rates as % of VIP volume

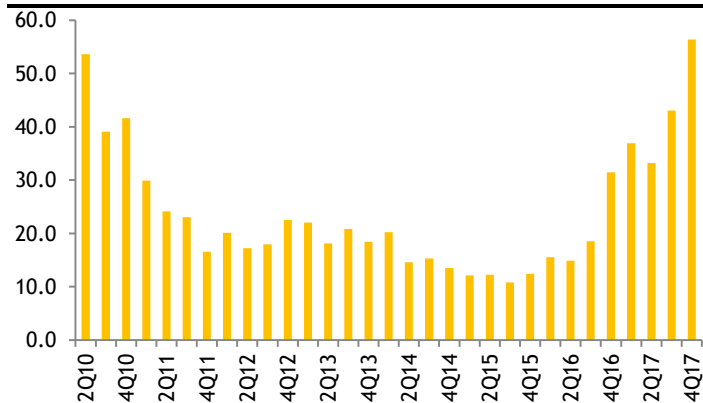


Source: Company, Las Vegas Sands, Maybank Kim Eng

VIPs are repaying their debts quicker as well

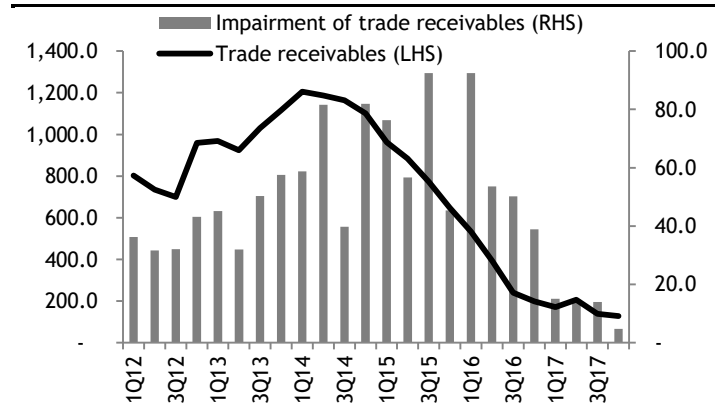
At first glance, GENS’ record low trade receivables balance of SGD126.9m as at end-4Q17 indicates GENS has tightened its credit extension policy. But we understand this is not the case. Rather, its VIPs are repaying their debts quicker, which results in a low trade receivable balance. Measuring RWS VIP volume velocity (RWS VIP volume/average RWS trade receivables balance), which measures how much VIP volume is generated from every SGD of credit extended, we note it has hit a record high of 56x. It then follows RWS can generate more VIP volume by loosening its credit-extension policy further.

Fig 3: RWS VIP volume velocity (x)



Source: Company

Fig 4: GENS trade receivables vs impairments (SGDm)



Source: Company

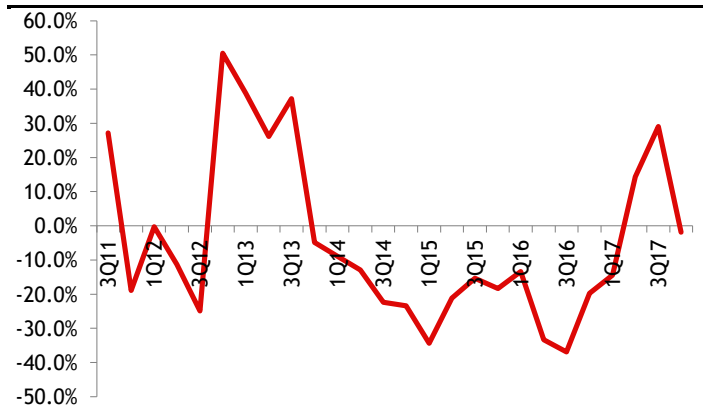
VIP and mass markets improving, in our view

YoY easing in 4Q17 industry VIP volume easily explainable

Detractors point out that industry VIP volume (Marina Bay Sands and Resorts World Sentosa) eased 2% YoY in 4Q17 after growing 14% YoY in 2Q17 and 29% YoY in 3Q17 (Fig 5). By extension, they conclude that the scope for potential earnings upgrades for GENS may be narrowing. That said, note that 4Q17 RWS VIP volume grew -10% YoY to SGD7.5b. Instead, the decline in 4Q17 industry VIP volume was due to Marina Bay Sands (-8% YoY). Therefore, we are not overly concerned and posit two possible reasons for 4Q17 industry VIP volume easing 2% YoY.

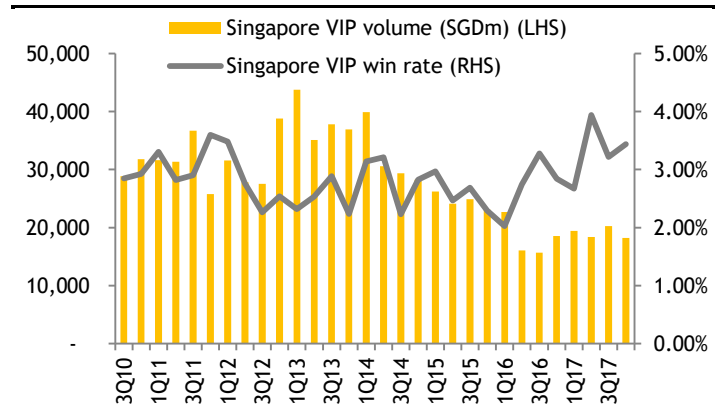
- High Marina Bay Sands (MBS) VIP win rate** - VIP volume and win rate are inversely correlated (Fig 6). VIP volume is the product of buy-in and number of times the buy-in is rolled. If VIP win rate is high (casino wins more and VIPs lose more), the number of times VIPs roll their buy-ins will fall resulting in lower VIP volume. This is what we gather happened to MBS in 4Q17 as its VIP win rate then of 3.95% was the second highest in its history (Fig 7). As MBS VIP win rate normalises to lower levels, we expect MBS and industry VIP volume growth to revert to higher levels going forward.
- Naga 2 opening** - Our conversations with NagaCorp (3918 HK, Not Rated) and junkets reveal that the opening of Naga 2 in Phnom Penh, Cambodia in Nov 2017 temporarily diverted a lot of South East Asian VIPs to there, especially those from Malaysia and Singapore. That said, we understand that the initial ‘euphoria’ subsided in 1Q18 and the aforementioned South East Asian VIPs have returned to gambling in Malaysia and Singapore (Fig 8). Again, we expect industry VIP volume growth to revert to higher levels going forward.

Fig 5: Estimated Singapore VIP volume chg YoY (%)



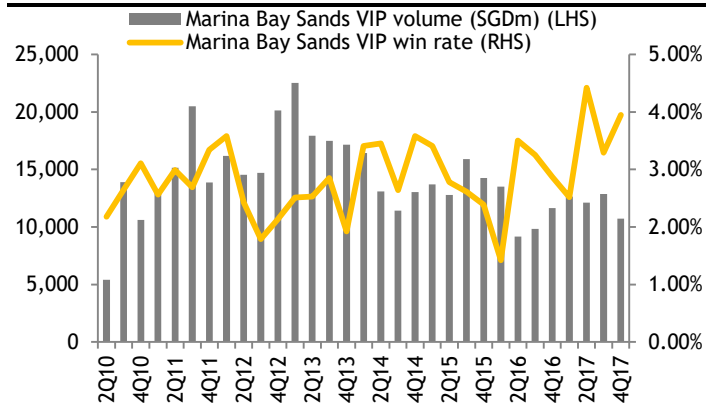
Source: Company, Las Vegas Sands, Maybank Kim Eng

Fig 6: Singapore VIP volume vs win rate (R²: -0.25)



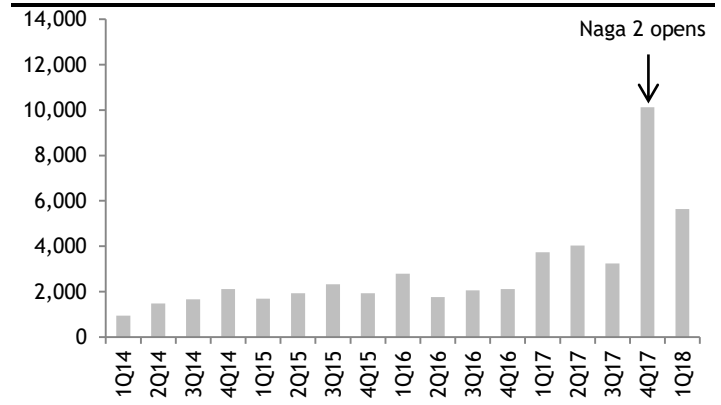
Source: Company, Las Vegas Sands, Maybank Kim Eng

Fig 7: Marina Bay Sands VIP volume vs win rate (R²: -0.25)



Source: Las Vegas Sands

Fig 8: NagaCorp VIP volume (USDm)

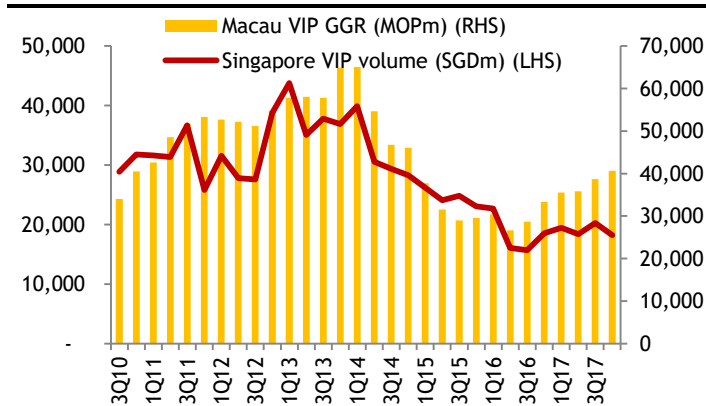


Source: NagaCorp

VIP outlook still +ve judging from Macau

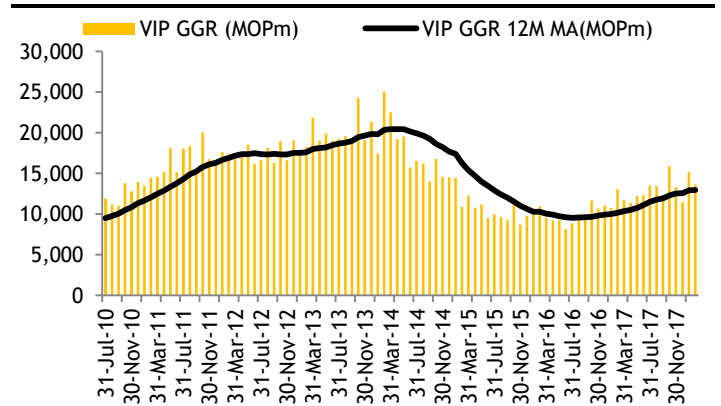
We believe the Macau VIP market recovery will continue to spill over to the Singaporean one. Our conversations with industry participants reveal that the return of Chinese VIPs to Macau (2M18 Macau VIP GGR: +21% YoY), thanks to improving macro-economic fundamentals in China, has and will spill over to other Asian casinos (Singaporean ones included). In the words of an industry participant that we spoke to, “Macau is the source market of Chinese VIPs. All Chinese VIPs that gamble in Australia, Singapore and the Philippines today all started out in Macau. When the Macau VIP market recovers, we benefit as well”.

Fig 9: Singapore VIP volume vs Macau VIP GGR (R²: 0.82)



Source: Company, Las Vegas Sands, Gaming Inspection & Coordination Bureau

Fig 10: Macau VIP GGR (MOPm)



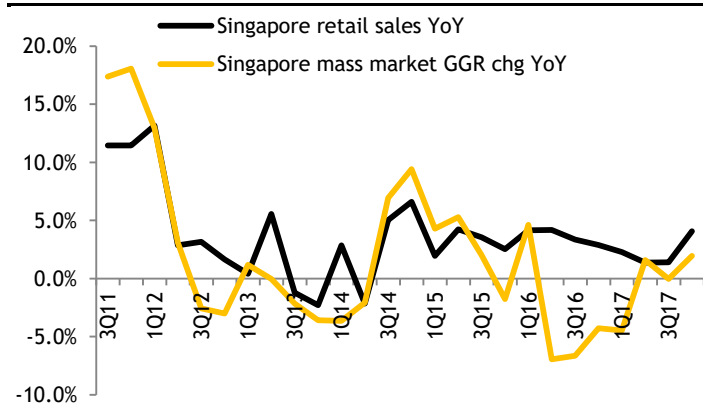
Source: Gaming Inspection & Coordination Bureau, Maybank Kim Eng

Returning to Fig 3 and 4, we reiterate our view that RWS can generate a lot more VIP volume by loosening its credit extension policy further. GENS aims to grow RWS VIP volume per day from -SGD80m currently to -SGD100m over the next 2-3 years. We forecast FY18 RWS VIP volume to grow 15% YoY to SGD32b premised on: (i) FY18 industry VIP volume growth of 5% YoY; and (ii) FY18 VIP volume share of 40% or up 3ppts YoY (4Q17: 41%). To be fair, we forecast FY18 VIP GGR to grow by a slightly narrower 12% YoY as we assume FY18 VIP win rate of 2.85% or 8bps lower YoY.

Recovering MYR and new offerings to boost mass market

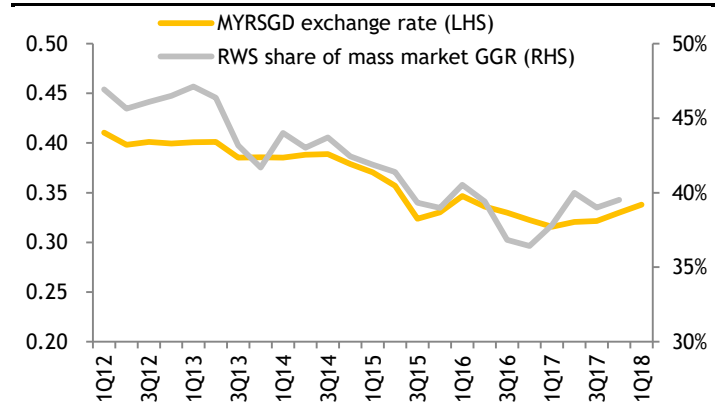
On the higher margin mass market (MM), we expect it to continue to stabilise. Consumer sentiment in Singapore, as exhibited by retail sales, has been recovering and this has translated into industry MM GGR ceasing to contract YoY since 2Q17. As Singapore’s GDP (FY18E: +3.1%, FY17: +3.6%) continues to grow, we expect industry MM GGR to continue to stabilise. We forecast FY18 RWS MM GGR to grow 2% YoY to SGD1.5b premised on: (i) flattish FY18 industry MM growth; and (ii) FY18 mass market GGR share of 40% or up 1ppt YoY (4Q17: 40%) before growing 5ppts p.a. in FY19 and FY20.

Fig 11: Singapore MM GGR vs retail sales chg YoY (R²: 0.78)



Source: Company, Las Vegas Sands, Maybank Kim Eng, Department Of Statistics

Fig 12: RWS MM GGR share vs MYR/SGD (R²: 0.94)



Source: Company, Las Vegas Sands, Maybank Kim Eng

We do not discount the possibility that RWS may regain more MM GGR share than expected. Our research indicates a strong correlation between RWS MM GGR share and the MYR/SGD exchange rate (Fig 12). We understand that this is because RWS has more Malaysian gamblers than MBS due to its Genting heritage. As the MYR/SGD exchange rate has been recovering (MYR0.34/SGD1.00 currently), RWS may continue to regain MM GGR share in the near future. Our sensitivity analysis indicates that every 1ppt gain in RWS MM GGR share will accrete 4% to our EPS estimates.

Towards the goal of regaining MM GGR share, RWS: (i) introduced Melati Club in 4Q17 - a premium mass gaming area named after one of the national flowers of Indonesia. Despite its name, we understand that its design and layout is similar to Galaxy Macau with high ceilings and gold gildings and is also increasingly popular with Chinese premium mass gamblers; (ii) introduced Maxims Premium Slots Club in 1Q18; and (iii) upgraded and renovated its other premium mass gaming areas in 4Q17.

Maintain BUY and SGD1.46 TP

Share price unjustifiably implies 'crisis' valuations

Our earnings estimates are little changed (FY18: -0%, FY19: -0%, FY20: +0%) as we have maintained our major assumptions, as detailed below in Fig 13. Similarly, our EV/EBITDA-based TP of SGD1.46 premised on an unchanged 12x FY18 EV/EBITDA (9-year 12M forward EV/EBITDA mean: 12x) is also virtually unchanged (Fig 14). With a whopping 28% upside potential, maintain BUY on GENS. We continue to like GENS for its earnings quality, deep value and potential to secure a Japanese casino licence in FY19. GENS is trading at 9x FY18 EV/EBITDA or -1 SD to the 12M forward EV/EBITDA mean, which we opine is unjustified.

Fig 13: Major assumptions

SGDm	FY15A*	FY16A*	FY17A*	FY18E	FY19E	FY20E
Industry VIP volume (A)	98,229.1	72,979.4	76,243.5	80,055.7	84,058.4	88,261.4
RWS share of VIP volume (B)	42.4%	39.5%	36.6%	40.0%	40.0%	40.0%
RWS VIP volume (C=AXB)	41,614.8	28,851.4	27,896.7	32,022.3	33,623.4	35,304.5
RWS VIP win rate (D)	2.38%	2.68%	2.93%	2.85%	2.85%	2.85%
RWS VIP GGR (E=CXD)	991.8	774.6	817.2	912.6	958.3	1,006.2
Direct VIP rebate rate as % of VIP volume	1.6%	1.8%	1.5%	1.5%	1.5%	1.5%
Industry mass market GGR (F)	3,956.0	3,824.7	3,811.2	3,811.2	4,001.7	4,201.8
RWS share of mass market GGR (G)	40.4%	38.4%	39.1%	40.0%	40.0%	40.0%
RWS mass market GGR (H=FXG)	1,597.8	1,466.8	1,489.0	1,524.5	1,600.7	1,680.7
Impairment loss on trade receivables	270.7	235.1	48.3	31.0	34.6	36.4
As % of VIP GGR	27.3%	30.4%	5.9%	3.4%	3.6%	3.6%

* Estimates based on data points provided by GENS

Source: Company, Maybank Kim Eng

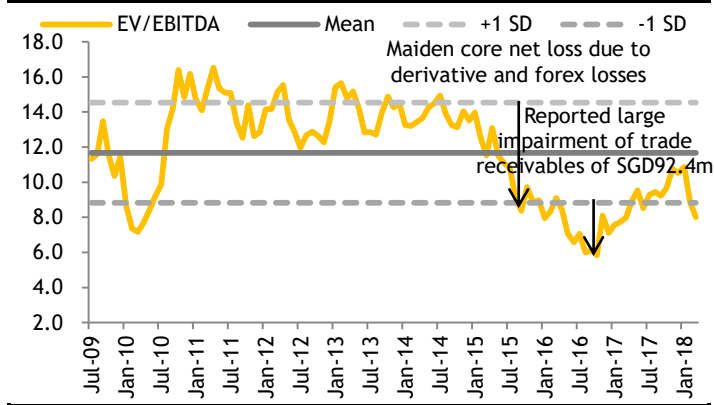
Fig 14: GENS EV/EBITDA valuation

SGDm	EBITDA	EV/EBITDA	EV	EV/sh Comments
RWS	1,200.1	12.0	14,401.7	1.20 FY18E
Others	(20.9)	12.0	(250.7)	(0.02) FY18E
Net cash/(debt)			3,211.4	0.27 End-FY18E
AFS financial assets			217.3	0.02 Cost
Equity value			17,579.7	1.46

Source: Maybank Kim Eng

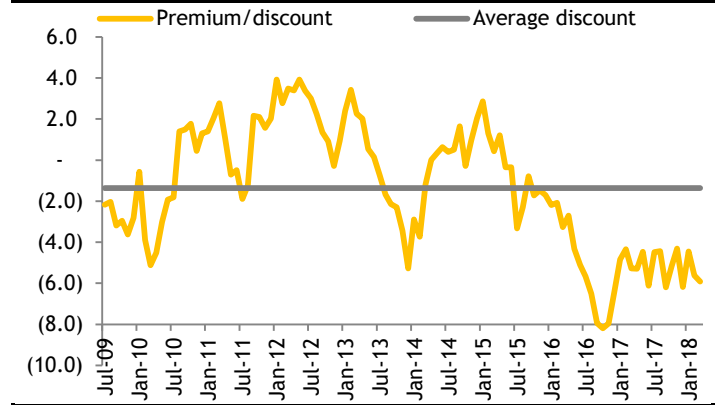
The last time GENS traded at such cheap valuations was from mid-FY15 to mid-FY17 (Fig 15) when GENS reported net losses due to derivative losses coupled with large foreign exchange losses and impairments of trade receivables (Fig 4). As GENS no longer suffers derivative losses and its foreign exchange losses and impairments of trade receivables of late have been negligible (4Q17 impairment of trade receivables of SGD4.7m was a record low), we opine that GENS should trade at least in line with its mean valuations. GENS is trading at 12M forward EV/EBITDA of 9x, which is well below 15x for the Macau casino operators average. This discount is 6x EV/EBITDA multiples (40%), which is close to the all-time widest discount of 8x.

Figure 15: GENS 12M forward EV/EBITDA (x)



Source: Company, Maybank Kim Eng, Bloomberg

Figure 16: GENS vs Macau average 12M forward EV/EBITDA (x)

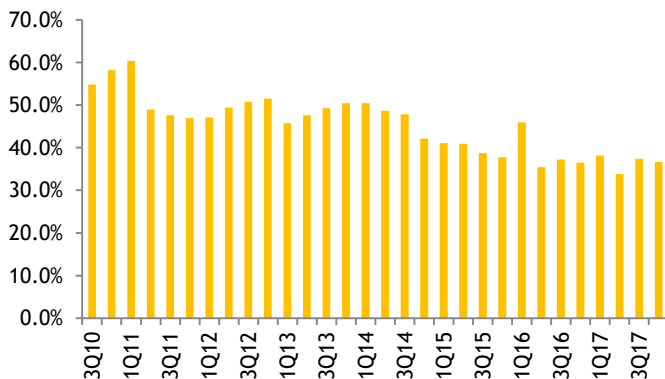


Source: Company, Maybank Kim Eng, Bloomberg

Value Proposition

- Owns and operates Resorts World Sentosa (RWS), one of two integrated resorts in Singapore.
- ROE < WACC due to VIP market slowdown driven by Chinese economic slowdown.
- That said, confident of declaring annual DPS of SGD0.035 p.a. going forward.
- Will consider expanding into other markets (e.g. Japan) if projected IRR > 15% and group ROEs return to > 10%.
- Redeemed SGD2.3b perpetual securities in Sep/Oct 2017 but raising JPY bonds to finance a potential Japanese casino license.

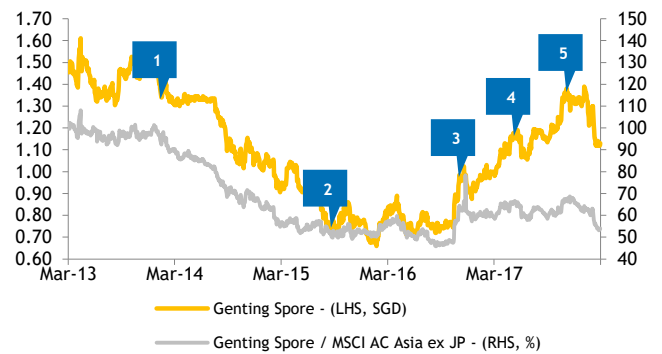
Share of Singapore gross gaming revenue



Source: Company

Price Drivers

Historical share price trend



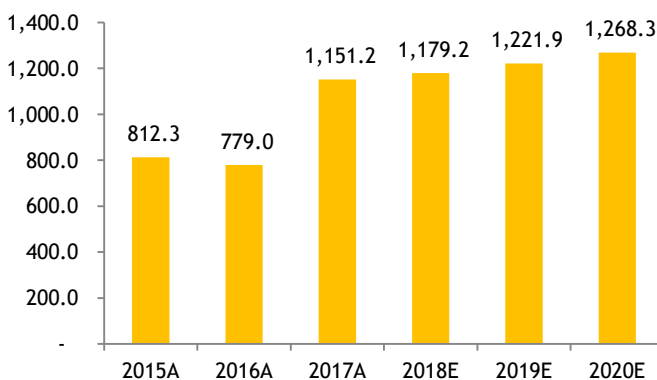
Source: Company, FactSet, Maybank Kim Eng

- Singapore VIP market deteriorated due to high previous year base and fewer Chinese VIPs.
- Reported 2Q15 net loss due to derivative and foreign exchange losses.
- Declared maiden interim DPS of 1.5cents/Japanese Diet passed the IR Promotion Bill.
- Reported 1Q17 core net profit of >SGD150m due to lower than expected direct VIP rebate rates.
- Reported 3Q17 core net profit of >SGD175m due to higher than expected VIP volume.

Financial Metrics

- Key financial metric is EBITDA. Most casino operators are valued on EV/EBITDA basis.
- FY17 EBITDA surged 48% YoY on normalised VIP win rate and fewer bad debts.
- Assuming normalised VIP win rate of 2.85% in the long run, forecast steady state EBITDA of SGD1.2b-SGD1.3b.
- Recurring capex light at SGD120m-SGD135m p.a. or -5% of net revenue.
- Balance sheet in net cash position of SGD2.7b or SGD0.23/share as at end-4Q17.

EBITDA (SGDm)



Source: Company, Maybank Kim Eng

Swing Factors

Upside

- VIP win rate - If VIP win rate is above theoretical levels, it can positively influence earnings.
- Local mass market base - Singaporeans account for the majority of mass market gamblers and are more resilient.
- VIP: mass market mix - Tilt towards mass market will expand margins due to less commissions and rebates.

Downside

- VIP win rate - If VIP win rate is below theoretical levels, it can negatively influence earnings.
- Bad debts - Chinese account for the majority of VIPs but gambling debts are not enforceable in China.
- Regional expansion - new jurisdictions often require high capex commitments without guaranteeing returns.

FYE 31 Dec	FY16A	FY17A	FY18E	FY19E	FY20E
Key Metrics					
P/E (reported) (x)	17.7	22.6	18.5	17.4	16.4
Core P/E (x)	48.0	21.2	18.5	17.4	16.4
Core FD P/E (x)	48.1	21.2	18.5	17.5	16.4
P/BV (x)	1.9	1.8	1.8	1.7	1.6
P/NTA (x)	1.9	1.9	1.8	1.7	1.6
Net dividend yield (%)	2.6	3.1	3.1	3.1	3.1
FCF yield (%)	7.5	8.6	6.7	7.2	7.4
EV/EBITDA (x)	8.9	11.3	8.9	8.2	7.4
EV/EBIT (x)	14.4	15.0	11.7	10.6	9.5

INCOME STATEMENT (SGD m)

Revenue	2,228.1	2,392.6	2,456.6	2,559.6	2,667.3
EBITDA	779.0	1,151.2	1,179.2	1,221.9	1,268.3
Depreciation	(296.7)	(282.9)	(282.9)	(282.9)	(282.9)
EBIT	482.3	868.3	896.3	939.0	985.4
Net interest income / (exp)	39.3	35.4	8.5	17.4	29.1
Associates & JV	(6.2)	3.4	0.0	0.0	0.0
Exceptionals	(18.8)	(47.1)	0.0	0.0	0.0
Pretax profit	496.6	860.0	904.9	956.4	1,014.5
Income tax	(112.1)	(174.5)	(161.4)	(169.3)	(177.5)
Minorities	0.0	0.0	0.0	0.0	0.0
Perpetual securities	(118.2)	(84.6)	0.0	0.0	0.0
Discontinued operations	266.3	0.0	0.0	0.0	0.0
Reported net profit	532.7	601.0	743.5	787.1	837.0
Core net profit	285.1	648.1	743.5	787.1	837.0
Preferred Dividends	0.0	0.0	0.0	0.0	0.0

BALANCE SHEET (SGD m)

Cash & Short Term Investments	5,066.5	3,951.2	4,224.3	4,378.8	4,578.0
Accounts receivable	197.7	126.9	141.7	148.8	156.3
Inventory	61.5	48.6	49.9	52.0	54.2
Property, Plant & Equip (net)	5,241.6	5,068.9	4,908.8	4,753.8	4,604.3
Intangible assets	146.3	124.8	124.8	124.8	124.8
Investment in Associates & JVs	50.9	54.3	54.3	54.3	54.3
Other assets	681.7	232.2	220.4	220.4	220.4
Total assets	11,446.3	9,606.8	9,724.2	9,732.9	9,792.2
ST interest bearing debt	185.6	203.1	388.6	388.6	0.2
Accounts payable	349.7	462.7	476.1	498.6	521.5
LT interest bearing debt	978.4	1,012.9	624.3	235.8	235.5
Other liabilities	402.0	487.0	472.0	481.0	490.0
Total Liabilities	1,916.0	2,165.3	1,960.5	1,603.5	1,247.2
Shareholders Equity	7,221.9	7,441.6	7,763.7	8,129.4	8,545.1
Minority Interest	0.0	0.0	0.0	0.0	0.0
Total shareholder equity	7,221.9	7,441.6	7,763.7	8,129.4	8,545.1
Perpetual securities	2,308.3	0.0	0.0	0.0	0.0
Total liabilities and equity	11,446.3	9,606.8	9,724.2	9,732.9	9,792.2

CASH FLOW (SGD m)

Pretax profit	496.6	860.0	904.9	956.4	1,014.5
Depreciation & amortisation	296.7	282.9	282.9	282.9	282.9
Adj net interest (income)/exp	(39.3)	(35.4)	(8.5)	(17.4)	(29.1)
Change in working capital	168.2	97.7	(2.7)	13.3	13.2
Cash taxes paid	(64.4)	(78.2)	(176.4)	(160.2)	(168.0)
Other operating cash flow	307.0	128.9	41.9	41.9	41.9
Cash flow from operations	1,164.8	1,255.9	1,042.0	1,116.9	1,155.4
Capex	(138.1)	(78.3)	(122.8)	(128.0)	(133.4)
Free cash flow	1,026.7	1,177.6	919.2	988.9	1,022.1
Dividends paid	(360.4)	(360.8)	(421.4)	(421.4)	(421.4)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Perpetual securities	0.0	(2,300.0)	0.0	0.0	0.0
Change in Debt	(467.3)	28.9	(203.1)	(388.6)	(388.6)
Perpetual securities distribution	(118.2)	(117.9)	0.0	0.0	0.0
Other invest/financing cash flow	(166.2)	510.2	(21.6)	(24.5)	(12.9)
Effect of exch rate changes	46.8	(67.5)	0.0	0.0	0.0
Net cash flow	(38.6)	(1,129.5)	273.1	154.5	199.3

FYE 31 Dec	FY16A	FY17A	FY18E	FY19E	FY20E
Key Ratios					
Growth ratios (%)					
Revenue growth	(7.2)	7.4	2.7	4.2	4.2
EBITDA growth	(4.1)	47.8	2.4	3.6	3.8
EBIT growth	3.0	80.0	3.2	4.8	4.9
Pretax growth	77.8	73.2	5.2	5.7	6.1
Reported net profit growth	608.5	12.8	23.7	5.9	6.3
Core net profit growth	6.6	127.3	14.7	5.9	6.3
Profitability ratios (%)					
EBITDA margin	35.0	48.1	48.0	47.7	47.6
EBIT margin	21.6	36.3	36.5	36.7	36.9
Pretax profit margin	22.3	35.9	36.8	37.4	38.0
Payout ratio	67.6	70.0	56.7	53.5	50.3
DuPont analysis					
Net profit margin (%)	23.9	25.1	30.3	30.8	31.4
Revenue/Assets (x)	0.2	0.2	0.3	0.3	0.3
Assets/Equity (x)	1.6	1.3	1.3	1.2	1.1
ROAE (%)	7.3	8.2	9.8	9.9	10.0
ROAA (%)	2.4	6.2	7.7	8.1	8.6
Liquidity & Efficiency					
Cash conversion cycle	(11.7)	(77.4)	(98.7)	(97.0)	(97.0)
Days receivable outstanding	68.2	24.4	19.7	20.4	20.6
Days inventory outstanding	14.7	16.0	13.9	13.7	13.7
Days payables outstanding	94.7	117.8	132.3	131.2	131.3
Dividend cover (x)	1.5	1.4	1.8	1.9	2.0
Current ratio (x)	9.2	4.8	4.2	4.2	6.6
Leverage & Expense Analysis					
Asset/Liability (x)	6.0	4.4	5.0	6.1	7.9
Net gearing (%) (incl perps)	net cash	net cash	net cash	net cash	net cash
Net gearing (%) (excl. perps)	net cash	net cash	net cash	net cash	net cash
Net interest cover (x)	na	na	na	na	na
Debt/EBITDA (x)	1.5	1.1	0.9	0.5	0.2
Capex/revenue (%)	6.2	3.3	5.0	5.0	5.0
Net debt/ (net cash)	(3,902.5)	(2,735.2)	(3,211.4)	(3,754.4)	(4,342.3)

Source: Company; Maybank

Research Offices

REGIONAL

Sadiq CURRIMBHOY

Regional Head, Research & Economics
(65) 6231 5836
sadiq@maybank-ke.com.sg

WONG Chew Hann, CA

Regional Head of Institutional Research
(603) 2297 8686
wchewh@maybank-ib.com

ONG Seng Yeow

Regional Head of Retail Research
(65) 6231 5839
ongsengyeow@maybank-ke.com.sg

TAN Sin Mui

Director of Research
(65) 6231 5849
sinmui@kimeng.com.hk

ECONOMICS

Suhaimi ILIAS

Chief Economist
Malaysia | Philippines | China
(603) 2297 8682
suhaimi_ilias@maybank-ib.com

CHUA Hak Bin

Regional Thematic Macroeconomist
(65) 6231 5830
chuahb@maybank-ke.com.sg

LEE Ju Ye

Singapore
(65) 6231 5844
leejuy@maybank-ke.com.sg

Dr Zamros DZULKAFLI

(603) 2082 6818
zamros.d@maybank-ib.com

Ramesh LANKANATHAN

(603) 2297 8685
ramesh.l@maybank-ib.com

FX

Saktiandi SUPAAT

Head, FX Research
(65) 6320 1379
saktiandi@maybank.com.sg

Christopher WONG

(65) 6320 1347
wongkl@maybank.com.sg

Leslie TANG

(65) 6320 1378
leslietang@maybank.com.sg

Fiona LIM

(65) 6320 1374
fionalim@maybank.com.sg

STRATEGY

Sadiq CURRIMBHOY

Global Strategist
(65) 6231 5836
sadiq@maybank-ke.com.sg

Willie CHAN

Hong Kong / Regional
(852) 2268 0631
williechan@kimeng.com.hk

FIXED INCOME

Winson Phoon, ACA

(65) 6231 5831
winsonphoon@maybank-ke.com.sg

Se Tho Mun Yi

(603) 2074 7606
munyi.st@maybank-ib.com

MALAYSIA

WONG Chew Hann, CA Head of Research

(603) 2297 8686 wchewh@maybank-ib.com
• Strategy

Desmond CH'NG, ACA

(603) 2297 8680
desmond.chng@maybank-ib.com
• Banking & Finance

LIAW Thong Jung

(603) 2297 8688 tjliaw@maybank-ib.com
• Oil & Gas Services- Regional

ONG Chee Ting, CA

(603) 2297 8678 ct.ong@maybank-ib.com
• Plantations - Regional

Mohshin AZIZ

(603) 2297 8692 mohshin.aziz@maybank-ib.com
• Aviation - Regional • Petrochem

YIN Shao Yang, CPA

(603) 2297 8916 samuel.y@maybank-ib.com
• Gaming - Regional • Media

TAN Chi Wei, CFA

(603) 2297 8690 chiwei.t@maybank-ib.com
• Power • Telcos

WONG Wei Sum, CFA

(603) 2297 8679 weisum@maybank-ib.com
• Property

LEE Yen Ling

(603) 2297 8691 lee.yl@maybank-ib.com
• Building Materials • Glove • Ports • Shipping

Ivan YAP

(603) 2297 8612 ivan.yap@maybank-ib.com
• Automotive • Semiconductor • Technology

Kevin WONG

(603) 2082 6824 kevin.wong@maybank-ib.com
• REITs • Consumer Discretionary

LIEW Wei Han

(603) 2297 8676 weihan.l@maybank-ib.com
• Consumer Staples

Adrian WONG

(603) 2297 8675 adrian.wkj@maybank-ib.com
• Constructions • Healthcare

Jade TAM

(603) 2297 8687 jade.tam@maybank-ib.com
• Media • Building Materials

Mohd Hafiz Hassan

(603) 2082 6819 mohdhafiz.ha@maybank-ib.com
• Small & Mid Caps

TEE Sze Chiah Head of Retail Research

(603) 2082 6858 szechiah.t@maybank-ib.com

Nik Ihsan Raja Abdullah, MSTA, Cfte

(603) 2297 8694
nikmohdihsan.ra@maybank-ib.com

SINGAPORE

Neel SINHA Head of Research

(65) 6231 5838 neelsinha@maybank-ke.com.sg
• Strategy
• SMID Caps - Regional

CHUA Su Tye

(65) 6231 5842 chuasutye@maybank-ke.com.sg
• REITs

Derrick HENG, CFA

(65) 6231 5843 derrickheng@maybank-ke.com.sg
• Property • REITs (Office)

Luis HILADO

(65) 6231 5848 luishilado@maybank-ke.com.sg
• Telcos

John CHEONG, CFA

(65) 6231 5845 johncheong@maybank-ke.com.sg
• Small & Mid Caps • Healthcare • Transport

NG Li Hiang

(65) 6231 5840 nglhiang@maybank-ke.com.sg
• Banks

LAI Gene Lih

(65) 6231 5832 laigenetih@maybank-ke.com.sg
• Technology

HONG KONG / CHINA

Christopher WONG

(852) 2268 0652
christopherwong@kimeng.com.hk
• HK & China Properties

Jacqueline KO, CFA

(852) 2268 0633 jacquelineko@kimeng.com.hk
• Consumer Staples & Durables

Ka Leong LO, CFA

(852) 2268 0630 kll@kimeng.com.hk
• Consumer Discretionary & Auto

Mitchell KIM

(852) 2268 0634 mitchellkim@kimeng.com.hk
• Internet & Telcos

Ricky NG, CFA

(852) 2268 0689 rickyng@kimeng.com.hk
• Regional Renewables
• HK & China Properties

Sonija LI, CFA, FRM

(852) 2268 0641 sonijali@kimeng.com.hk
• Gaming

Stefan CHANG, CFA

(852) 2268 0675 stefanchang@kimeng.com.hk
• Technology - Regional

Tony REN, CFA

(852) 2268 0640 tonyren@kimeng.com.hk
• Healthcare & Pharmaceutical

INDIA

Jigar SHAH Head of Research

(91) 22 6623 2632 jigar@maybank-ke.co.in
• Strategy • Oil & Gas • Automobile • Cement

Vishal MODI

(91) 22 6623 2607 vishal@maybank-ke.co.in
• Banking & Financials

Neerav DALAL

(91) 22 6623 2606 neerav@maybank-ke.co.in
• Software Technology • Telcos

Vishal PERIWAL

(91) 22 6623 2605 vishalperiwa@maybank-ke.co.in
• Infrastructure

INDONESIA

Isnaputra ISKANDAR Head of Research

(62) 21 8066 8680
isnaputra.iskandar@maybank-ke.co.id
• Strategy • Metals & Mining • Cement

Rahmi MARINA

(62) 21 8066 8689
rahmi.marina@maybank-ke.co.id
• Banking & Finance

Aurellia SETIABUDI

(62) 21 8066 8691
aurellia.setiabudi@maybank-ke.co.id
• Property

Janni ASMAN

(62) 21 8066 8687
janni.asman@maybank-ke.co.id
• Cigarette • Healthcare • Retail

PHILIPPINES

Minda OLONAN Head of Research

(63) 2 849 8840
minda_olonan@maybank-atrke.com
• Strategy

Katherine TAN

(63) 2 849 8843
kat_tan@maybank-atrke.com
• Banks • Construction

Luis HILADO

(65) 6231 5848 luishilado@maybank-ke.com.sg
• Telcos

THAILAND

Maria LAPIZ Head of Institutional Research

Dir (66) 2257 0250 | (66) 2658 6300 ext 1399
Maria.L@maybank-ke.co.th
• Strategy • Consumer • Materials • Ind. Estates
• Oil & Gas • Telcos

Sittichai DUANGRATTANACHAYA

(66) 2658 6300 ext 1393
Sittichai.D@maybank-ke.co.th
• Services Sector • Transport • Property • Telcos

Tanawat RUENBANTERNG

(66) 2658 6300 ext 1394
Tanawat.R@maybank-ke.co.th
• Banks & Diversified Financials

Ornmongkol TANTITANATORN

(66) 2658 6300 ext 1395
ormmongkol.t@maybank-ke.co.th
• Oil & Gas

Sukit UDOMSIRIKUL Head of Retail Research

(66) 2658 5000 ext 5090
Sukit.u@maybank-ke.co.th

Ekachai TARAPORNITIP Deputy Head

(66) 2658 5000 ext 1530
Ekachai.t@maybank-ke.co.th

Surachai PRAMUALCHAROENKIT

(66) 2658 5000 ext 1470
Surachai.p@maybank-ke.co.th
• Auto • Conmat • Contractor • Steel

Suttatip PEERASUB

(66) 2658 5000 ext 1430
suttatip.p@maybank-ke.co.th
• Media • Commerce

Suthichai KUMWORACHAI

(66) 2658 5000 ext 1400
suthichai.k@maybank-ke.co.th
• Energy • Petrochem

Termporn TANTIVIVAT

(66) 2658 5000 ext 1520
termporn.t@maybank-ke.co.th
• Property

Jaroopan WATTANAWONG

(66) 2658 5000 ext 1404
jaroopan.w@maybank-ke.co.th
• Transportation • Small cap

Sorabhol VIRAMTEEKUL

Head of Digital Research
(66) 2658 5000 ext 1550
sorabhol.v@maybank-ke.co.th
• Food, Transportation

Wijit ARAYAPISIT

(66) 2658 5000 ext 1450
wijit.a@maybank-ke.co.th
• Strategist

VIETNAM

LE Hong Lien, ACCA

Head of Institutional Research
(84 28) 44 555 888 x 8181
lien.le@maybank-kimeng.com.vn
• Strategy • Consumer • Diversified

THAI Quang Trung, CFA,

Deputy Head, Institutional Research
(84 28) 44 555 888 x 8180
trung.thai@maybank-kimeng.com.vn
• Real Estate • Construction • Materials

LE Nguyen Nhat Chuyen

(84 28) 44 555 888 x 8082
chuyen.le@maybank-kimeng.com.vn
• Oil & Gas

NGUYEN Thi Ngan Tuyen,

Head of Retail Research
(84 28) 44 555 888 x 8081
tuyen.nguyen@maybank-kimeng.com.vn
• Food & Beverage • Oil & Gas • Banking

TRUONG Quang Binh,

Deputy Head, Retail Research
(84 28) 44 555 888 x 8087
binh.truong@maybank-kimeng.com.vn
• Rubber Plantation • Tyres & Tubes • Oil & Gas

TRINH Thi Ngoc Diep

(84 28) 44 555 888 x 8208
diep.trinh@maybank-kimeng.com.vn
• Technology • Utilities • Construction

NGUYEN Thi Sony Tra Mi

(84 28) 44 555 888 x 8084
mi.nguyen@maybank-kimeng.com.vn
• Port Operation • Pharmaceutical
• Food & Beverage

NGUYEN Thanh Lam

(84 28) 44 555 888 x 8086
thanhlam.nguyen@maybank-kimeng.com.vn
• Technical Analysis

APPENDIX I: TERMS FOR PROVISION OF REPORT, DISCLAIMERS AND DISCLOSURES

DISCLAIMERS

This research report is prepared for general circulation and for information purposes only and under no circumstances should it be considered or intended as an offer to sell or a solicitation of an offer to buy the securities referred to herein. Investors should note that values of such securities, if any, may fluctuate and that each security's price or value may rise or fall. Opinions or recommendations contained herein are in form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from the relevant jurisdiction's stock exchange in the equity analysis. Accordingly, investors' returns may be less than the original sum invested. Past performance is not necessarily a guide to future performance. This report is not intended to provide personal investment advice and does not take into account the specific investment objectives, the financial situation and the particular needs of persons who may receive or read this report. Investors should therefore seek financial, legal and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

The information contained herein has been obtained from sources believed to be reliable but such sources have not been independently verified by Maybank Investment Bank Berhad, its subsidiary and affiliates (collectively, "MKE") and consequently no representation is made as to the accuracy or completeness of this report by MKE and it should not be relied upon as such. Accordingly, MKE and its officers, directors, associates, connected parties and/or employees (collectively, "Representatives") shall not be liable for any direct, indirect or consequential losses or damages that may arise from the use or reliance of this report. Any information, opinions or recommendations contained herein are subject to change at any time, without prior notice.

This report may contain forward looking statements which are often but not always identified by the use of words such as "anticipate", "believe", "estimate", "intend", "plan", "expect", "forecast", "predict" and "project" and statements that an event or result "may", "will", "can", "should", "could" or "might" occur or be achieved and other similar expressions. Such forward looking statements are based on assumptions made and information currently available to us and are subject to certain risks and uncertainties that could cause the actual results to differ materially from those expressed in any forward looking statements. Readers are cautioned not to place undue relevance on these forward-looking statements. MKE expressly disclaims any obligation to update or revise any such forward looking statements to reflect new information, events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

MKE and its officers, directors and employees, including persons involved in the preparation or issuance of this report, may, to the extent permitted by law, from time to time participate or invest in financing transactions with the issuer(s) of the securities mentioned in this report, perform services for or solicit business from such issuers, and/or have a position or holding, or other material interest, or effect transactions, in such securities or options thereon, or other investments related thereto. In addition, it may make markets in the securities mentioned in the material presented in this report. One or more directors, officers and/or employees of MKE may be a director of the issuers of the securities mentioned in this report to the extent permitted by law.

This report is prepared for the use of MKE's clients and may not be reproduced, altered in any way, transmitted to, copied or distributed to any other party in whole or in part in any form or manner without the prior express written consent of MKE and MKE and its Representatives accepts no liability whatsoever for the actions of third parties in this respect.

This report is not directed to or intended for distribution to or use by any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. This report is for distribution only under such circumstances as may be permitted by applicable law. The securities described herein may not be eligible for sale in all jurisdictions or to certain categories of investors. Without prejudice to the foregoing, the reader is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

Malaysia

Opinions or recommendations contained herein are in the form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from Bursa Malaysia Securities Berhad in the equity analysis.

Singapore

This report has been produced as of the date hereof and the information herein may be subject to change. Maybank Kim Eng Research Pte. Ltd. ("Maybank KERPL") in Singapore has no obligation to update such information for any recipient. For distribution in Singapore, recipients of this report are to contact Maybank KERPL in Singapore in respect of any matters arising from, or in connection with, this report. If the recipient of this report is not an accredited investor, expert investor or institutional investor (as defined under Section 4A of the Singapore Securities and Futures Act), Maybank KERPL shall be legally liable for the contents of this report, with such liability being limited to the extent (if any) as permitted by law.

Thailand

Except as specifically permitted, no part of this presentation may be reproduced or distributed in any manner without the prior written permission of Maybank Kim Eng Securities (Thailand) Public Company Limited. Maybank Kim Eng Securities (Thailand) Public Company Limited ("MBKET") accepts no liability whatsoever for the actions of third parties in this respect.

Due to different characteristics, objectives and strategies of institutional and retail investors, the research reports of MBKET Institutional and Retail Research Department may differ in either recommendation or target price, or both. MBKET Retail Research is intended for retail investors (<http://kelive.maybank-ke.co.th>) while Maybank Kim Eng Institutional Research is intended only for institutional investors based outside Thailand only.

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey may be changed after that date. MBKET does not confirm nor certify the accuracy of such survey result.

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, MBKET does not confirm, verify, or certify the accuracy and completeness of the assessment result.

US

This third-party research report is distributed in the United States ("US") to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Maybank Kim Eng Securities USA Inc ("Maybank KESUSA"), a broker-dealer registered in the US (registered under Section 15 of the Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by Maybank KESUSA in the US shall be borne by Maybank KESUSA. This report is not directed at you if MKE is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that Maybank KESUSA is permitted to provide research material concerning investments to you under relevant legislation and regulations. All U.S. persons receiving and/or accessing this report and wishing to effect transactions in any security mentioned within must do so with: Maybank Kim Eng Securities USA Inc. 777 Third Avenue 21st Floor New York, New York 1- (212) 688-8886 and not with, the issuer of this report.

UK

This document is being distributed by Maybank Kim Eng Securities (London) Ltd (“Maybank KESL”) which is authorized and regulated, by the Financial Conduct Authority and is for Informational Purposes only. This document is not intended for distribution to anyone defined as a Retail Client under the Financial Services and Markets Act 2000 within the UK. Any inclusion of a third party link is for the recipients convenience only, and that the firm does not take any responsibility for its comments or accuracy, and that access to such links is at the individuals own risk. Nothing in this report should be considered as constituting legal, accounting or tax advice, and that for accurate guidance recipients should consult with their own independent tax advisers.

DISCLOSURES**Legal Entities Disclosures**

Malaysia: This report is issued and distributed in Malaysia by Maybank Investment Bank Berhad (15938- H) which is a Participating Organization of Bursa Malaysia Berhad and a holder of Capital Markets and Services License issued by the Securities Commission in Malaysia. **Singapore:** This report is distributed in Singapore by Maybank KERPL (Co. Reg No 198700034E) which is regulated by the Monetary Authority of Singapore. **Indonesia:** PT Maybank Kim Eng Securities (“PTMKES”) (Reg. No. KEP-251/PM/1992) is a member of the Indonesia Stock Exchange and is regulated by the Financial Services Authority (Indonesia). **Thailand:** MBKET (Reg. No.0107545000314) is a member of the Stock Exchange of Thailand and is regulated by the Ministry of Finance and the Securities and Exchange Commission. **Philippines:** Maybank ATRKES (Reg. No.01-2004-00019) is a member of the Philippines Stock Exchange and is regulated by the Securities and Exchange Commission. **Vietnam:** Maybank Kim Eng Securities Limited (License Number: 117/GP-UBCK) is licensed under the State Securities Commission of Vietnam. **Hong Kong:** KESHK (Central Entity No AAD284) is regulated by the Securities and Futures Commission. **India:** Kim Eng Securities India Private Limited (“KESI”) is a participant of the National Stock Exchange of India Limited and the Bombay Stock Exchange and is regulated by Securities and Exchange Board of India (“SEBI”) (Reg. No. INZ000010538). KESI is also registered with SEBI as Category 1 Merchant Banker (Reg. No. INM 000011708) and as Research Analyst (Reg No: INH000000057) **US:** Maybank KESUSA is a member of/ and is authorized and regulated by the FINRA - Broker ID 27861. **UK:** Maybank KESL (Reg No 2377538) is authorized and regulated by the Financial Conduct Authority.

Disclosure of Interest

Malaysia: MKE and its Representatives may from time to time have positions or be materially interested in the securities referred to herein and may further act as market maker or may have assumed an underwriting commitment or deal with such securities and may also perform or seek to perform investment banking services, advisory and other services for or relating to those companies.

Singapore: As of 9 April 2018, Maybank KERPL and the covering analyst do not have any interest in any companies recommended in this research report.

Thailand: MBKET may have a business relationship with or may possibly be an issuer of derivative warrants on the securities /companies mentioned in the research report. Therefore, Investors should exercise their own judgment before making any investment decisions. MBKET, its associates, directors, connected parties and/or employees may from time to time have interests and/or underwriting commitments in the securities mentioned in this report.

Hong Kong: As of 9 April 2018, KESHK and the authoring analyst do not have any interest in any companies recommended in this research report.

India: As of 9 April 2018, and at the end of the month immediately preceding the date of publication of the research report, KESI, authoring analyst or their associate / relative does not hold any financial interest or any actual or beneficial ownership in any shares or having any conflict of interest in the subject companies except as otherwise disclosed in the research report.

In the past twelve months KESI and authoring analyst or their associate did not receive any compensation or other benefits from the subject companies or third party in connection with the research report on any account what so ever except as otherwise disclosed in the research report.

MKE may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment and may receive compensation for the services provided from the companies covered in this report.

OTHERS**Analyst Certification of Independence**

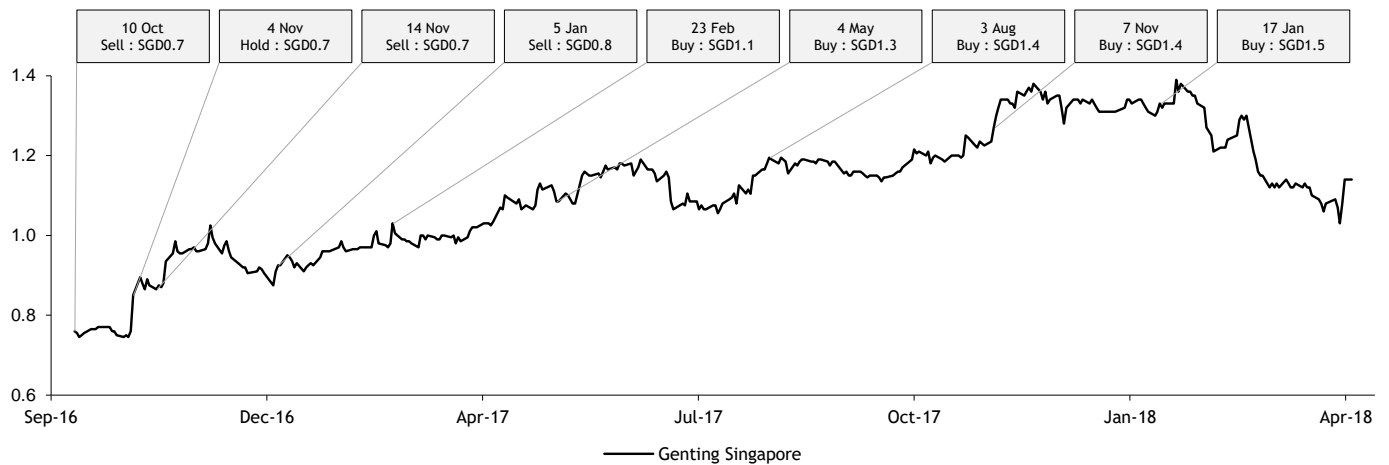
The views expressed in this research report accurately reflect the analyst’s personal views about any and all of the subject securities or issuers; and no part of the research analyst’s compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

Reminder

Structured securities are complex instruments, typically involve a high degree of risk and are intended for sale only to sophisticated investors who are capable of understanding and assuming the risks involved. The market value of any structured security may be affected by changes in economic, financial and political factors (including, but not limited to, spot and forward interest and exchange rates), time to maturity, market conditions and volatility and the credit quality of any issuer or reference issuer. Any investor interested in purchasing a structured product should conduct its own analysis of the product and consult with its own professional advisers as to the risks involved in making such a purchase.

No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without the prior consent of MKE.

Historical recommendations and target price: Genting Singapore (GENS SP)



Definition of Ratings

Maybank Kim Eng Research uses the following rating system

- BUY** Return is expected to be above 10% in the next 12 months (excluding dividends)
- HOLD** Return is expected to be between - 10% to +10% in the next 12 months (excluding dividends)
- SELL** Return is expected to be below -10% in the next 12 months (excluding dividends)

Applicability of Ratings

The respective analyst maintains a coverage universe of stocks, the list of which may be adjusted according to needs. Investment ratings are only applicable to the stocks which form part of the coverage universe. Reports on companies which are not part of the coverage do not carry investment ratings as we do not actively follow developments in these companies.


Malaysia

Maybank Investment Bank Berhad
(A Participating Organisation of
Bursa Malaysia Securities Berhad)
33rd Floor, Menara Maybank,
100 Jalan Tun Perak,
50050 Kuala Lumpur
Tel: (603) 2059 1888;
Fax: (603) 2078 4194

Stockbroking Business:
Level 8, Tower C, Dataran Maybank,
No.1, Jalan Maarof
59000 Kuala Lumpur
Tel: (603) 2297 8888
Fax: (603) 2282 5136


Philippines

Maybank ATR Kim Eng Securities Inc.
17/F, Tower One & Exchange Plaza
Ayala Triangle, Ayala Avenue
Makati City, Philippines 1200

Tel: (63) 2 849 8888
Fax: (63) 2 848 5738


South Asia Sales Trading

Kevin Foy
Regional Head Sales Trading
kevinfoy@maybank-ke.com.sg
Tel: (65) 6636-3620
US Toll Free: 1-866-406-7447

Malaysia

Joann Lim
joann.lim@maybank-ib.com
Tel: (603) 2717 5166

Indonesia

Hariato Liong
harianto.liong@maybank-ke.co.id
Tel: (62) 21 2557 1177

New York

James Lynch
jlynch@maybank-keusa.com
Tel: (212) 688 8886

Vietnam

Patrick Mitchell
patrick.mitchell@maybank-kimeng.com.vn
Tel: (84)-8-44-555-888 x8080


Singapore

Maybank Kim Eng Securities Pte Ltd
Maybank Kim Eng Research Pte Ltd
50 North Canal Road
Singapore 059304

Tel: (65) 6336 9090


Hong Kong

Kim Eng Securities (HK) Ltd
28/F, Lee Garden Three,
1 Sunning Road, Causeway Bay,
Hong Kong

Tel: (852) 2268 0800
Fax: (852) 2877 0104


Thailand

Maybank Kim Eng Securities
(Thailand) Public Company Limited
999/9 The Offices at Central World,
20th - 21st Floor,
Rama 1 Road Pathumwan,
Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales)
Tel: (66) 2 658 6801 (research)


North Asia Sales Trading

Andrew Lee
andrewlee@kimeng.com.hk
Tel: (852) 2268 0283
US Toll Free: 1 877 837 7635

Thailand

Tanasak Krishnasreni
Tanasak.K@maybank-ke.co.th
Tel: (66)2 658 6820

London

Mark Howe
mhowe@maybank-ke.co.uk
Tel: (44) 207-332-0221

India

Sanjay Makhija
sanjaymakhija@maybank-ke.co.in
Tel: (91)-22-6623-2629

Philippines

Keith Roy
keith_roy@maybank-atrke.com
Tel: (63) 2 848-5288


London

Maybank Kim Eng Securities
(London) Ltd
PNB House
77 Queen Victoria Street
London EC4V 4AY, UK

Tel: (44) 20 7332 0221
Fax: (44) 20 7332 0302


Indonesia

PT Maybank Kim Eng Securities
Sentral Senayan III, 22nd Floor
Jl. Asia Afrika No. 8
Gelora Bung Karno, Senayan
Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188
Fax: (62) 21 2557 1189


Vietnam

Maybank Kim Eng Securities Limited
4A-15+16 Floor Vincom Center Dong
Khoi, 72 Le Thanh Ton St. District 1
Ho Chi Minh City, Vietnam

Tel : (84) 844 555 888
Fax : (84) 8 38 271 030


New York

Maybank Kim Eng Securities USA
Inc
777 Third Avenue, 21st Floor
New York, NY 10017, U.S.A.

Tel: (212) 688 8886
Fax: (212) 688 3500


India

Kim Eng Securities India Pvt Ltd
2nd Floor, The International,
16, Maharishi Karve Road,
Churchgate Station,
Mumbai City - 400 020, India

Tel: (91) 22 6623 2600
Fax: (91) 22 6623 2604


Saudi Arabia

In association with
Anfaal Capital
Villa 47, Tujjar Jeddah
Prince Mohammed bin Abdulaziz
Street P.O. Box 126575
Jeddah 21352

Tel: (966) 2 6068686
Fax: (966) 26068787