

## China

**HOLD** (previously ADD)

Consensus ratings\*: Buy 31 Hold 4 Sell 2

Current price:	Rmb28.11
Target price:	Rmb29.70
Previous target:	Rmb37.00
Up/downside:	5.7%
CGS-CIMB / Consensus:	-13.6%
Reuters:	000002.SZ
Bloomberg:	000002 CH
Market cap:	US\$44,466m
	Rmb312,130m
Average daily turnover:	US\$327.9m
	Rmb2,286m
Current shares o/s:	11,302m
Free float:	46.3%

\*Source: Bloomberg

**Key changes in this note**

- FY20F EPS cut by 7%.
- FY21F EPS cut by 8%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	-7.6	-7.7	0.1
Relative (%)	-0.8	0.3	8.1

**Major shareholders**

	% held
Shenzhen Metro Group	29.4
Baoneng Group	24.3

**Analyst(s)**

**Raymond CHENG, CFA**

 T (852) 2539 1324  
 E raymond.cheng@cgs-cimb.com

**Will CHU**

 T (852) 2539 1327  
 E will.chu@cgs-cimb.com

**Jeffrey MAK**

 T (852) 2539 1328  
 E jeffrey.mak@cgs-cimb.com

# China Vanke-A

## Contracted sales growth to stagnate

- Though Vanke's core net profit increased by 11% yoy in FY19, the company cut DPS for FY19 which disappointed investors.
- We forecast a yoy decline in its contracted sales in FY20F on the back of slower sales momentum amidst the Covid-19 outbreak in China.
- We downgrade Vanke-A from Add to Hold with a lower TP of Rmb29.7, based on a lower 7.8x FY20F P/E.

### Decline in FY19 DPS a disappointment to investors

Although Vanke reported core net profit rose 11% yoy to Rmb39bn in FY19, the DPS decline to Rmb1.045 (from Rmb1.07 in FY18) disappointed investors. Management explained the decline in the payout ratio to 30% (34% in FY18) was due to prudent cash flow management amid the Covid-19 outbreak, and is confident of maintaining a stable payout ratio in the next few years.

### Weak contracted sales performance ahead

Vanke reported contracted sales only rose 4% yoy to Rmb630bn in FY19. Management estimates a shortfall in contracted sales of Rmb51bn in Feb-Mar 20 on the back of continued Covid-19 outbreak in China. In view of a delayed schedule for project launch, we revise its FY20F contracted sales to Rmb622bn (down from Rmb740bn), translating to 1% yoy decline. At end-19, it had unbooked sales of Rmb609bn, leaving sufficient room to grow its topline in FY20F-21F. However, we expect its gross profit margin (GPM) for recognised sales to decline gradually on the back of higher land cost.

### Active landbanking in tier 1 and tier 2 cities to continue

In FY19, it acquired gross land bank GFA of 37.2m sq m at an average land cost of Rmb6,252/sq m, a 15% yoy increase as it spent 79% of its total land acquisition cost on tier 1 and 2 cities. The new land bank GFA acquired was lower than the contracted sales GFA in FY19 (41.1m sq m); therefore we think it will continue to actively look for new land bank in FY20F to avoid land bank depletion.

### No plans for spinning off its property management unit

Vanke's property management (PM) unit reported total revenue of Rmb12.7bn, up 30% yoy. At end-19, its PM unit had a total contracted GFA of 640m sq m (+26% yoy), in which its GFA under management amounted to 450m sq m. However, Vanke has no plans for spinning off its PM unit in the near term.

### Downgrade from Add to Hold with a lower FY20F P/E

We cut FY20F/21F EPS by 7%/8% to factor in a slower construction and delivery schedule. We downgrade Vanke-A from Add to Hold in view of its weaker sales and profit growth prospects with a lower TP of Rmb29.7, based on a lower FY20F P/E of 7.8x (9x previously), which is the 5-year average 12-month forward P/E. A key upside risk is stronger-than-expected contracted sales. Prolonged Covid-19 outbreak and further economic slowdown in China are key downside risks.

**Financial Summary**

	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
Total Net Revenues (Rmbm)	297,679	367,894	442,263	554,859	608,496
Operating EBITDA (Rmbm)	69,244	79,309	85,179	101,990	107,355
Net Profit (Rmbm)	36,820	39,140	43,032	52,624	50,521
Core EPS (Rmb)	3.19	3.49	3.81	4.20	4.45
Core EPS Growth	28.2%	9.5%	9.1%	10.4%	5.8%
FD Core P/E (x)	8.81	8.02	7.38	6.69	6.32
DPS (Rmb)	1.07	1.05	1.14	1.26	1.31
Dividend Yield	3.81%	3.72%	4.06%	4.48%	4.66%
EV/EBITDA (x)	6.69	6.19	6.23	5.41	5.19
P/FCFE (x)	7.87	11.25	7.21	5.83	4.36
Net Gearing	30.9%	34.3%	39.4%	38.8%	34.0%
P/BV (x)	1.99	1.69	1.45	1.25	1.10
ROE	24.4%	22.8%	21.1%	20.1%	18.5%
% Change In Core EPS Estimates			(7.30%)	(8.02%)	
CGS-CIMB/Consensus EPS (x)			0.88	0.92	

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 1: China Vanke-A FY19 results review**

	2018	2019	yoy chg %	2019F	var %
<b>Turnover</b>	<b>297,679</b>	<b>367,894</b>	<b>24%</b>	<b>395,525</b>	<b>-7%</b>
Cost of sales (including LAT + BT)	(209,280)	(267,456)	28%	(291,649)	-8%
<b>Gross profit</b>	<b>88,399</b>	<b>100,438</b>	<b>14%</b>	<b>103,876</b>	<b>-3%</b>
Selling & admin expenses	(19,155)	(21,130)	10%	(25,056)	-16%
<b>Operating profit</b>	<b>69,244</b>	<b>79,309</b>	<b>15%</b>	<b>78,820</b>	<b>1%</b>
Net interest (expenses)/income	(5,999)	(5,736)	-4%	(5,777)	-1%
Share of results from asso & JV	6,280	3,791	-40%	6,908	-45%
Other income/(expenses)	(42)	(84)	100%	0	n.a.
<b>Profit before tax</b>	<b>69,484</b>	<b>77,280</b>	<b>11%</b>	<b>79,951</b>	<b>-3%</b>
Taxation	(18,821)	(21,891)	16%	(18,261)	20%
Minority interests	(15,500)	(16,260)	5%	(21,256)	-24%
<b>Core profit</b>	<b>35,163</b>	<b>39,129</b>	<b>11%</b>	<b>40,434</b>	<b>-3%</b>
Total one-off items	(1,391)	(257)	-82%		
Reported profit	33,773	38,872	15%		
<b>DPS (Rmb)</b>	<b>1.07</b>	<b>1.045</b>	<b>-2%</b>	<b>1.21</b>	<b>-14%</b>
<b>Ratios</b>					
Gross margin (post-LAT)	29.7%	27.3%	-2%	26.3%	1%
Gross margin (pre-LAT)	37.0%	35.9%	-1%	32.8%	3%
Net gearing	30.9%	34.3%	3%	37.5%	-3%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**Figure 2: Vanke-A's 12M forward P/E since Mar 2015**


SOURCES: CGS-CIMB RESEARCH, BLOOMBERG, COMPANY REPORTS

**Figure 3: Summary of target price changes**

Vanke-A target price changes	Old	New	Chg
FY20F EPS (Rmb)	4.11	3.81	-7%
Target P/E (x)	9.0	7.8	-13%
Target price (Rmb)	37.0	29.7	-20%

SOURCE: CGS-CIMB RESEARCH

**Figure 4: End-2020F NAV breakdown**

End-2020F NAV	Rmb m	Rmb/share
Development properties	458,339	40.6
Investment properties	62,530	5.5
Net debt	(92,857)	(8.2)
<b>NAV</b>	<b>428,012</b>	<b>37.9</b>

SOURCE: CGS-CIMB RESEARCH

**Figure 5: Earnings revisions**

Rmb m	2020F			2021F			2022F	
	Old	New	% chg	Old	New	% chg	Old	New
Total revenue	502,746	442,263	-12%	620,226	554,859	-11%	608,496	
Core net profit	46,423	43,032	-7%	51,633	47,493	-8%	50,241	
EPS (Rmb)	4.11	3.81	-7%	4.57	4.20	-8%	4.45	
DPS (Rmb)	1.38	1.14	-17%	1.53	1.26	-18%	1.31	

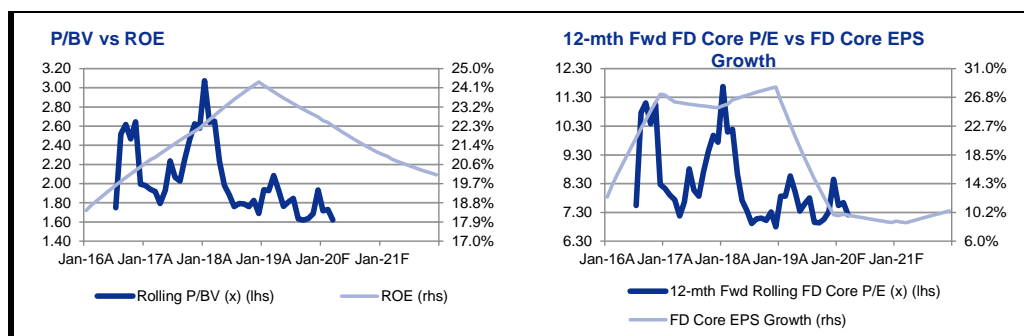
SOURCE: CGS-CIMB RESEARCH

**Figure 6: China property peer comparison**

Company	Bloomberg Ticker	Share price		Rating	Mkt cap (US\$ m)	NAV/sh (HK\$)	Disc. to NAV		P/E (x)				P/BV(x)			Yield (%)			Net Gearing (%)			
		(HK\$)	(HK\$)				NAV (%)	Upside (%)	2018	2019F	2020F	2021F	2018	2019F	2020F	2018	2019F	2020F	2018	2019F	2020F	
COLI	688 HK	24.40	38.00	ADD	34,429	42.2	42	56	7.2	6.2	5.5	5.1	0.9	0.8	0.8	3.7	4.1	4.7	32	31	24	
CR Land	1109 HK	32.15	46.90	ADD	29,200	52.1	38	46	9.6	7.8	6.8	6.0	1.5	1.3	1.3	3.6	4.4	5.2	34	38	37	
China Vanke - H	2202 HK	27.15	28.50	HOLD	44,509	40.7	33	5	7.7	7.0	6.4	5.8	1.7	1.5	1.3	4.4	4.3	4.6	31	34	39	
CIFI	884 HK	4.90	8.60	ADD	4,987	14.4	66	76	6.1	4.8	4.1	3.5	1.2	1.0	0.8	6.0	7.6	8.8	67	64	60	
Country Garden	2007 HK	8.68	13.00	HOLD	24,431	16.3	47	50	5.2	4.5	3.8	3.4	1.4	1.1	0.9	6.2	7.7	9.0	50	55	53	
Evergrande	3333 HK	12.94	27.1	ADD	22,064	40.1	68	109	3.1	4.1	3.5	3.1	1.1	1.1	0.9	9.6	12.3	11.1	152	155	140	
Greentown	3900 HK	8.57	11.70	HOLD	2,396	19.5	56	37	8.1	7.0	6.3	5.7	0.6	0.6	0.5	3.0	3.5	3.7	105	99	89	
Guangzhou R&F	2777 HK	10.32	19.80	ADD	4,646	33.0	69	92	3.4	2.7	2.6	2.3	0.4	0.4	0.4	11.9	12.0	13.7	184	177	155	
KWG	1813 HK	9.64	15.40	ADD	3,944	22.0	56	60	8.3	5.8	4.2	3.4	0.9	0.9	0.8	6.4	6.9	9.4	65	71	66	
Longfor	960 HK	34.50	44.00	ADD	26,594	44.0	22	28	14.3	11.3	9.2	7.6	2.3	2.1	1.8	3.2	4.0	4.9	53	57	52	
Shimao Prop	813 HK	23.85	40.00	ADD	10,626	50.0	52	68	8.4	6.5	5.1	4.1	1.1	1.0	0.8	4.6	6.2	7.5	57	63	62	
Sino-Ocean	3377 HK	2.32	3.10	HOLD	2,276	7.7	70	34	8.6	5.8	4.4	4.1	0.3	0.3	0.3	9.0	7.4	9.4	73	72	70	
SOHO China	410 HK	3.75	3.70	ADD	2,511	5.3	29	(1)	48.3	42.7	35.1	31.5	0.5	0.5	0.5	0.9	1.0	1.2	42	42	41	
Sunac	1918 HK	35.25	57.60	ADD	21,091	64.0	45	63	8.3	5.3	3.9	3.0	2.5	1.9	1.5	2.6	4.9	6.5	170	187	142	
Yuzhou	1628 HK	3.24	5.90	ADD	2,179	11.7	72	82	3.7	3.3	2.8	2.4	0.7	0.6	0.5	9.6	14.0	13.5	67	69	67	
Zhongliang	2772 HK	5.09	8.10	ADD	2,348	18.1	72	59	8.8	4.1	3.3	2.7	6.4	2.3	1.4	0.0	9.6	12.0	58	77	75	
<b>Greater Bay Area (GBA) plays</b>																						
Agile	3383 HK	9.13	15.90	ADD	4,606	26.5	66	74	4.6	4.1	3.6	3.3	0.7	0.6	0.5	10.5	12.3	13.7	79	83	76	
China Aoyuan	3883 HK	8.37	16.70	ADD	2,900	20.9	60	100	8.7	4.7	3.2	2.6	1.7	1.2	0.9	4.8	7.3	10.7	59	61	47	
Logan Property	3380 HK	10.90	17.10	ADD	7,732	24.4	55	57	7.7	5.4	4.5	4.0	2.0	1.3	1.0	5.4	9.1	10.9	54	56	55	
SZ Investment	604 HK	2.30	3.20	HOLD	2,617	7.1	68	39	5.9	5.7	5.1	4.9	0.5	0.4	0.4	7.8	8.3	9.1	41	40	38	
Times China	1233 HK	11.82	22.40	ADD	2,956	32.0	63	90	4.7	3.7	3.2	2.5	1.2	1.1	0.8	6.4	7.9	9.3	63	67	66	
<b>GBA average</b>							<b>62</b>	<b>72</b>	<b>6.3</b>	<b>4.7</b>	<b>3.9</b>	<b>3.5</b>	<b>1.2</b>	<b>0.9</b>	<b>0.7</b>	<b>7.0</b>	<b>9.0</b>	<b>10.8</b>	<b>59</b>	<b>61</b>	<b>56</b>	
<b>HK-listed developers' average</b>							<b>56</b>	<b>61</b>	<b>7.1</b>	<b>5.5</b>	<b>4.6</b>	<b>4.0</b>	<b>1.5</b>	<b>1.1</b>	<b>0.9</b>	<b>5.9</b>	<b>7.7</b>	<b>8.9</b>	<b>75</b>	<b>78</b>	<b>71</b>	
China Vanke - A	000002 CH	28.11	29.70	HOLD	44,466	37.9	26	6	8.8	7.8	6.8	6.2	2.0	1.7	1.5	3.8	4.3	4.9	31	34	39	
CMSK	001979 CH	16.77	29.30	ADD	18,907	36.1	54	75	8.8	7.6	6.2	5.6	1.9	1.7	1.4	4.7	5.3	6.5	55	54	48	
Seazen Holdings	601155 CH	29.11	37.90	HOLD	9,359	45.6	36	30	8.3	6.1	4.8	4.4	2.2	1.7	1.4	5.2	5.3	6.8	35	37	36	
Gemdale Corp	600383 CH	13.40	20.00	ADD	8,618	21.8	39	49	8.2	6.7	5.6	5.0	1.3	1.1	1.0	4.5	5.0	6.0	54	63	53	
Poly Developments	600048 CH	15.09	18.20	ADD	25,652	22.2	32	21	10.0	7.9	6.6	5.8	1.5	1.3	1.1	3.3	3.8	4.5	83	76	67	
<b>A-share developers' average*</b>							<b>37</b>	<b>36</b>	<b>8.8</b>	<b>7.2</b>	<b>6.0</b>	<b>5.4</b>	<b>1.8</b>	<b>1.5</b>	<b>1.3</b>	<b>4.3</b>	<b>4.7</b>	<b>5.8</b>	<b>52</b>	<b>53</b>	<b>49</b>	
<b>Small and mid-cap average (HK-listcos only)</b>							<b>63</b>	<b>67</b>	<b>6.5</b>	<b>5.0</b>	<b>4.1</b>	<b>3.6</b>	<b>1.4</b>	<b>0.9</b>	<b>0.7</b>	<b>6.6</b>	<b>8.6</b>	<b>10.1</b>	<b>75</b>	<b>77</b>	<b>71</b>	
<b>Overall average</b>							<b>51</b>	<b>54</b>	<b>7.5</b>	<b>5.8</b>	<b>4.9</b>	<b>4.3</b>	<b>1.5</b>	<b>1.2</b>	<b>1.0</b>	<b>5.6</b>	<b>7.1</b>	<b>8.3</b>	<b>70</b>	<b>73</b>	<b>66</b>	

Share price data as of 17 Mar 2020; \* A-share data stated in Rmb

SOURCES: CGS-CIMB RESEARCH, BLOOMBERG, COMPANY REPORTS

**BY THE NUMBERS**

**Profit & Loss**

(Rmbm)	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
<b>Total Net Revenues</b>	<b>297,679</b>	<b>367,894</b>	<b>442,263</b>	<b>554,859</b>	<b>608,496</b>
<b>Gross Profit</b>	<b>88,399</b>	<b>100,438</b>	<b>111,464</b>	<b>135,523</b>	<b>144,129</b>
<b>Operating EBITDA</b>	<b>69,244</b>	<b>79,309</b>	<b>85,179</b>	<b>101,990</b>	<b>107,355</b>
Depreciation And Amortisation	0	0	0	0	0
<b>Operating EBIT</b>	<b>69,244</b>	<b>79,309</b>	<b>85,179</b>	<b>101,990</b>	<b>107,355</b>
Financial Income/(Expense)	(4,341)	(5,725)	(6,415)	(7,299)	(8,071)
Pretax Income/(Loss) from Assoc.	6,280	3,791	4,283	4,712	5,042
Non-Operating Income/(Expense)	(42)	(84)	0	0	0
<b>Profit Before Tax (pre-EI)</b>	<b>71,141</b>	<b>77,291</b>	<b>83,048</b>	<b>99,403</b>	<b>104,326</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>71,141</b>	<b>77,291</b>	<b>83,048</b>	<b>99,403</b>	<b>104,326</b>
<b>Taxation</b>	<b>(18,821)</b>	<b>(21,891)</b>	<b>(19,691)</b>	<b>(22,390)</b>	<b>(24,538)</b>
Exceptional Income - post-tax					
<b>Profit After Tax</b>	<b>52,320</b>	<b>55,400</b>	<b>63,357</b>	<b>77,013</b>	<b>79,788</b>
Minority Interests	(15,500)	(16,260)	(20,324)	(24,389)	(29,267)
Pref. & Special Div	0	0	0	0	0
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
<b>Net Profit</b>	<b>36,820</b>	<b>39,140</b>	<b>43,032</b>	<b>52,624</b>	<b>50,521</b>
Recurring Net Profit	35,163	39,129	43,032	47,493	50,241
<b>Fully Diluted Recurring Net Profit</b>	<b>35,163</b>	<b>39,129</b>	<b>43,032</b>	<b>47,493</b>	<b>50,241</b>

**Cash Flow**

(Rmbm)	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
<b>EBITDA</b>	<b>69,244</b>	<b>79,309</b>	<b>85,179</b>	<b>101,990</b>	<b>107,355</b>
Cash Flow from Inv. & Assoc.	6,280	3,791	4,283	4,712	5,042
Change In Working Capital	153,937	136,134	150,568	166,658	184,547
Straight Line Adjustment					
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	(131,513)	(100,840)	(106,901)	(123,943)	(129,580)
Net Interest (Paid)/Received	(10,306)	(11,419)	(12,596)	(13,695)	(14,680)
Tax Paid	(54,023)	(61,287)	(67,416)	(70,786)	(74,326)
<b>Cashflow From Operations</b>	<b>33,618</b>	<b>45,687</b>	<b>53,117</b>	<b>64,936</b>	<b>78,358</b>
Capex	0	0	0	0	0
Disposals Of FAs/subsidiaries	3,316	4,749	2,582	2,471	2,680
Disposals of Investment Properties					
Acq. Of Subsidiaries/investments	(24,438)	(15,277)	(17,078)	(18,931)	(17,096)
Other Investing Cashflow	(46,242)	(18,099)	(13,855)	(13,306)	(10,317)
<b>Cash Flow From Investing</b>	<b>(67,364)</b>	<b>(28,627)</b>	<b>(28,351)</b>	<b>(29,766)</b>	<b>(24,732)</b>
Debt Raised/(repaid)	73,143	10,864	19,284	19,284	19,284
Proceeds From Issue Of Shares	0	0	0	0	0
Shares Repurchased					
Dividends Paid	(40,249)	(56,016)	(57,697)	(59,428)	(61,210)
Preferred Dividends					
Other Financing Cashflow	11,904	11,814	0	0	0
<b>Cash Flow From Financing</b>	<b>44,798</b>	<b>(33,338)</b>	<b>(38,412)</b>	<b>(40,143)</b>	<b>(41,926)</b>

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

**BY THE NUMBERS... cont'd**
**Balance Sheet**

(Rmbm)	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
Total Cash And Equivalents	188,417	166,195	146,092	141,120	152,820
Properties Under Development					
Total Debtors	280,401	277,980	305,778	336,356	369,991
Inventories	750,303	897,019	986,721	1,085,393	1,193,932
Total Other Current Assets	75,951	97,796	86,873	92,335	89,604
<b>Total Current Assets</b>	<b>1,295,072</b>	<b>1,438,989</b>	<b>1,525,465</b>	<b>1,655,203</b>	<b>1,806,347</b>
Fixed Assets	67,503	90,144	99,159	109,075	119,982
<b>Total Investments</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Intangible Assets	0	0	0	0	0
Total Other Non-Current Assets	166,005	200,796	204,310	208,351	212,999
<b>Total Non-current Assets</b>	<b>233,508</b>	<b>290,940</b>	<b>303,469</b>	<b>317,426</b>	<b>332,981</b>
Short-term Debt	93,183	95,086	95,086	95,086	95,086
Current Portion of Long-Term Debt					
Total Creditors	229,597	268,222	295,044	324,549	357,004
Other Current Liabilities	799,133	909,302	928,256	985,860	1,061,323
<b>Total Current Liabilities</b>	<b>1,121,914</b>	<b>1,272,610</b>	<b>1,318,386</b>	<b>1,405,494</b>	<b>1,513,413</b>
Total Long-term Debt	168,024	163,965	173,250	182,534	191,819
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	2,482	22,492	26,991	32,389	38,867
<b>Total Non-current Liabilities</b>	<b>170,506</b>	<b>186,458</b>	<b>200,241</b>	<b>214,923</b>	<b>230,686</b>
Total Provisions	539	282	254	289	316
<b>Total Liabilities</b>	<b>1,292,959</b>	<b>1,459,350</b>	<b>1,518,881</b>	<b>1,620,706</b>	<b>1,744,415</b>
<b>Shareholders' Equity</b>	<b>155,764</b>	<b>188,058</b>	<b>219,280</b>	<b>253,888</b>	<b>289,036</b>
Minority Interests	79,857	82,521	90,773	98,035	105,877
<b>Total Equity</b>	<b>235,621</b>	<b>270,579</b>	<b>310,053</b>	<b>351,923</b>	<b>394,914</b>

**Key Ratios**

	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
Revenue Growth	22.6%	23.6%	20.2%	25.5%	9.7%
Operating EBITDA Growth	44.4%	14.5%	7.4%	19.7%	5.3%
Operating EBITDA Margin	23.3%	21.6%	19.3%	18.4%	17.6%
Net Cash Per Share (Rmb)	(6.59)	(8.22)	(10.82)	(12.08)	(11.86)
BVPS (Rmb)	14.11	16.64	19.40	22.46	25.57
Gross Interest Cover	4.90	5.31	5.52	6.39	6.51
Effective Tax Rate	26.5%	28.3%	23.7%	22.5%	23.5%
Net Dividend Payout Ratio	32.1%	30.2%	29.9%	27.1%	29.3%
Accounts Receivables Days	277.6	277.0	241.5	211.2	211.8
Inventory Days	1,176	1,124	1,042	902	896
Accounts Payables Days	354.4	339.7	311.6	269.7	267.9
ROIC (%)	25.2%	19.1%	16.5%	16.6%	15.5%
ROCE (%)	16.7%	16.1%	15.9%	17.3%	16.6%
Return On Average Assets	4.13%	3.66%	3.83%	4.34%	4.18%

**Key Drivers**

	Dec-18A	Dec-19A	Dec-20F	Dec-21F	Dec-22F
Unbooked Presales (m) (Rmb)	606,950.0	630,840.0	622,343.0	643,948.5	650,881.8
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 (%)	29.7%	27.3%	25.2%	23.5%	23.5%
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 (%)	6.4%	5.7%	5.9%	6.0%	6.0%

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. Reports relating to a specific geographical area are produced and distributed by the corresponding CGS-CIMB entity as listed in the table below.

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.

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 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. CGS-CIMB has no obligation to update this report in the event of a material change to the information contained in this report. CGS-CIMB does not accept 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, its 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 disclaims 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 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 any of its affiliates (including CGIFHL, CIMBG and their respective related corporations) to any person to buy or sell any investments.

CGS-CIMB, its 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, its 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 or its 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 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
Malaysia	CGS-CIMB Securities Sdn. Bhd. (formerly known as Jupiter Securities Sdn. Bhd.)	Securities Commission Malaysia
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

#### Other Significant Financial Interests:

(i) As of February 29, 2020 CGS-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 18, 2020, 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 nor any of its 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 nor any of its 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 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.

#### Restrictions on Distributions

**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 is 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](http://www.cgs-cimb.com), CGIFHL at [www.chinastock.com.hk/en/ACG/ContactUs/index.aspx](http://www.chinastock.com.hk/en/ACG/ContactUs/index.aspx) and CIMBG at [www.cimb.com/en/who-we-are.html](http://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: INM000012037) 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 India 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 India 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. This report is for private circulation only to clients of CGS-CIMB Indonesia. 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 CGS-CIMB Securities Sdn. Bhd. (formerly known as Jupiter Securities Sdn. Bhd.) (“CGS-CIMB Malaysia”) solely for the benefit of and for the exclusive use of our clients. Recipients of this report are to contact CGS-CIMB Malaysia, at 29th 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. CGS-CIMB Malaysia 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 17, 2020, 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, AEONTS, AMATA, AOT, AWC, BANPU, BBL, BCH, BCP, BCPG, BDMS, BEC, BEM, BGC, BGRIM, BH, BJC, BPP, BTS, CBG, CENTEL, CHG, CK, CKP, COM7, CPALL, CPF, CPN, DELTA, DTAC, EA, EGCO, EPG, ERW, ESSO, GFPT, GLOBAL, GPSC, GULF, GUNKUL, HANA, HMPRO, INTUCH, IRPC, IVL, JAS, JMT, KBANK, KCE, KKP, KTB, KTC, LH, MAJOR, MBK, MEGA, MINT, MTC, ORI, OSP, PLANB, PRM, PSH, PSL, PTG, PTT, PTTEP, PTTGC, QH, RATCH, RS, SAWAD, SCB, SCC, SGP, SPALI, SPRC, STA, STEC, STPI, SUPER, TASCO, TCAP, THAI, THANI, THG, TISCO, TKN, TMB, TOA, TOP, TPIPP, TQM, TRUE, TTW, TU, VGI, WHA, BEAUTY, JMART, LPN, SISB, 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.

<b>Score Range:</b>	90 - 100	80 – 89	70 - 79	Below 70 or	No Survey Result
<b>Description:</b>	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 Securities Sdn. Bhd. (formerly known as Jupiter Securities Sdn. Bhd.), CGS-CIMB Research Pte Ltd, PT CGS-CIMB Sekuritas Indonesia, CGS-CIMB Securities (Thailand) Co. Ltd, CGS-CIMB Securities (Hong Kong) Limited and 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.

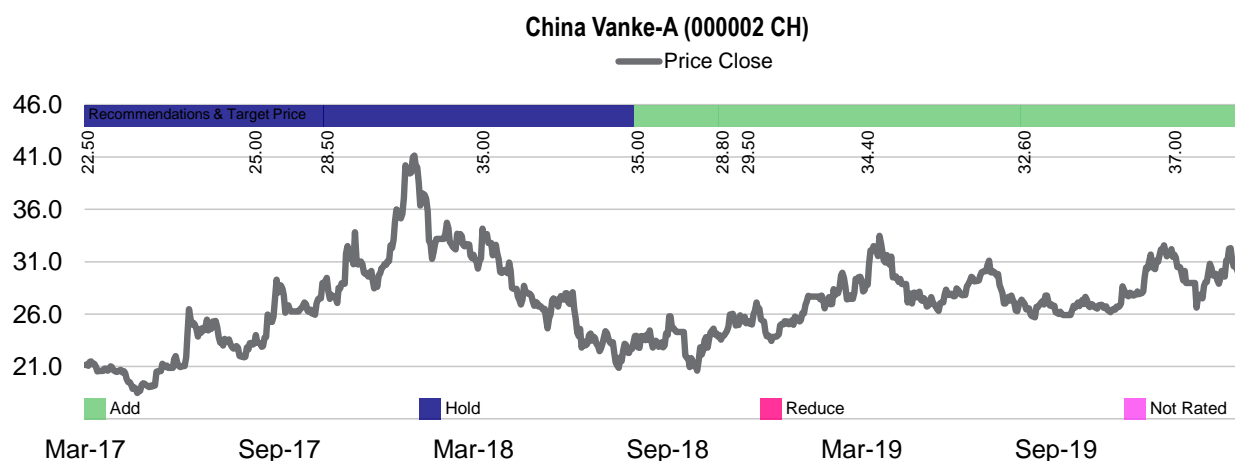
CGS-CIMB Securities (USA) Inc. has not received compensation for investment banking services from any of the company mentioned in the past 12 months.

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 2019		
798 companies under coverage for quarter ended on 31 December 2019		
	Rating Distribution (%)	Investment Banking clients (%)
Add	61.4%	0.0%
Hold	25.2%	0.0%
Reduce	13.4%	0.0%

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 2019, Anti-Corruption 2019**

**ADVANC** – Excellent, Certified, **AEONTS** – Good, n/a, **AH** – Very Good, n/a, **AMATA** – Excellent, Declared, **ANAN** – Excellent, Declared, **AOT** – Excellent, n/a, **AP** – Excellent, Certified, **ASP** – Very Good, Certified, **BAM** – not available, n/a, **BANPU** – Excellent, Certified, **BAY** – Excellent, Certified, **BBL** – Very Good, Certified, **BCH** – Good, Certified, **BGP** – Excellent, Certified, **BPCG** – Excellent, Certified, **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, n/a, **BJCHI** – Very Good, Certified, **BLA** – Very Good, Certified, **BPP** – Very Good, Declared, **BR** – Good, n/a, **BTS** – Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – Good, n/a, **CENDEL** – Very Good, Certified, **CHAYO** – Good, n/a, **CHG** – Very Good, Declared, **CK** – Excellent, n/a, **COL** – Excellent, Declared, **CPALL** – Excellent, Certified, **CPF** – Excellent, Certified, **CPN** – Excellent, Certified, **CPNREIT** – not available, n/a, **CRC** – not available, n/a, **DELTA** – Excellent, Declared, **DEMCO** – Excellent, Certified, **DDD** – Very Good, n/a, **DIF** – not available, n/a, **DREIT** – 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, **HUMAN** – Good, n/a, **ICHI** – Excellent, Declared, **III** – Excellent, n/a, **INTUCH** – Excellent, Certified, **IRPC** – Excellent, Certified, **ITD** – Very Good, n/a, **IVL** – Excellent, Certified, **JASIF** – not available, n/a, **BJC** – Very Good, n/a, **JMT** – Very Good, n/a, **KBANK** – Excellent, Certified, **KCE** – Excellent, Certified, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTB** – Excellent, Certified, **KTC** – Excellent, Certified, **LH** – Excellent, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MACO** – Very Good, n/a, **MAJOR** – Very Good, n/a, **MAKRO** – Excellent, Certified, **MALEE** – Excellent, Certified, **MC** – Excellent, Certified, **MCOT** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** – Excellent, Certified, **MK** – Very Good, n/a, **MTC** – Excellent, n/a, **NETBAY** – Very Good, n/a, **OSP** – Very Good, n/a, **PLANB** – Excellent, Certified, **PLAT** – Very Good, Certified, **PR9** – Excellent, n/a, **PSH** – Excellent, Certified, **PSTC** – Very Good, Certified, **PTT** – Excellent, Certified, **PTTEP** – Excellent, Certified, **PTTGC** – Excellent, Certified, **QH** – Excellent, Certified, **RATCH** – Excellent, Certified, **ROBINS** – Excellent, Certified, **RS** – Excellent, n/a, **RSP** – not available, n/a, **S** – Excellent, n/a, **SAPPE** – Very Good, Declared, **SAT** – Excellent, Certified, **SAWAD** – Very Good, n/a, **SC** – Excellent, Certified, **SCB** – Excellent, Certified, **SCC** – Excellent, Certified, **SCN** – Excellent, Certified, **SF** – Good, n/a, **SHR** – not available, 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** – Excellent, Certified, **TASCO** – Excellent, Certified, **TCAP** – Excellent, Certified, **THANI** – Excellent, Certified, **TIPCO** – Very Good, Certified, **TISCO** – Excellent, Certified, **TKN** – Very Good, n/a, **TMB** – Excellent, Certified, **TNR** – Very Good, Certified, **TOP** – Excellent, Certified, **TPCH** – Good, n/a, **TPIPP** – Good, n/a, **TRUE** – Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Excellent, Declared, **UNIQ** – not available, n/a, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – not available, n/a, **WICE** – Excellent, Certified, **WORK** – Good, n/a.

1 CG Score 2019 from Thai Institute of Directors Association (IOD)

2 AGM Level 2018 from Thai Investors Association

3 Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of November 30, 2018) are categorised into:

companies that have declared their intention to join CAC, and companies certified by CAC.

4 The Stock Exchange of Thailand : the record of listed companies with corporate sustainable development "Thai sustainability Investment 2018" included:

SET and mai listed companies passed the assessment conducted by the Stock Exchange of Thailand: THSI (SET) and THSI (mai)

SET listed companies passed the assessment conducted by the Dow Jones Sustainability Indices (DJSI)

**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.

#01c