

China

ADD (no change)

Consensus ratings*: Buy 20 Hold 0 Sell 0

Current price:	Rmb36.33
Target price:	Rmb38.50
Previous target:	Rmb37.30
Up/downside:	6.0%
CGS-CIMB / Consensus:	-5.2%
Reuters:	601155.SS
Bloomberg:	601155.CH
Market cap:	US\$12,192m
	Rmb81,987m
Average daily turnover:	US\$47.72m
	Rmb323.0m
Current shares o/s:	2,257m
Free float:	32.9%

*Source: Bloomberg

Key changes in this note

- FY19F EPS increased by 3%.
- FY20F EPS increased by 13%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	18.5	37.6	-6
Relative (%)	4.4	20.9	2.5

Major shareholders

	% held
Wealthy Land Development Holdings Limited	61.0
Changzhou Derun Consultancy Management. Co., Ltd	6.1

Analyst(s)

Raymond CHENG, CFA

T (852) 2539 1324

E raymond.cheng@cgs-cimb.com

Jeffrey MAK

T (852) 2539 1328

E jeffrey.mak@cgs-cimb.com

Will CHU

T (852) 2539 1327

E will.chu@cgs-cimb.com

Future Land Holdings Co Ltd

Conservative sales target for FY19F

- Future Land-A registered 57% yoy growth in core earnings, with lower-than-expected revenue expansion but higher-than-expected gross margins.
- Its FY19 sales target of Rmb270bn (+22% yoy) looks conservative. Meanwhile, its rental income is experiencing rapid growth.
- Maintain Add with higher TP of Rmb38.50.

Solid FY18 earnings

Future Land-A's FY18 core earnings rose by 57% yoy to Rmb8bn, 8% below our forecast on lower-than-expected revenue growth but gross margins came in higher than expected. It declared a final DPS of Rmb1.50, +85% yoy and representing a 32% payout.

Conservative sales target for FY19F

Future Land-A's FY18 contracted sales were Rmb221bn, +75% yoy. Management set a sales target of Rmb270bn for FY19 (+22% yoy). This looks conservative given planned saleable resources of Rmb500bn, implying a mere 54% sell-through rate. With its ample current landbank of 110m sq m with total saleable resources of over Rmb1tr, we expect Future-A's contracted sales to continue to grow at a faster-than-average pace over the next few years.

Investment properties continue to experience rapid growth

Its rental income from shopping malls surged 117% yoy to Rmb2.2bn in FY18, propelled by the contribution of 19 new malls and organic growth of 23 existing malls. Given its strong pipeline, management expects Future Land-A's shopping mall count to increase from 42 currently to 80 by 2019 and to 102 by 2021 with total GFA of 6m sq m. We estimate its rental income could reach Rmb4bn in 2019 and Rmb10bn by 2021.

Gross margins may see some pressure in FY20-21F

Future Land-A's gross margin post-land appreciation tax (LAT) expanded to 30% in FY18 from 28% in FY17, thanks to a strong property market during FY16-17. We expect the gross margin to remain largely stable in FY19F. Meanwhile, management said it offered discounts of up to 15% on its products in tier-3 and -4 cities from Sep to Dec 2018, which could translate into lower margins in FY20-21F, in our view. We forecast post-LAT gross margins of 27%/22% in FY20/21F.

Maintain Add with a higher TP of Rmb38.50

We raise FY19-20F EPS by 3-13% to factor in faster revenue growth. Our new TP of Rmb38.50 remains based on 7.7x forward P/E (its average since listing in 2015). Maintain Add. Key catalysts include stronger-than-expected contracted sales and rental income growth. Key risks are weak property markets in tier-3/-4 cities and a slowdown in China's economy.

Financial Summary

	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Total Net Revenues (Rmbm)	40,526	54,133	89,987	119,710	177,403
Operating EBITDA (Rmbm)	7,385	11,826	17,540	22,198	24,872
Net Profit (Rmbm)	6,029	10,491	11,304	14,274	15,927
Core EPS (Rmb)	2.24	3.53	5.01	6.32	7.05
Core EPS Growth	94.3%	57.4%	42.0%	26.3%	11.6%
FD Core P/E (x)	16.23	10.31	7.26	5.75	5.15
DPS (Rmb)	0.81	1.50	1.62	2.04	2.28
Dividend Yield	2.23%	4.13%	4.45%	5.62%	6.27%
EV/EBITDA (x)	14.33	10.18	7.57	6.21	5.81
P/FCFE (x)	9.02	7.22	5.71	4.24	3.85
Net Gearing	71.0%	35.1%	47.1%	43.0%	40.8%
P/BV (x)	3.98	2.69	2.14	1.67	1.36
ROE	28.5%	31.2%	32.8%	32.6%	29.1%
% Change In Core EPS Estimates			3.1%	13.5%	
CIMB/consensus EPS (x)			0.88	0.88	0.74

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Figure 1: Future Land-A's FY18 results review

(Rmb m)	2017	2018	yoy (%)	2018F	Var (%)
Property development	39,812	53,052	33%	64,646	-18%
Others	713	1,082	52%	856	26%
Turnover	40,526	54,133	34%	65,502	-17%
Cost of sales (includes LAT + BT)	(29,381)	(37,773)	29%	(47,063)	-20%
COGS	(26,115)	(34,273)	31%	(42,861)	-20%
LAT + BT	(3,266)	(3,500)	7%	(4,202)	-17%
Gross profit	11,145	16,360	47%	18,440	-11%
Selling & admin expense	(3,759)	(4,534)	21%	(6,092)	-26%
Operating profit	7,385	11,826	60%	12,348	-4%
Net interest (expenses)/income	(447)	(842)	88%	(785)	7%
Share of results from asso & JV	227	1,512	567%	295	413%
Other income/(expense)	13	150	1067%	0	n.a.
Profit before taxation	7,178	12,646	76%	11,858	7%
Taxation	(1,890)	(2,967)	57%	(2,891)	3%
Minority interests	(231)	(1,718)	642%	(347)	395%
Core Profit	5,057	7,962	57%	8,620	-8%
Total one-off items	972	2,530	160%	0	n.a.
Unrealised gain/(loss) on financial derivatives	0	0	n.a.	0	n.a.
Provision for value of properties	(22)	(314)	1302%	0	n.a.
Gain from investment	312	756	142%	0	n.a.
Revaluation of IP	683	2,088	206%	0	n.a.
Reported profit	6,029	10,491	74%	8,620	22%
Gross margin (post-LAT)	27.5%	30.2%	2.7%	28.2%	2.1%
Gross margin (pre-LAT)	33.3%	34.8%	1.5%	34.0%	0.8%
DPS (Rmb)	0.81	1.50	85%	1.16	30%
Net gearing (%)	71%	35%			

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Figure 2: Earnings revision

HK\$ m	2019F			2020F		
	Old	New	% chg	Old	New	% chg
Revenue	91,578	89,987	-2%	119,144	119,710	0%
EBIT	15,838	17,540	11%	18,368	22,198	21%
Net profit	10,965	11,304	3%	12,577	14,274	13%
EPS (HK\$)	4.86	5.01	3%	5.57	6.32	13%

SOURCES: CGS-CIMB RESEARCH

Figure 3: TP change

	FY19F EPS (Rmb)	Target 12-month forward P/E (x)	Target price (Rmb)
Old	4.86	7.7	37.3
New	5.01	7.7	38.5

SOURCES: CGS-CIMB RESEARCH

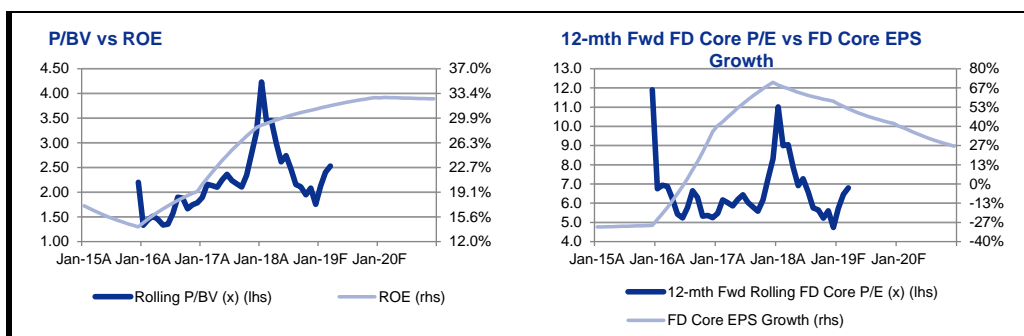
Figure 4: Peers comparison

Company	Bloomberg Ticker	Share price (HK\$)	TP (HK\$)	Rating	Mkt cap (US\$ m)	NAV/sh (HK\$)	Disc. to NAV		P/E (x)				P/BV(x)			Yield (%)			Net Gearing (%)		
							NAV (%)	Upside (%)	2017	2018F	2019F	2020F	2017	2018F	2019F	2017	2018F	2019F	2017	2018F	2019F
COLI	688 HK	27.90	29.70	ADD	38,941	33.0	15	6	8.9	7.6	6.6	5.9	1.2	1.0	0.9	2.9	3.4	3.9	27	28	26
CR Land	1109 HK	29.95	31.20	ADD	26,444	39.0	23	4	11.3	9.0	7.4	6.4	1.5	1.3	1.3	3.1	3.9	4.7	36	43	41
China Vanke - H	2202 HK	29.55	30.80	ADD	44,648	34.2	14	4	10.2	7.8	6.9	6.3	2.1	1.8	1.5	3.6	4.7	5.3	9	23	30
CIFI	884 HK	5.17	5.50	ADD	5,104	11.0	53	6	7.7	6.1	4.8	4.1	1.4	1.1	0.9	4.5	5.5	6.7	51	62	58
Country Garden	2007 HK	10.60	7.50	REDUCE	29,232	12.5	15	(29)	9.7	6.7	5.3	5.0	2.1	1.7	1.4	4.4	5.9	7.0	57	59	49
Evergrande	3333 HK	24.15	24.50	ADD	40,375	33.0	27	1	10.0	4.4	3.8	3.6	2.4	1.5	1.3	0.0	5.4	11.4	183	92	74
Greentown	3900 HK	6.27	4.60	REDUCE	1,733	13.0	52	(27)	6.4	7.1	7.2	8.5	0.4	0.4	0.4	3.7	3.7	3.5	75	77	72
Guangzhou R&F	2777 HK	15.10	16.50	ADD	6,199	33.0	54	9	6.3	4.1	3.3	2.9	0.7	0.6	0.5	8.5	9.7	11.0	180	164	132
KWG	1813 HK	7.93	8.00	ADD	3,207	16.0	50	1	6.0	4.8	4.0	3.4	0.8	0.7	0.6	6.0	7.3	8.8	68	82	75
Longfor	960 HK	24.10	25.60	ADD	18,247	32.0	25	6	12.3	9.8	8.2	7.1	1.7	1.6	1.4	3.7	4.1	4.9	48	52	49
Shimao Prop	813 HK	19.16	25.20	ADD	8,058	36.0	47	32	8.4	6.5	5.1	4.2	0.9	0.8	0.7	5.0	5.8	6.4	56	56	52
Sino-Ocean	3377 HK	3.50	3.60	HOLD	3,396	9.0	61	3	5.9	4.3	3.7	3.5	0.5	0.4	0.4	8.8	8.6	9.4	62	69	68
SOHO China	410 HK	3.14	2.15	REDUCE	2,080	4.3	27	(32)	NA	52.8	33.6	25.8	0.4	0.5	0.5	34.3	0.9	1.5	51	49	52
Sunac	1918 HK	33.90	16.50	REDUCE	19,071	27.5	(23)	(51)	39.7	11.0	6.8	5.5	2.9	2.4	1.8	1.5	1.8	3.7	257	191	137
Yuzhou	1628 HK	4.07	3.80	ADD	2,489	9.5	57	(7)	4.7	4.0	3.6	3.3	0.9	0.7	0.6	7.4	9.7	12.0	58	64	55
Big Bay Area (BBA) plays																					
Agile	3383 HK	10.68	13.90	ADD	5,329	23.1	54	30	6.4	4.5	3.8	3.4	0.9	0.8	0.7	8.6	11.7	14.2	71	80	77
Logan Property	3380 HK	11.56	13.20	ADD	8,093	18.9	39	14	12.3	8.5	6.5	5.6	2.6	1.8	1.4	3.1	5.0	6.6	57	72	71
SZ Investment	604 HK	2.86	3.06	HOLD	3,075	6.8	58	7	5.5	9.8	8.9	8.6	0.5	0.5	0.5	6.3	5.2	5.6	36	37	36
Times China	1233 HK	11.56	12.90	ADD	2,701	18.4	37	12	7.1	5.2	4.0	3.3	1.2	0.9	0.8	4.2	5.3	6.5	58	59	57
Big Bay Area average																					
HK-listed developers' average																					
China Vanke - A	000002 CH	27.45	29.50	ADD	44,645	32.0	14	7	11.0	8.4	7.4	6.8	2.3	1.9	1.6	3.3	4.3	4.9	9	23	30
CMSK	001979 CH	21.00	22.90	ADD	24,683	35.0	40	9	17.0	10.5	8.6	7.6	2.6	2.2	1.9	3.0	3.8	4.7	70	81	67
Future Land - A	601155 CH	36.33	38.50	ADD	12,192	39.0	7	6	16.2	10.3	7.3	5.7	4.0	2.7	2.1	2.2	4.1	4.4	71	35	47
Gemdale Corp	600383 CH	11.73	15.60	ADD	7,875	15.1	22	33	8.9	6.8	6.0	5.6	1.3	1.1	1.0	4.5	5.1	5.8	44	66	50
Poly Developments	600048 CH	13.03	13.70	HOLD	23,048	18.1	28	5	9.9	7.7	6.3	5.5	1.4	1.3	1.1	3.1	3.6	4.2	87	95	72
A-share developers' average*																					
Small and mid-cap average																					
Overall average																					

Share price data as of 11 Mar 2019; * A-share data stated in Rmb

SOURCES: CGS-CIMB RESEARCH, BLOOMBERG, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rmbm)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Total Net Revenues	40,526	54,133	89,987	119,710	177,403
Gross Profit	11,145	16,360	25,639	32,374	39,419
Operating EBITDA	7,385	11,826	17,540	22,198	24,872
Depreciation And Amortisation	0	0	0	0	0
Operating EBIT	7,385	11,826	17,540	22,198	24,872
Financial Income/(Expense)	(447)	(842)	(1,452)	(1,604)	(1,760)
Pretax Income/(Loss) from Assoc.	227	1,512	1,814	2,177	2,612
Non-Operating Income/(Expense)	985	2,679	0	0	0
Profit Before Tax (pre-EI)	8,150	15,176	17,903	22,771	25,724
Exceptional Items					
Pre-tax Profit	8,150	15,176	17,903	22,771	25,724
Taxation	(1,890)	(2,967)	(4,022)	(5,149)	(5,778)
Exceptional Income - post-tax					
Profit After Tax	6,260	12,209	13,880	17,623	19,946
Minority Interests	(231)	(1,718)	(2,576)	(3,349)	(4,019)
Pref. & Special Div	0	0	0	0	0
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	6,029	10,491	11,304	14,274	15,927
Recurring Net Profit	5,057	7,962	11,304	14,274	15,927
Fully Diluted Recurring Net Profit	5,057	7,962	11,304	14,274	15,927

Cash Flow

(Rmbm)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
EBITDA	7,385	11,826	17,540	22,198	24,872
Cash Flow from Inv. & Assoc.	227	1,512	1,814	2,177	2,612
Change In Working Capital	(1,055)	17,277	37,318	46,882	56,697
Straight Line Adjustment					
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	(10,380)	(7,673)	(18,704)	(23,865)	(26,946)
Net Interest (Paid)/Received	(2,120)	(9,692)	(5,483)	(6,309)	(7,206)
Tax Paid	(4,542)	(9,433)	(11,320)	(13,584)	(15,621)
Cashflow From Operations	(10,485)	3,817	21,166	27,499	34,407
Capex	0	0	0	0	0
Disposals Of FAs/subsidiaries	2	138	0	0	0
Disposals of Investment Properties					
Acq. Of Subsidiaries/investments	(4,787)	(10,367)	(13,477)	(17,520)	(21,024)
Other Investing Cashflow	5,030	(9,784)	(4,105)	(3,025)	(5,696)
Cash Flow From Investing	244	(20,013)	(17,582)	(20,546)	(26,721)
Debt Raised/(repaid)	19,336	27,556	10,783	12,400	13,640
Proceeds From Issue Of Shares	0	0	0	0	0
Shares Repurchased					
Dividends Paid	(2,961)	(5,164)	(8,762)	(9,923)	(11,871)
Preferred Dividends					
Other Financing Cashflow	2,595	13,499	0	0	0
Cash Flow From Financing	18,970	35,891	2,021	2,477	1,770

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

BY THE NUMBERS... cont'd
Balance Sheet

(Rmbm)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Total Cash And Equivalents	21,951	45,499	45,613	55,044	64,616
Properties Under Development					
Total Debtors	33,060	58,521	73,151	87,781	105,338
Inventories	76,379	145,573	196,524	255,481	332,125
Total Other Current Assets	10,263	14,634	18,293	21,951	26,342
Total Current Assets	141,653	264,227	333,581	420,258	528,420
Fixed Assets	25,679	42,870	49,301	54,231	59,654
Total Investments	0	0	0	0	0
Intangible Assets	0	0	0	0	0
Total Other Non-Current Assets	16,194	23,221	23,961	24,700	25,588
Total Non-current Assets	41,873	66,091	73,262	78,931	85,242
Short-term Debt	14,966	13,019	13,019	13,019	13,019
Current Portion of Long-Term Debt					
Total Creditors	19,528	26,464	29,111	32,022	35,224
Other Current Liabilities	95,982	186,013	238,268	301,169	384,124
Total Current Liabilities	130,476	225,496	280,397	346,209	432,366
Total Long-term Debt	25,438	50,355	61,138	73,538	87,178
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	0	0	0	0	0
Total Non-current Liabilities	25,438	50,355	61,138	73,538	87,178
Total Provisions	1,630	3,511	4,760	6,093	6,838
Total Liabilities	157,545	279,362	346,295	425,841	526,383
Shareholders' Equity	20,624	30,493	38,410	49,033	60,351
Minority Interests	5,358	20,464	22,138	24,315	26,927
Total Equity	25,982	50,957	60,548	73,348	87,279

Key Ratios

	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Revenue Growth	44.9%	33.6%	66.2%	33.0%	48.2%
Operating EBITDA Growth	96.9%	60.1%	48.3%	26.6%	12.0%
Operating EBITDA Margin	18.2%	21.8%	19.5%	18.5%	14.0%
Net Cash Per Share (Rmb)	(8.17)	(7.91)	(12.64)	(13.95)	(15.75)
BVPS (Rmb)	9.13	13.50	17.01	21.71	26.72
Gross Interest Cover	3.25	1.20	2.97	3.27	3.20
Effective Tax Rate	23.2%	19.6%	22.5%	22.6%	22.5%
Net Dividend Payout Ratio	30.3%	32.3%	32.3%	32.3%	32.3%
Accounts Receivables Days	238.0	308.7	267.0	246.0	198.7
Inventory Days	720	1,072	970	947	777
Accounts Payables Days	196.5	222.2	157.6	128.1	88.9
ROIC (%)	26.7%	25.7%	24.2%	23.7%	22.4%
ROCE (%)	13.8%	12.9%	14.0%	14.9%	14.1%
Return On Average Assets	4.68%	5.08%	4.16%	4.24%	3.90%

Key Drivers

	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Unbooked Presales (m) (Rmb)	126,742.0	219,828.0	273,355.0	326,763.8	375,778.3
Unbooked Presales (area: m sm)	N/A	N/A	N/A	N/A	N/A
Unbooked Presales (units)	N/A	N/A	N/A	N/A	N/A
Unsold attrib. landbank (area: m sm)	N/A	N/A	N/A	N/A	N/A
Gross Margins (%)	27.5%	30.2%	28.5%	27.0%	22.2%
Contracted Sales ASP (per Sm) (Rmb)	N/A	N/A	N/A	N/A	N/A
Residential EBIT Margin (%)	N/A	N/A	N/A	N/A	N/A
Investment rev / total rev (%)	N/A	N/A	N/A	N/A	N/A
Residential rev / total rev (%)	N/A	N/A	N/A	N/A	N/A
Inv. properties rental margin (%)	N/A	N/A	N/A	N/A	N/A
SG&A / Sales Ratio (%)	N/A	N/A	N/A	N/A	N/A

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

DISCLAIMER

The content of this report (including the views and opinions expressed therein, and the information comprised therein) has been prepared by and belongs to CGS-CIMB or CIMB Investment Bank Berhad (“CIMB”), as the case may be. Reports relating to a specific geographical area are produced and distributed by the corresponding CGS-CIMB entity as listed in the table below. Reports relating to Malaysia are produced and distributed by CIMB.

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.

By accepting this report, the recipient hereof represents and warrants that he is entitled to receive such report in accordance with the restrictions set forth below and agrees to be bound by the limitations contained herein (including the “Restrictions on Distributions” set out below). Any failure to comply with these limitations may constitute a violation of law. This publication is being supplied to you strictly on the basis that it will remain confidential. No part of this report may be (i) copied, photocopied, duplicated, stored or reproduced in any form by any means or (ii) redistributed or passed on, directly or indirectly, to any other person in whole or in part, for any purpose without the prior written consent of CGS-CIMB or CIMB, as the case may be.

The information contained in this research report is prepared from data believed to be correct and reliable at the time of issue of this report. CGS-CIMB or CIMB, as the case may be, may or may not issue regular reports on the subject matter of this report at any frequency and may cease to do so or change the periodicity of reports at any time. Neither CGS-CIMB nor CIMB has an obligation to update this report in the event of a material change to the information contained in this report. Neither CGS-CIMB nor CIMB accepts any, obligation to (i) check or ensure that the contents of this report remain current, reliable or relevant, (ii) ensure that the content of this report constitutes all the information a prospective investor may require, (iii) ensure the adequacy, accuracy, completeness, reliability or fairness of any views, opinions and information, and accordingly, CGS-CIMB and CIMB, their respective affiliates and related persons including China Galaxy International Financial Holdings Limited (“CGIFHL”) and CIMB Group Sdn. Bhd. (“CIMBG”) and their respective related corporations (and their respective directors, associates, connected persons and/or employees) shall not be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof. In particular, CGS-CIMB and CIMB disclaim all responsibility and liability for the views and opinions set out in this report.

Unless otherwise specified, this report is based upon sources which CGS-CIMB or CIMB, as the case may be, considers to be reasonable. Such sources will, unless otherwise specified, for market data, be market data and prices available from the main stock exchange or market where the relevant security is listed, or, where appropriate, any other market. Information on the accounts and business of company(ies) will generally be based on published statements of the company(ies), information disseminated by regulatory information services, other publicly available information and information resulting from our research.

Whilst every effort is made to ensure that statements of facts made in this report are accurate, all estimates, projections, forecasts, expressions of opinion and other subjective judgments contained in this report are based on assumptions considered to be reasonable as of the date of the document in which they are contained and must not be construed as a representation that the matters referred to therein will occur. Past performance is not a reliable indicator of future performance. The value of investments may go down as well as up and those investing may, depending on the investments in question, lose more than the initial investment. No report shall constitute an offer or an invitation by or on behalf of CGS-CIMB or CIMB, as the case may be, or any of their respective affiliates (including CGIFHL, CIMBG and their respective related corporations) to any person to buy or sell any investments.

CGS-CIMB, CIMB, their respective affiliates and related corporations (including CGIFHL, CIMBG and their respective related corporations) and/or their respective directors, associates, connected parties and/or employees may own or have positions in securities of the company(ies) covered in this research report or any securities related thereto and may from time to time add to or dispose of, or may be materially interested in, any such securities. Further, CGS-CIMB, CIMB, their respective affiliates and their respective related corporations (including CGIFHL, CIMBG and their respective related corporations) do and seek to do business with the company(ies) covered in this research report and may from time to time act as market maker or have assumed an underwriting commitment in securities of such company(ies), may sell them to or buy them from customers on a principal basis and may also perform or seek to perform significant investment banking, advisory, underwriting or placement services for or relating to such company(ies) as well as solicit such investment, advisory or other services from any entity mentioned in this report.

CGS-CIMB, CIMB or their respective affiliates (including CGIFHL, CIMBG and their respective related corporations) may enter into an agreement with the company(ies) covered in this report relating to the production of research reports. CGS-CIMB or CIMB, as the case may be, may disclose the contents of this report to the company(ies) covered by it and may have amended the contents of this report following such disclosure.

The analyst responsible for the production of this report hereby certifies that the views expressed herein accurately and exclusively reflect his or her personal views and opinions about any and all of the issuers or securities analysed in this report and were prepared independently and autonomously. No part of the compensation of the analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations(s) or view(s) in this report. The analyst(s) who prepared this research report is prohibited from receiving any compensation, incentive or bonus based on specific investment banking transactions or for providing a specific recommendation for, or view of, a particular company. Information barriers and other arrangements may be established where necessary to prevent conflicts of interests arising. However, the analyst(s) may receive compensation that is based on his/their coverage of company(ies) in the performance of his/their duties or the performance of his/their recommendations and the research personnel involved in the preparation of this report may also participate in the solicitation of the businesses as described above. In reviewing this research report, an investor should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additional information is, subject to the duties of confidentiality, available on request.

Reports relating to a specific geographical area are produced by the corresponding CGS-CIMB entity as listed in the table below. The term “CGS-CIMB” shall denote, where appropriate, the relevant entity distributing or disseminating the report in the particular jurisdiction referenced below, or, in every other case except as otherwise stated herein, CGS-CIMB Securities International Pte. Ltd. and its affiliates, subsidiaries and related corporations.

Country	CGS-CIMB Entity	Regulated by
Hong Kong	CGS-CIMB Securities (Hong Kong) Limited	Securities and Futures Commission Hong Kong
India	CGS-CIMB Securities (India) Private Limited	Securities and Exchange Board of India (SEBI)
Indonesia	PT CGS-CIMB Sekuritas Indonesia	Financial Services Authority of Indonesia
Singapore	CGS-CIMB Research Pte. Ltd.	Monetary Authority of Singapore
South Korea	CGS-CIMB Securities (Hong Kong) Limited, Korea Branch	Financial Services Commission and Financial Supervisory Service
Thailand	CGS-CIMB Securities (Thailand) Co. Ltd.	Securities and Exchange Commission Thailand

Reports relating to Malaysia are produced by CIMB as listed in the table below:

Country	CIMB Entity	Regulated by
Malaysia	CIMB Investment Bank Berhad	Securities Commission Malaysia

Other Significant Financial Interests:

(i) As of March 11, 2019 CGS-CIMB / CIMB has a proprietary position in the securities (which may include but not limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

(ii) Analyst Disclosure: As of March 12, 2019, the analyst(s) who prepared this report, and the associate(s), has / have an interest in the securities (which may include but not limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

This report does not purport to contain all the information that a prospective investor may require. Neither CGS-CIMB or CIMB, as the case may be, nor any of their respective affiliates (including CGIFHL, CIMBG and their related corporations) make any guarantee, representation or warranty, express or implied, as to the adequacy, accuracy, completeness, reliability or fairness of any such information and opinion contained in this report. Neither CGS-CIMB or CIMB, as the case may be, nor any of their respective affiliates nor their related persons (including CGIFHL, CIMBG and their related corporations) shall be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof.

This report is general in nature and has been prepared for information purposes only. It is intended for circulation amongst CGS-CIMB's or CIMB's (as the case may be) clients generally and does not have regard to the specific investment objectives, financial situation and the particular needs of any specific person who may receive this report. The information and opinions in this report are not and should not be construed or considered as an offer, recommendation or solicitation to buy or sell the subject securities, related investments or other financial instruments or any derivative instrument, or any rights pertaining thereto.

Investors are advised to make their own independent evaluation of the information contained in this research report, consider their own individual investment objectives, financial situation and particular needs and consult their own professional and financial advisers as to the legal, business, financial, tax and other aspects before participating in any transaction in respect of the securities of company(ies) covered in this research report.

The securities of such company(ies) may not be eligible for sale in all jurisdictions or to all categories of investors.

Australia: Despite anything in this report to the contrary, this research is provided in Australia by CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited. This research is only available in Australia to persons who are "wholesale clients" (within the meaning of the Corporations Act 2001 (Cth) and is supplied solely for the use of such wholesale clients and shall not be distributed or passed on to any other person. You represent and warrant that if you are in Australia, you are a "wholesale client". This research is of a general nature only and has been prepared without taking into account the objectives, financial situation or needs of the individual recipient. CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited do not hold, and are not required to hold an Australian financial services license. CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited rely on "passporting" exemptions for entities appropriately licensed by the Monetary Authority of Singapore (under ASIC Class Order 03/1102) and the Securities and Futures Commission in Hong Kong (under ASIC Class Order 03/1103).

Canada: This research report has not been prepared in accordance with the disclosure requirements of Dealer Member Rule 3400 – Research Restrictions and Disclosure Requirements of the Investment Industry Regulatory Organization of Canada. For any research report distributed by CIBC, further disclosures related to CIBC conflicts of interest can be found at <https://researchcentral.cibcwm.com>.

China: For the purpose of this report, the People's Republic of China ("PRC") does not include the Hong Kong Special Administrative Region, the Macau Special Administrative Region or Taiwan. The distributor of this report has not been approved or licensed by the China Securities Regulatory Commission or any other relevant regulatory authority or governmental agency in the PRC. This report contains only marketing information. The distribution of this report is not an offer to buy or sell to any person within or outside PRC or a solicitation to any person within or outside of PRC to buy or sell any instruments described herein. This report is being issued outside the PRC to a limited number of institutional investors and may not be provided to any person other than the original recipient and may not be reproduced or used for any other purpose.

France: Only qualified investors within the meaning of French law shall have access to this report. This report shall not be considered as an offer to subscribe to, or used in connection with, any offer for subscription or sale or marketing or direct or indirect distribution of financial instruments and it is not intended as a solicitation for the purchase of any financial instrument.

Germany: This report is only directed at persons who are professional investors as defined in sec 31a(2) of the German Securities Trading Act (WpHG). This publication constitutes research of a non-binding nature on the market situation and the investment instruments cited here at the time of the publication of the information.

The current prices/yields in this issue are based upon closing prices from Bloomberg as of the day preceding publication. Please note that neither the German Federal Financial Supervisory Agency (BaFin), nor any other supervisory authority exercises any control over the content of this report.

Hong Kong: This report is issued and distributed in Hong Kong by CGS-CIMB Securities (Hong Kong) Limited ("CHK") which is licensed in Hong Kong by the Securities and Futures Commission for Type 1 (dealing in securities), Type 4 (advising on securities) and Type 6 (advising on corporate

finance) activities. Any investors wishing to purchase or otherwise deal in the securities covered in this report should contact the Head of Sales at CGS-CIMB Securities (Hong Kong) Limited. The views and opinions in this research report are our own as of the date hereof and are subject to change. If the Financial Services and Markets Act of the United Kingdom or the rules of the Financial Conduct Authority apply to a recipient, our obligations owed to such recipient therein are unaffected. CHK has no obligation to update its opinion or the information in this research report.

This publication is strictly confidential and is for private circulation only to clients of CHK.

CHK does not make a market on other securities mentioned in the report.

None of the analyst(s) or the associates serve as an officer of the listed corporation mentioned in this report.

CIMB does not have an officer serving in any of the listed corporation mentioned in this report

CIMB does not receive any compensation or other benefits from any of the listed corporation mentioned, relating to the production of research reports.

India: This report is issued and distributed in India by CGS-CIMB Securities (India) Private Limited ("CGS-CIMB India"). CGS-CIMB India is a subsidiary of CGS-CIMB Securities International Pte. Ltd. which in turn is a 50:50 joint venture company of CGIFHL and CIMBG. The details of the members of the group of companies of CGS-CIMB can be found at www.cgs-cimb.com, CGIFHL at www.chinastock.com.hk/en/ACG/ContactUs/index.aspx and CIMBG at www.cimb.com/en/who-we-are.html. CGS-CIMB India is registered with the National Stock Exchange of India Limited and BSE Limited as a trading and clearing member (Merchant Banking Number: INM00012037) under the Securities and Exchange Board of India (Stock Brokers and Sub-Brokers) Regulations, 1992. In accordance with the provisions of Regulation 4(g) of the Securities and Exchange Board of India (Investment Advisers) Regulations, 2013, CGS-CIMB India is not required to seek registration with the Securities and Exchange Board of India ("SEBI") as an Investment Adviser. CGS-CIMB India is registered with SEBI (SEBI Registration Number: INZ000157134) as a Research Analyst (INH000000669) pursuant to the SEBI (Research Analysts) Regulations, 2014 ("Regulations").

This report does not take into account the particular investment objectives, financial situations, or needs of the recipients. It is not intended for and does not deal with prohibitions on investment due to law/jurisdiction issues etc. which may exist for certain persons/entities. Recipients should rely on their own investigations and take their own professional advice before investment.

The report is not a "prospectus" as defined under Indian Law, including the Companies Act, 2013, and is not, and shall not be, approved by, or filed or registered with, any Indian regulator, including any Registrar of Companies in India, SEBI, any Indian stock exchange, or the Reserve Bank of India. No offer, or invitation to offer, or solicitation of subscription with respect to any such securities listed or proposed to be listed in India is being made, or intended to be made, to the public, or to any member or section of the public in India, through or pursuant to this report.

The research analysts, strategists or economists principally responsible for the preparation of this research report are segregated from the other activities of CGS-CIMB India and they have received compensation based upon various factors, including quality, accuracy and value of research, firm profitability or revenues, client feedback and competitive factors. Research analysts', strategists' or economists' compensation is not linked to investment banking or capital markets transactions performed or proposed to be performed by CGS-CIMB India or its affiliates.

CGS-CIMB India does not have actual / beneficial ownership of 1% or more securities of the subject company in this research report, at the end of the month immediately preceding the date of publication of this research report. However, since affiliates of CGS-CIMB are engaged in the financial services business, they might have in their normal course of business financial interests or actual / beneficial ownership of one per cent or more in various companies including the subject company in this research report.

CGS-CIMB or its associates, may: (a) from time to time, have long or short position in, and buy or sell the securities of the subject company in this research report; or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company in this research report or act as an advisor or lender/borrower to such company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

CGS-CIMB India, its associates and the analyst engaged in preparation of this research report have not received any compensation for investment banking, merchant banking or brokerage services from the subject company mentioned in the research report in the past 12 months.

CGS-CIMB India, its associates and the analyst engaged in preparation of this research report have not managed or co-managed public offering of securities for the subject company mentioned in the research report in the past 12 months. The analyst from CGS-CIMB India engaged in preparation of this research report or his/her relative (a) do not have any financial interests in the subject company mentioned in this research report; (b) do not own 1% or more of the equity securities of the subject company mentioned in the research report as of the last day of the month preceding the publication of the research report; (c) do not have any material conflict of interest at the time of publication of the research report.

Indonesia: This report is issued and distributed by PT CGS-CIMB Sekuritas Indonesia ("CGS-CIMB Indonesia"). The views and opinions in this research report are our own as of the date hereof and are subject to change. CGS-CIMB Indonesia has no obligation to update its opinion or the information in this research report. Neither this report nor any copy hereof may be distributed in Indonesia or to any Indonesian citizens wherever they are domiciled or to Indonesian residents except in compliance with applicable Indonesian capital market laws and regulations.

This research report is not an offer of securities in Indonesia. The securities referred to in this research report have not been registered with the Financial Services Authority (Otoritas Jasa Keuangan) pursuant to relevant capital market laws and regulations, and may not be offered or sold within the territory of the Republic of Indonesia or to Indonesian citizens through a public offering or in circumstances which constitute an offer within the meaning of the Indonesian capital market law and regulations.

Ireland: CGS-CIMB is not an investment firm authorised in the Republic of Ireland and no part of this document should be construed as CGS-CIMB acting as, or otherwise claiming or representing to be, an investment firm authorised in the Republic of Ireland.

Malaysia: This report is distributed in Malaysia by CIMB solely for the benefit of and for the exclusive use of our clients. Recipients of this report are to contact CIMB, at 17th Floor Menara CIMB No. 1 Jalan Stesen Sentral 2, Kuala Lumpur Sentral 50470 Kuala Lumpur, Malaysia, in respect of any matters arising from or in connection with this report. CIMB has no obligation to update, revise or reaffirm its opinion or the information in this research reports after the date of this report.

New Zealand: In New Zealand, this report is for distribution only to persons who are wholesale clients pursuant to section 5C of the Financial Advisers Act 2008.

Singapore: This report is issued and distributed by CGS-CIMB Research Pte Ltd ("CGS-CIMBR"). CGS-CIMBR is a financial adviser licensed under

the Financial Advisers Act, Cap 110 (“FAA”) for advising on investment products, by issuing or promulgating research analyses or research reports, whether in electronic, print or other form. Accordingly CGS-CIMBR is a subject to the applicable rules under the FAA unless it is able to avail itself to any prescribed exemptions.

Recipients of this report are to contact CGS-CIMB Research Pte Ltd, 50 Raffles Place, #16-02 Singapore Land Tower, Singapore in respect of any matters arising from, or in connection with this report. CGS-CIMBR has no obligation to update its opinion or the information in this research report. This publication is strictly confidential and is for private circulation only. If you have not been sent this report by CGS-CIMBR directly, you may not rely, use or disclose to anyone else this report or its contents.

If the recipient of this research report is not an accredited investor, expert investor or institutional investor, CGS-CIMBR accepts legal responsibility for the contents of the report without any disclaimer limiting or otherwise curtailing such legal responsibility. If the recipient is an accredited investor, expert investor or institutional investor, the recipient is deemed to acknowledge that CGS-CIMBR is exempt from certain requirements under the FAA and its attendant regulations, and as such, is exempt from complying with the following :

- (a) Section 25 of the FAA (obligation to disclose product information);
- (b) Section 27 (duty not to make recommendation with respect to any investment product without having a reasonable basis where you may be reasonably expected to rely on the recommendation) of the FAA;
- (c) MAS Notice on Information to Clients and Product Information Disclosure [Notice No. FAA-N03];
- (d) MAS Notice on Recommendation on Investment Products [Notice No. FAA-N16];
- (e) Section 36 (obligation on disclosure of interest in specified products), and
- (f) any other laws, regulations, notices, directive, guidelines, circulars and practice notes which are relates to the above, to the extent permitted by applicable laws, as may be amended from time to time, and any other laws, regulations, notices, directive, guidelines, circulars, and practice notes as we may notify you from time to time. In addition, the recipient who is an accredited investor, expert investor or institutional investor acknowledges that as CGS-CIMBR is exempt from Section 27 of the FAA, the recipient will also not be able to file a civil claim against CGS-CIMBR for any loss or damage arising from the recipient’s reliance on any recommendation made by CGS-CIMBR which would otherwise be a right that is available to the recipient under Section 27 of the FAA, the recipient will also not be able to file a civil claim against CGS-CIMBR for any loss or damage arising from the recipient’s reliance on any recommendation made by CGS-CIMBR which would otherwise be a right that is available to the recipient under Section 27 of the FAA.

CGS-CIMBR, its affiliates and related corporations, their directors, associates, connected parties and/or employees may own or have positions in specified products of the company(ies) covered in this research report or any specified products related thereto and may from time to time add to or dispose of, or may be materially interested in, any such specified products. Further, CGS-CIMBR, its affiliates and its related corporations do and seek to do business with the company(ies) covered in this research report and may from time to time act as market maker or have assumed an underwriting commitment in specified products of such company(ies), may sell them to or buy them from customers on a principal basis and may also perform or seek to perform significant investment banking, advisory, underwriting or placement services for or relating to such company(ies) as well as solicit such investment, advisory or other services from any entity mentioned in this report.

As of March 11, 2019, CGS-CIMBR does not have a proprietary position in the recommended specified products in this report.

CGS-CIMBR does not make a market on the securities mentioned in the report.

South Korea: This report is issued and distributed in South Korea by CGS-CIMB Securities (Hong Kong) Limited, Korea Branch (“CGS-CIMB Korea”) which is licensed as a cash equity broker, and regulated by the Financial Services Commission and Financial Supervisory Service of Korea. In South Korea, this report is for distribution only to professional investors under Article 9(5) of the Financial Investment Services and Capital Market Act of Korea (“FSCMA”).

Spain: This document is a research report and it is addressed to institutional investors only. The research report is of a general nature and not personalised and does not constitute investment advice so, as the case may be, the recipient must seek proper advice before adopting any investment decision. This document does not constitute a public offering of securities.

CGS-CIMB is not registered with the Spanish Comision Nacional del Mercado de Valores to provide investment services.

Sweden: This report contains only marketing information and has not been approved by the Swedish Financial Supervisory Authority. The distribution of this report is not an offer to sell to any person in Sweden or a solicitation to any person in Sweden to buy any instruments described herein and may not be forwarded to the public in Sweden.

Switzerland: This report has not been prepared in accordance with the recognized self-regulatory minimal standards for research reports of banks issued by the Swiss Bankers’ Association (Directives on the Independence of Financial Research).

Thailand: This report is issued and distributed by CGS-CIMB Securities (Thailand) Co. Ltd. (“CGS-CIMB Thailand”) based upon sources believed to be reliable (but their accuracy, completeness or correctness is not guaranteed). The statements or expressions of opinion herein were arrived at after due and careful consideration for use as information for investment. Such opinions are subject to change without notice and CGS-CIMB Thailand has no obligation to update its opinion or the information in this research report.

CGS-CIMB Thailand may act or acts as Market Maker, and issuer and offerer of Derivative Warrants and Structured Note which may have the following securities as its underlying securities. Investors should carefully read and study the details of the derivative warrants in the prospectus before making investment decisions.

AAV, ADVANC, AMATA, AOT, AP, BANPU, BBL, BCH, BCP, BCPG, BDMS, BEAUTY, BEM, BGRIM, BJC, BH, BLA, BLAND, BPP, BTS, CBG, CENTEL, CHG, CK, CKP, COM7, CPALL, CPF, CPN, DELTA, DTAC, EA, EGCO, EPG, ERW, ESSO, GGC, GFPT, GLOBAL, GLOW, GPSC, GUNKUL, HANA, HMPRO, INTUCH, IRPC, ITD, IVL, KBANK, KCE, KKP, KTB, KTC, LH, LPN, MAJOR, MEGA, MINT, MTL, ORI, PRM, PSH, PSL, PTG, PTT, PTTEP, PTTGC, QH, RATCH, ROBINS, RS, SAWAD, SCB, SCC, SGP, SIRI, SPALI, SPRC, STA, STEC, SUPER, TASCO, TCAP, THAI, THANI, TISCO, TKN, TMB, TOA, TOP, TPIPL, TPIPP, TRUE, TTW, TU, TVO, UV, WHA, WHAUP, WORK.

Corporate Governance Report:

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 result may be changed after that date. CGS-CIMB Thailand does not confirm nor certify the accuracy of such survey result.

Score Range:	90 - 100	80 – 89	70 - 79	Below 70 or	No Survey Result
Description:	Excellent	Very Good	Good	N/A	

United Arab Emirates: The distributor of this report has not been approved or licensed by the UAE Central Bank or any other relevant licensing authorities or governmental agencies in the United Arab Emirates. This report is strictly private and confidential and has not been reviewed by, deposited or registered with UAE Central Bank or any other licensing authority or governmental agencies in the United Arab Emirates. This report is being issued outside the United Arab Emirates to a limited number of institutional investors and must not be provided to any person other than the original recipient and may not be reproduced or used for any other purpose. Further, the information contained in this report is not intended to lead to the sale of investments under any subscription agreement or the conclusion of any other contract of whatsoever nature within the territory of the United Arab Emirates.

United Kingdom and European Economic Area (EEA): In the United Kingdom and European Economic Area, this material is also being distributed by CGS-CIMB Securities (UK) Limited (“CGS-CIMB UK”). CGS-CIMB UK is authorized and regulated by the Financial Conduct Authority and its registered office is at 27 Knightsbridge, London, SW1X7YB. The material distributed by CGS-CIMB UK has been prepared in accordance with CGS-CIMB’s policies for managing conflicts of interest arising as a result of publication and distribution of this material. This material is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of CGS-CIMB UK; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the “Order”), (c) fall within Article 49(2)(a) to (d) (“high net worth companies, unincorporated associations etc”) of the Order; (d) are outside the United Kingdom subject to relevant regulation in each jurisdiction, material(all such persons together being referred to as “relevant persons”). This material is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

Where this material is labelled as non-independent, it does not provide an impartial or objective assessment of the subject matter and does not constitute independent “research” (cannot remove research from here under the applicable rules of the Financial Conduct Authority in the UK. Consequently, any such non-independent material will not have been prepared in accordance with legal requirements designed to promote the independence of research (cannot remove research from here) and will not subject to any prohibition on dealing ahead of the dissemination of research. Any such non-independent material must be considered as a marketing communication.

United States: This research report is distributed in the United States of America by CGS-CIMB Securities (USA) Inc, a U.S. registered broker-dealer and a related company of CGS-CIMB Research Pte Ltd, PT CGS-CIMB Sekuritas Indonesia, CGS-CIMB Securities (Thailand) Co. Ltd, CGS-CIMB Securities (Hong Kong) Limited, CGS-CIMB Securities (India) Private Limited, and is distributed solely to persons who qualify as “U.S. Institutional Investors” as defined in Rule 15a-6 under the Securities and Exchange Act of 1934. This communication is only for Institutional Investors whose ordinary business activities involve investing in shares, bonds, and associated securities and/or derivative securities and who have professional experience in such investments. Any person who is not a U.S. Institutional Investor or Major Institutional Investor must not rely on this communication. The delivery of this research report to any person in the United States of America is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein. CGS-CIMB Securities (USA) Inc, is a FINRA/SIPC member and takes responsibility for the content of this report. For further information or to place an order in any of the above-mentioned securities please contact a registered representative of CGS-CIMB Securities (USA) Inc.

CGS-CIMB Securities (USA) Inc. does not make a market on other securities mentioned in the report.

CGS-CIMB Securities (USA) Inc. has not managed or co-managed a public offering of any of the securities mentioned in the past 12 months.

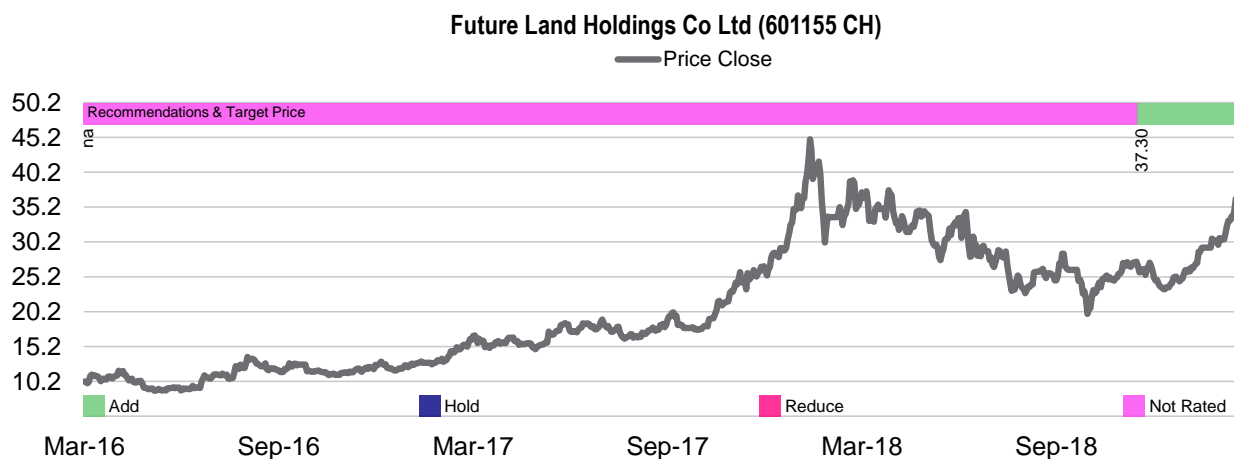
CGS-CIMB Securities (USA) Inc. has not received compensation for investment banking services from any of the company mentioned in the past 12 months.

CGS-CIMB Securities (USA) Inc. neither expects to receive nor intends to seek compensation for investment banking services from any of the company mentioned within the next 3 months.

Other jurisdictions: In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is only for distribution to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.

Distribution of stock ratings and investment banking clients for quarter ended on 31 December 2018		
758 companies under coverage for quarter ended on 31 December 2018		
	Rating Distribution (%)	Investment Banking clients (%)
Add	61.2%	4.2%
Hold	25.1%	2.1%
Reduce	13.7%	0.4%

Spitzer Chart for stock being researched (2 year data)



Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2018, Anti-Corruption 2018

ADVANC – Excellent, Certified, **AEONTS** – Good, n/a, **AH** – Very Good, n/a, **AMATA** – Excellent, Declared, **ANAN** – Excellent, Declared, **AOT** – Excellent, Declared, **AP** – Excellent, Certified, **ASP** – Very Good, Certified, **BANPU** – Excellent, Certified, **BAY** – Excellent, Certified, **BBL** – Very Good, Certified, **BCH** – Good, Certified, **BCP** - Excellent, Certified, **BCPG** – Excellent, Certified, **BEM** – Very Good, n/a, **BDMS** – Very Good, n/a, **BEAUTY** – Good, n/a, **BEC** – Very Good, n/a, **BGRIM** – Very Good, Declared, **BH** - Good, n/a, **BJC** – Very Good, Declared, **BJCHI** – Very Good, Certified, **BPP** – Very Good, Declared, **BR** - Good, Declared, **BTS** - Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – Good, n/a, **CENDEL** – Very Good, Certified, **CHG** – Very Good, Declared, **CK** – Excellent, n/a, **COL** – Excellent, Declared, **CPALL** – Very Good, Certified, **CPF** – Excellent, Certified, **CPN** - Excellent, Certified, **DELTA** - Excellent, n/a, **DEMCO** – Excellent, Certified, **DDD** – Very Good, Declared, **DIF** – not available, n/a, **DTAC** – Excellent, Certified, **EA** – Excellent, n/a, **ECL** – Very Good, Certified, **EGCO** - Excellent, Certified, **EPG** – Very Good, n/a, **ERW** – Very Good, n/a, **GFPT** - Excellent, Certified, **GGC** – Excellent, Certified, **GLOBAL** – Very Good, n/a, **GLOW** – Very Good, Certified, **GPSC** – Excellent, Certified, **GULF** – Very Good, n/a, **GUNKUL** – Excellent, Certified, **HANA** - Excellent, Certified, **HMPRO** - Excellent, Certified, **HREIT** - Excellent, Certified, **ICHI** – Excellent, Declared, **HUMAN** – not available, n/a, **III** – Good, n/a, **INTUCH** - Excellent, Certified, **IRPC** – Excellent, Certified, **ITD*** – Very Good, n/a, **IVL** - Excellent, Certified, **JASIF** – not available, n/a, **KBANK** - Excellent, Certified, **KCE** - Excellent, Certified, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTB** - Excellent, Certified, **KTC** – Excellent, Certified, **LH** - Very Good, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MACO** – Very Good, n/a, **MAJOR** – Very Good, n/a, **MAKRO** – Excellent, Declared, **MALEE** – Very Good, Certified, **MC** – Very Good, Certified, **MCOT** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** - Excellent, Certified, **MTC** – Excellent, Declared, **NETBAY** – Good, n/a, **PLANB** – Excellent, Declared, **PLAT** – Very Good, Certified, **PSH** – Excellent, Certified, **PSTC** – Good, Certified, **PTT** - Excellent, Certified, **PTTEP** - Excellent, Certified, **PTTGC** - Excellent, Certified, **QH** – Excellent, Certified, **RATCH** – Excellent, Certified, **ROBINS** – Excellent, Certified, **RS** – Very Good, n/a, **RSP** – not available, n/a, **SAMART** - Excellent, n/a, **SAPPE** – Very Good, Declared, **SAT** – Excellent, Certified, **SAWAD** – Very Good, n/a, **SC** – Excellent, Declared, **SCB** - Excellent, Certified, **SCC** – Excellent, Certified, **SCN** – Very Good, Certified, **SF** – Good, n/a, **SIRI** – Very Good, Certified, **SPA** - Good, n/a, **SPALI** - Excellent, n/a, **SPRC** – Excellent, Certified, **STA** – Very Good, Certified, **STEC** – Excellent, n/a, **SVI** – Excellent, Certified, **SYNEX** – Very Good, Declared, **TASCO** – Excellent, Certified, **TCAP** – Excellent, Certified, **TIPCO** – Very Good, Certified, **TISCO** - Excellent, Certified, **TKN** – Very Good, Declared, **TMB** - Excellent, Certified, **TNR** – Very Good, Declared, **TOP** - Excellent, Certified, **TPCH** – Good, n/a, **TIPIP** – Good, n/a, **TRUE** – Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Very Good, Declared, **UNIQ** – Good, n/a, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – not available, n/a, **WORK** – Good, n/a.

Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of August 31, 2018) are categorized into:

- Companies that have declared their intention to join CAC, and
- Companies certified by CAC

* The company, its director or management had been reportedly accused for breaching proper corporate governance such as violation of the SEC's regulations or charged with corruption.

Recommendation Framework

Stock Ratings

Definition:

- Add** The stock's total return is expected to exceed 10% over the next 12 months.
- Hold** The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
- Reduce** The stock's total return is expected to fall below 0% or more over the next 12 months.

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

Sector Ratings

Definition:

- Overweight** An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
- Neutral** A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
- Underweight** An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

Country Ratings

Definition:

- Overweight** An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
- Neutral** A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
- Underweight** An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.

#01