

# MCOT

MCOT.TB / MCOT.BK

17 May 2013

## Ad revenue recovery in 2Q13

### Investment thesis

Following the analyst meeting, we believe that 1Q13 earnings were the year's bottom. We anticipate a clear HoH earnings recovery in 2H13, proven by ongoing ad revenue expansion and better ratings for new TV shows under the Jan programming revamp. In the meantime, we expect the current ad billings uptrend to be sustained through 2Q13. Our BUY rating stands, premised on solid FY13 earnings growth, scope for upside from digital TV licenses and a moderate yield of 5-6%.

### 1Q13 profit in line with estimate

MCOT reported a Bt375m net profit for 1Q13, up 6% YoY but down 22% QoQ. Earnings were in line with our Bt370m estimate. The YoY rise was attributable to modestly higher ad revenue and the corporate tax cut, which offset the effect of a jump in SG&A tied to higher marketing and events expenses. SG&A rose by 27% YoY and 1% QoQ, due to a one-time Bt45m marketing expense for a promotional tour that pushed the firm's new TV shows during 1Q13.

TV ad revenue rose 5% YoY (but dropped 15% QoQ), boosted by higher revenue from news programs. The modest YoY rise in TV ad revenue was because the Jan programming change wasn't well received in Jan-Feb—advertisers waited for proof of improved viewership. Radio ad revenue was flat YoY (and down 26% QoQ). Gross profit rose 4% YoY but dived 23% QoQ. MCOT reversed Bt30m in commission expenses, which it booked to the "other income" item in 1Q13. New govt projects during the quarter comprised the BMA project (Bt200m), the Office of the Prime Minister project (Bt200m) and the Ministry of Health. Govt project revenue totaled Bt150m in 1Q13.

### Improved ad revenue expected in 2Q13

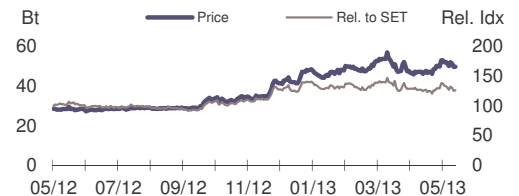
Since the Jan program revamp, MCOT's audience share rose to 8.6% in March (from 8% in Jan) and its ad spend market share to 19% in March (from 15% in Jan). We expect a 20% QoQ rise (a 5% YoY rise) in ad income for 2Q13, led by an improved mean TV loading factor (70-80% in 2Q13 against 65% in 1Q13) and greater revenue from special govt projects. The prime-time loading factor will exceed 100% in 2Q13 (against 90% in March) and the non-prime loading factor will rise above 50% in 2Q13 (against 40% in March). Despite diminished 1Q13 ad revenues, management maintains its Bt6.5bn FY13 top-line target (up 13% YoY).

### The maximum Bt6bn CAPEX for digital and network licenses

The firm estimates CAPEX totaling Bt6bn for digital facility and network businesses (assuming no strategic partnership) during FY14-17, based on the assumption that MCOT wins two digital network licenses. However, CAPEX would be significantly lower than Bt6bn in the case of a partnership deal (which we think would be quite likely).

**Sector: Media Neutral**
**Rating: BUY**
**Target Price: Bt60.00**
**Price (16 May 2013): Bt49.50**

### Price chart

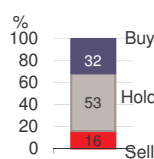


Share price perf. (%)	1M	3M	12M
Relative to SET	1.3	(3.1)	37.4
Absolute	7.6	3.1	75.2

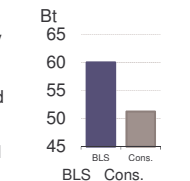
### Key statistics

Market cap	Bt34.0bn	USD1.1bn
12-mth price range	Bt27.0/Bt56.8	
12-mth avg daily volume	Bt40m	USD1.3m
# of shares (m)	687	
Est. free float (%)	22.7	
Foreign limit (%)	15.0	

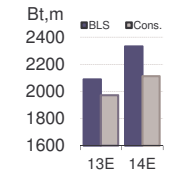
### Consensus rating



### BLS Target price vs. Consensus



### BLS earnings vs. Consensus



### Financial summary

FY Ended 31 Dec	2012	2013E	2014E	2015E
Revenues (Btm)	5,729	6,771	7,399	7,973
Net profit (Btm)	1,759	2,088	2,331	2,554
EPS (Bt)	2.56	3.04	3.39	3.72
EPS growth (%)	+29.7%	+18.7%	+11.6%	+9.6%
Core profit (Btm)	1,759	2,088	2,331	2,554
Core EPS (Bt)	2.56	3.04	3.39	3.72
Core EPS growth (%)	+29.7%	+18.7%	+11.6%	+9.6%
PER (x)	12.7	16.3	14.6	13.3
PBV (x)	2.8	4.0	3.8	3.6
Dividend (Bt)	2.3	2.7	3.1	3.3
Dividend yield (%)	7.1	5.5	6.2	6.8
ROE (%)	22.6	25.4	26.8	27.9

### CG rating



Prasit Sujiravorakul

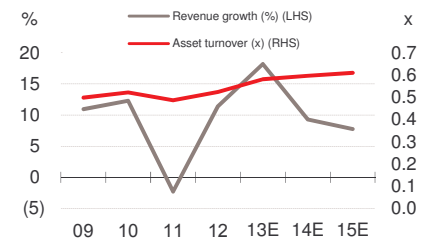
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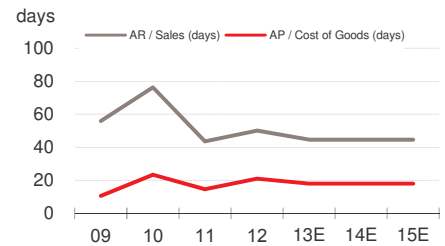
## MCOT : Financial Tables – Year

PROFIT & LOSS (Btm)	2011	2012	2013E	2014E	2015E
Revenue	5,142	5,729	6,771	7,399	7,973
Cost of sales and services	(2,175)	(2,422)	(2,969)	(3,209)	(3,437)
<b>Gross profit</b>	<b>2,967</b>	<b>3,307</b>	<b>3,803</b>	<b>4,190</b>	<b>4,536</b>
SG&A	(1,080)	(1,186)	(1,388)	(1,480)	(1,555)
<b>EBIT</b>	<b>1,888</b>	<b>2,121</b>	<b>2,415</b>	<b>2,710</b>	<b>2,981</b>
Interest expense	(11)	(11)	(9)	(8)	(7)
Other income/exp.	170	210	220	228	236
<b>EBT</b>	<b>2,047</b>	<b>2,319</b>	<b>2,626</b>	<b>2,930</b>	<b>3,210</b>
Corporate tax	(671)	(551)	(527)	(587)	(643)
<b>After-tax net profit (loss)</b>	<b>1,376</b>	<b>1,768</b>	<b>2,099</b>	<b>2,343</b>	<b>2,567</b>
Minority interest	(20)	(10)	(11)	(12)	(13)
Equity earnings from affiliates	0	0	0	0	0
Extra items	0	0	0	0	0
<b>Net profit (loss)</b>	<b>1,356</b>	<b>1,759</b>	<b>2,088</b>	<b>2,331</b>	<b>2,554</b>
Reported EPS	1.97	2.56	3.04	3.39	3.72
<b>Fully diluted EPS</b>	<b>1.97</b>	<b>2.56</b>	<b>3.04</b>	<b>3.39</b>	<b>3.72</b>
<b>Core net profit</b>	<b>1,356</b>	<b>1,759</b>	<b>2,088</b>	<b>2,331</b>	<b>2,554</b>
Core EPS	1.97	2.56	3.04	3.39	3.72
<b>EBITDA</b>	<b>2,429</b>	<b>2,663</b>	<b>2,975</b>	<b>3,289</b>	<b>3,579</b>
<b>KEY RATIOS</b>					
Revenue growth (%)	(2.3)	11.4	18.2	9.3	7.8
Gross margin (%)	57.7	57.7	56.2	56.6	56.9
EBITDA margin (%)	47.2	46.5	43.9	44.5	44.9
Operating margin (%)	36.7	37.0	35.7	36.6	37.4
Net margin (%)	26.4	30.7	30.8	31.5	32.0
Core profit margin (%)	26.4	30.7	30.8	31.5	32.0
ROA (%)	12.8	16.1	17.9	18.8	19.5
ROCE (%)	17.6	22.4	25.2	26.5	27.6
Asset turnover (x)	0.5	0.5	0.6	0.6	0.6
Current ratio (x)	3.6	3.2	3.1	3.1	3.1
Gearing ratio (x)	0.0	0.0	0.0	0.0	0.0
Interest coverage (x)	172.9	189.2	264.7	331.4	411.9
<b>BALANCE SHEET (Btm)</b>					
Cash & Equivalent	4,192	4,610	5,068	5,533	6,033
Accounts receivable	615	786	828	905	975
Inventory	11	40	49	53	56
PP&E-net	4,168	4,091	3,978	3,851	3,707
Other assets	723	830	1,092	1,277	1,444
<b>Total assets</b>	<b>10,652</b>	<b>11,248</b>	<b>12,053</b>	<b>12,743</b>	<b>13,421</b>
Accounts payable	87	139	146	158	169
ST debts & current portion	0	0	0	0	0
Long-term debt	6	5	3	4	5
Other liabilities	53	62	73	80	86
<b>Total liabilities</b>	<b>2,994</b>	<b>3,209</b>	<b>3,495</b>	<b>3,722</b>	<b>3,931</b>
Paid-up capital	3,435	3,435	3,435	3,435	3,435
Share premium	1,107	1,107	1,107	1,107	1,107
Retained earnings	3,053	3,438	3,946	4,397	4,854
<b>Shareholders equity</b>	<b>7,595</b>	<b>7,980</b>	<b>8,488</b>	<b>8,940</b>	<b>9,396</b>
Minority interests	63	59	69	81	94
<b>Total Liab.&amp;Shareholders' equity</b>	<b>10,652</b>	<b>11,248</b>	<b>12,053</b>	<b>12,743</b>	<b>13,421</b>
<b>CASH FLOW (Btm)</b>					
Net income	1,356	1,759	2,088	2,331	2,554
Depreciation and amortization	541	542	560	579	597
Change in working capital	429	(148)	(44)	(69)	(63)
FX, non-cash adjustment & others	31	(160)	(131)	(64)	(57)
<b>Cash flows from operating activities</b>	<b>2,358</b>	<b>1,994</b>	<b>2,474</b>	<b>2,777</b>	<b>3,032</b>
Capex (Invest)/Divest	(322)	(278)	(400)	(400)	(400)
Others	(890)	(663)	(653)	(441)	(407)
<b>Cash flows from investing activities</b>	<b>(1,212)</b>	<b>(940)</b>	<b>(1,053)</b>	<b>(841)</b>	<b>(807)</b>
Debt financing (repayment)	(3)	(5)	0	0	0
Equity financing	0	0	0	0	0
Dividend payment	(1,443)	(1,374)	(1,580)	(1,880)	(2,098)
Others	(890)	(663)	(653)	(441)	(407)
<b>Cash flows from financing activities</b>	<b>(1,458)</b>	<b>(1,393)</b>	<b>(1,580)</b>	<b>(1,880)</b>	<b>(2,098)</b>
Net change in cash	(313)	(340)	(160)	56	127
<b>Free cash flow (Btm)</b>	<b>2,036</b>	<b>1,716</b>	<b>2,074</b>	<b>2,377</b>	<b>2,632</b>
<b>FCF per share (Bt)</b>	<b>3.0</b>	<b>2.5</b>	<b>3.0</b>	<b>3.5</b>	<b>3.8</b>
<b>Key assumptions</b>	<b>2011</b>	<b>2012</b>	<b>2013E</b>	<b>2014E</b>	<b>2015E</b>
Average TV loading factor (%)	80.0%	83.0%	90.0%	94.0%	98.0%
TV ad revenue (Btm)	3,395	3,860	4,801	5,377	5,898
Radio ad revenue (Btm)	855	942	946	947	948
Concession revenue (Btm)	892	927	953	984	1,017
SG&A/sales (%)	21.0%	20.6%	20.5%	20.0%	19.5%

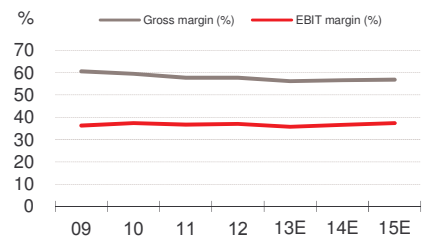
### Revenue growth and asset turnover



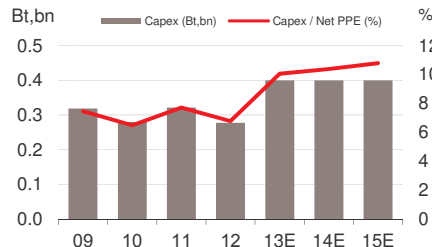
### A/C receivable & A/C payable days



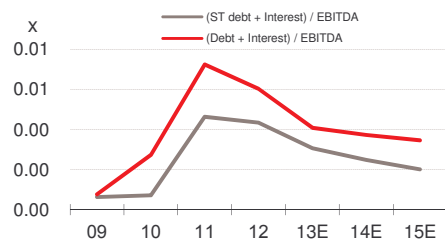
### Profit margins



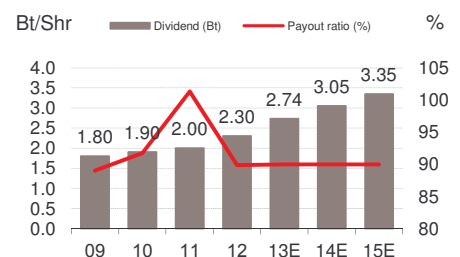
### Capital expenditure



### Debt serviceability



### Dividend payout



## MCOT : Financial Tables – Quarter

QUARTERLY PROFIT & LOSS (Btm)	1Q12	2Q12	3Q12	4Q12	1Q13
Revenue	1,265	1,450	1,515	1,499	1,283
Cost of sales and services	(589)	(593)	(649)	(591)	(581)
Gross profit	676	857	866	908	702
SG&A	(264)	(299)	(292)	(331)	(334)
<b>EBIT</b>	<b>412</b>	<b>558</b>	<b>574</b>	<b>577</b>	<b>368</b>
Interest expense	(3)	(3)	(3)	(3)	(3)
Other income/exp.	47	54	39	69	105
<b>EBT</b>	<b>457</b>	<b>609</b>	<b>610</b>	<b>644</b>	<b>470</b>
Corporate tax	(101)	(163)	(129)	(159)	(95)
After-tax net profit (loss)	356	446	482	485	375
Minority interest	(1)	(3)	(2)	(4)	(0)
Equity earnings from affiliates	0.0	0.0	0.0	0.0	0.0
Extra items	0.0	0.0	0.0	0.0	0.0
<b>Net profit (loss)</b>	<b>355</b>	<b>443</b>	<b>480</b>	<b>481</b>	<b>375</b>
Reported EPS	0.52	0.65	0.70	0.70	0.55
<b>Fully diluted EPS</b>	<b>0.52</b>	<b>0.65</b>	<b>0.70</b>	<b>0.70</b>	<b>0.55</b>
<b>Core net profit</b>	<b>355</b>	<b>443</b>	<b>480</b>	<b>481</b>	<b>375</b>
Core EPS	0.52	0.65	0.70	0.70	0.55
<b>EBITDA</b>	<b>547</b>	<b>695</b>	<b>709</b>	<b>711</b>	<b>503</b>

### KEY RATIOS

Gross margin (%)	53.4	59.1	57.2	60.6	54.7
EBITDA margin (%)	43.3	47.9	46.8	47.4	39.2
Operating margin (%)	32.6	38.4	37.9	38.5	28.7
Net margin (%)	28.0	30.6	31.7	32.1	29.2
Core profit margin (%)	28.0	30.6	31.7	32.1	29.2
BV (Bt)	11.7	11.3	11.0	11.7	12.2
ROE (%)	17.8	23.0	25.6	24.1	18.0
ROA (%)	13.1	16.2	16.8	17.1	13.1
Current ratio (x)	4.3	3.1	2.4	3.2	3.7
Gearing ratio (x)	0.0	0.0	0.0	0.0	0.0
Interest coverage (x)	162.9	222.4	224.0	227.4	113.7

### QUARTERLY BALANCE SHEET (Btm)

Cash & Equivalent	4,754	4,492	4,882	4,610	4,845
Accounts receivable	618	676	735	786	655
Inventory	5	20	28	40	52
PP&E-net	4,092	4,203	4,166	4,091	4,029
Other assets	371	928	923	919	935
<b>Total assets</b>	<b>10,833</b>	<b>10,916</b>	<b>11,418</b>	<b>11,248</b>	<b>11,449</b>
Accounts payable	93	96	127	139	136
ST debts & current portion	6	6	6	6	6
Long-term debt	5	4	5	5	4
Other liabilities	1,341	1,314	1,275	1,247	1,288
<b>Total liabilities</b>	<b>2,820</b>	<b>3,156</b>	<b>3,864</b>	<b>3,209</b>	<b>3,062</b>
Paid-up capital	3,435	3,435	3,435	3,435	3,435
Share premium	3,408	3,164	2,956	3,438	3,785
Retained earnings	3,408	3,164	2,956	3,438	3,785
<b>Shareholders equity</b>	<b>7,950</b>	<b>7,706</b>	<b>7,499</b>	<b>7,980</b>	<b>8,327</b>
Minority interests	64	53	55	59	60
<b>Total Liab.&amp;Shareholders' equity</b>	<b>10,833</b>	<b>10,916</b>	<b>11,418</b>	<b>11,248</b>	<b>11,449</b>

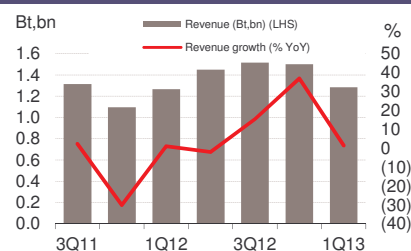
### Key statistics

	1Q12	2Q12	3Q12	4Q12	1Q13
Average TV loading factor (%)	76.0%	90.0%	92.0%	80.0%	65.0%
TV ad revenue (Btm)	819	976	1,058	1,007	857
Radio ad revenue (Btm)	197	234	245	267	197
Concession revenue (Btm)	249	240	212	226	229
SG&A/sales (%)	20.8%	20.6%	19.3%	22.1%	26.1%

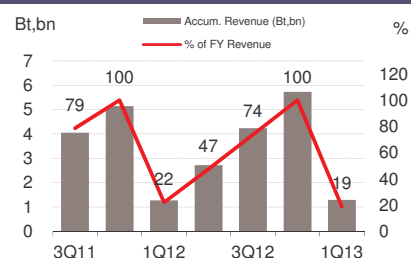
### Company profile

MCOT Plc (MCOT) operates a free-to-air national terrestrial TV station, ModerNine, and 62 radio stations across the country. The firm also collects a percentage of the revenues generated by two TV operators that have MCOT-granted concessions—Bangkok Entertainment Plc (a subsidiary of BEC) and UBC (or TRUE Visions). Bangkok Entertainment operates the nationwide terrestrial TV station, Channel 3. Last year Bangkok Entertainment paid Bt173m in revenue share to MCOT. TRUE Vision runs a multi-channel pay TV business over fiber-optic cable and satellite. It pays 6.5% of its revenue to MCOT. In FY12 it paid Bt522m.

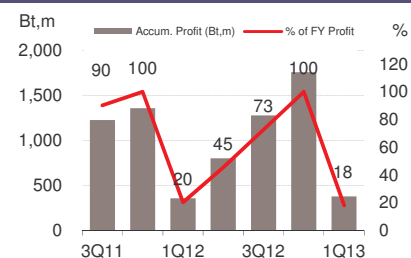
### Revenue trend



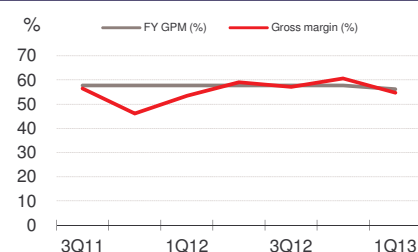
### Revenue trend (accumulated)



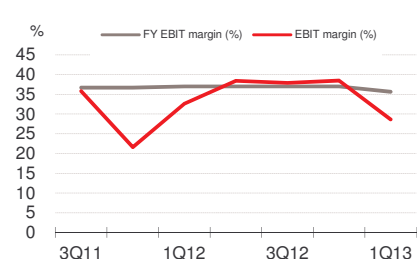
### Net profit trend (accumulated)



### Gross profit margin



### EBIT margin



**Figure 1 : 1Q13 results**

FY Ended 31 Dec (Btm)	1Q13	1Q12	YoY %	4Q12	QoQ %	3M13	3M12	YoY %	3M13 vs. FY13E	
<b>Income Statement</b>										
Revenue	1,283	1,265	1	1,499	(14)	1,283	1,265	1	19	• Revenues was 1% below our estimate
Cost of sales and services	(581)	(589)	(1)	(591)	(2)	(581)	(589)	(1)	20	
EBITDA	503	547	(8)	711	(29)	503	547	(8)	17	
SG&A	(334)	(264)	27	(331)	1	(334)	(264)	27	24	
EBIT	368	412	(11)	577	(36)	368	412	(11)	15	• Gross profit was 4% below our model
Interest expense	(3)	(3)	28	(3)	28	(3)	(3)	28	35	
Other income/exp.	105	47	124	69	52	105	47	124	48	
Equity earnings from affiliates	0	0	<i>nm</i>	0	<i>nm</i>	0	0	<i>nm</i>	n.m.	
Extra items	0	0	<i>nm</i>	0	<i>nm</i>	0	0	<i>nm</i>	n.m.	• GM was 54.7%; our assumption was 56.6%
<b>EBT</b>	<b>470</b>	<b>457</b>	<b>3</b>	<b>644</b>	<b>(27)</b>	<b>470</b>	<b>457</b>	<b>3</b>	<b>18</b>	
Corporate tax	(95)	(101)	(6)	(159)	(40)	(95)	(101)	(6)	18	
Minority interest	(0)	(1)	(78)	(4)	(94)	(0)	(1)	(78)	2	• SG&A was 8% above our model—a one-time marketing expense
<b>Net profit (loss)</b>	<b>375</b>	<b>355</b>	<b>6</b>	<b>481</b>	<b>(22)</b>	<b>375</b>	<b>355</b>	<b>6</b>	<b>18</b>	
Reported EPS	0.55	0.52	6	0.70	(22)	0.55	0.52	6	18	
<b>Core net profit</b>	<b>375</b>	<b>355</b>	<b>6</b>	<b>481</b>	<b>(22)</b>	<b>375</b>	<b>355</b>	<b>6</b>	<b>18</b>	
<b>Key ratios</b>										
Gross margin (%)	54.7	53.4		60.6		54.7	53.4			• EBIT was 13% below our estimate
EBITDA margin (%)	39.2	43.3		47.4		39.2	43.3			
EBIT margin (%)	28.7	32.6		38.5		28.7	32.6			
SG&A / Revenue (%)	26.1	20.8		22.1		26.1	20.8			• One-off extra other income—the reversal of overbooked commissions
Tax rate (%)	20.1	22.1		24.7		20.1	22.1			
Net margin (%)	29.2	28.0		32.1		29.2	28.0			
Current ratio (x)	3.7	4.3		3.2		3.7	4.3			
Gearing ratio (x)	0.0	0.0		0.0		0.0	0.0			
Interest coverage (x)	113.7	162.9		n.m.		113.7	162.9			• After-tax profit was in line with our estimate
<b>Balance Sheet</b>										
Cash & Equivalent	4,845	4,754	2	4,610	5					
<b>Total assets</b>	<b>11,449</b>	<b>10,833</b>	<b>6</b>	<b>11,248</b>	<b>2</b>					• Net profit was in line with our estimate
ST debts & current portion	6	6	n.m.	6	(2)					
Long-term debt	4	5	n.m.	5	(21)					
<b>Total liabilities</b>	<b>3,062</b>	<b>2,820</b>	<b>9</b>	<b>3,209</b>	<b>(5)</b>					
Retained earnings	3,785	3,408	11	3,438	10					
<b>Shareholders equity</b>	<b>8,327</b>	<b>7,950</b>	<b>5</b>	<b>7,980</b>	<b>4</b>					
Minority interests	60	64	(6)	59	2					
BV (Bt)	12.2	11.7	5	11.7	4					

Sources: Company data, Bualuang Research estimates

**Figure 2: Revenue and gross profit breakdown**

	1Q13	1Q12	% YoY	4Q12	% QoQ
<b>Total revenue</b>	<b>1,283</b>	<b>1,265</b>	<b>1.4</b>	<b>1,499</b>	<b>(14.4)</b>
- TV	857	819	4.5	1,007	(14.9)
- Radio	197	197	0.4	267	(26.1)
- Concession	229	249	(8.0)	226	1.4
<b>Total cost of services</b>	<b>(581)</b>	<b>(589)</b>	<b>(1.4)</b>	<b>(591)</b>	<b>(1.8)</b>
- Cost of TV & radio	(553)	(559)	(1.0)	(564)	(1.9)
- Cost of concession	(28)	(30)	(8.4)	(27)	0.7
<b>Gross profit</b>	<b>702</b>	<b>676</b>	<b>3.9</b>	<b>908</b>	<b>(22.7)</b>
- TV & radio	501	457	9.5	710	(29.5)
- Concession	201	219	(7.9)	198	1.5
Gross margin (%)	54.7%	53.4%		60.6%	
- TV & radio	47.5%	45.0%		55.7%	
- Concession	88.0%	87.9%		87.9%	

Source: Company data

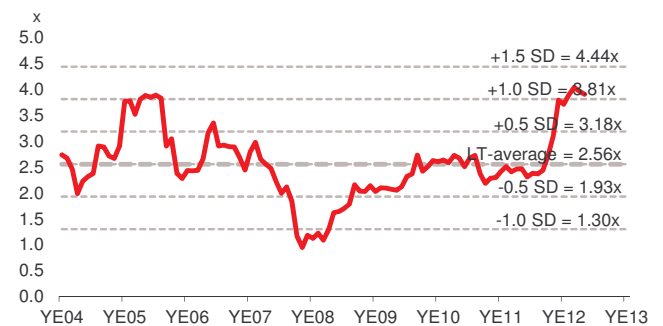
## Regional Comparisons

	Bloomberg Code	Price (local curr.)	Market Cap (US\$ equivalent)	PER (x)		EPS Growth (%)		PBV (x)		ROE (%)		Div Yield (%)	
				2013E	2014E	2013E	2014E	2013E	2014E	2013E	2014E	2013E	2014E
Abs-Cbn Corp	ABSPM	PHP45.5	843	15.5	19.5	6.8	-5.7	16	15	12.6	8.1	19	13
Gma Network Inc	GMA7 PM	PHP9.7	791	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	25.4	n.a.	n.a.	n.a.
Sun Tv Network Ltd	SUNTV IN	INR443.0	3,193	24.6	20.6	2.2	19.1	6.4	5.7	26.6	28.6	2.3	2.6
Zee Entertainment Enterprise	Z IN	INR245.6	4,307	32.8	27.2	23.0	20.2	6.1	5.3	19.3	20.1	0.9	1.0
Television Broadcasts Ltd	511HK	HKD60.7	3,424	14.7	14.1	3.8	4.9	3.2	3.0	22.9	22.3	4.3	4.6
Phoenix Satellite Television	2008 HK	HKD3.1	1,962	15.3	13.4	19.8	18.5	2.6	2.1	21.7	20.4	2.2	2.7
Nippon Television Network	9404 JP	JPY1,834.0	4,738	16.5	15.5	7.9	6.7	10	0.9	6.0	6.0	1.8	1.9
Tokyo Broadcasting System	9401 JP	JPY1,404.0	2,618	23.1	21.5	2.3	7.9	0.7	0.6	3.0	3.2	1.1	1.2
Tv Asahi Corp	9409 JP	JPY2,074.0	2,043	19.9	18.4	15.2	8.6	0.8	0.8	4.0	3.7	1.4	1.3
Beijing Gehua Catv Network-A	600037 CH	CNY6.9	1,195	23.4	21.1	8.0	11.6	n.a.	n.a.	5.7	6.0	1.6	1.7
BEC World	BEC TB	THB68.75	4,627	23.4	20.6	22.8	13.9	14.2	12.6	67.5	68.3	4.1	4.7
GMM Grammy	GRAMMY TB	THB23.90	426	n.m.	105.6	n.m.	n.m.	3.7	3.5	-6.4	4.8	0.0	0.5
Major Cineplex Group	MAJOR TB	THB24.30	726	17.4	16.8	52.8	3.8	3.2	3.1	19.1	19.0	5.3	5.5
MCOT	MCOT TB	THB49.50	1,144	16.3	14.6	18.7	11.6	4.0	3.8	25.4	26.8	5.5	6.2
VGI Global Media	VGI TB	THB142.00	1,433	30.5	24.7	53.9	23.6	20.3	17.5	71.5	76.2	2.6	3.2
Workpoint Entertainment	WORK TB	THB55.00	476	26.2	22.3	33.5	17.5	8.9	7.8	37.3	38.6	2.9	3.5
<b>Simple average</b>				<b>21.4</b>	<b>25.0</b>	<b>19.3</b>	<b>11.6</b>	<b>5.5</b>	<b>4.9</b>	<b>22.6</b>	<b>23.5</b>	<b>2.5</b>	<b>2.8</b>

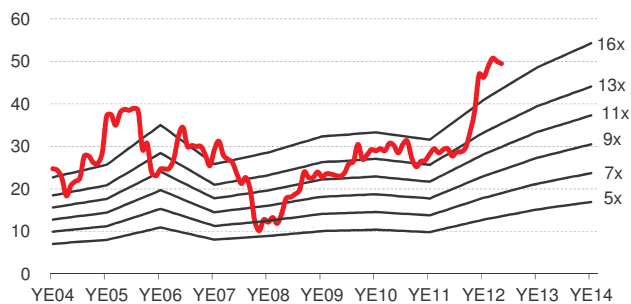
PER band versus SD (next 12 months)



PBV band versus SD (next 12 months)



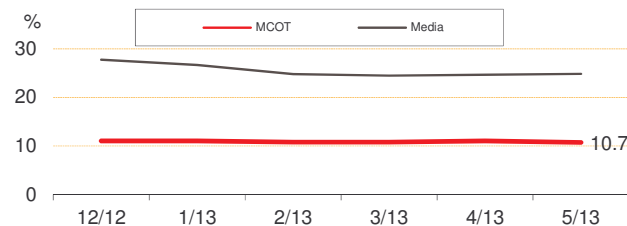
PER band and share price



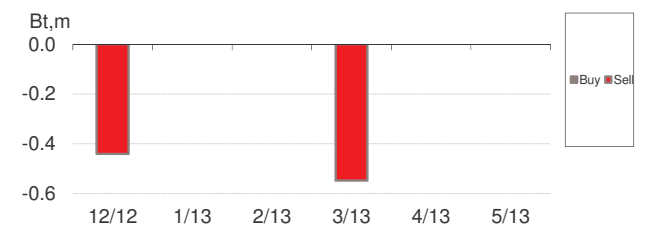
PBV band and share price



Foreign holding



Management trading activities during past six months








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Score Range	Score Range	Description
90 – 100		Excellent
80 – 89		Very Good
70 – 79		Good
60 – 69		Satisfactory
50 – 59		Pass
Below 50	No logo given	N/A

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**BUY:** Expected positive total returns of 15% or more over the next 12 months.

**HOLD:** Expected total returns of between -15% and +15% over the next 12 months.

**SELL:** Expected negative total returns of 15% or more over the next 12 months.

**TRADING BUY:** Expected positive total returns of 15% or more over the next 3 months.

**SECTOR RECOMMENDATIONS**

**OVERWEIGHT:** The industry, as defined by the analyst's coverage universe, is expected to outperform the relevant primary market index over the next 12 months.

**NEUTRAL:** The industry, as defined by the analyst's coverage universe, is expected to perform in line with the relevant primary market index over the next 12 months.

**UNDERWEIGHT:** The industry, as defined by the analyst's coverage universe, is expected to underperform the relevant primary market index over the next 12 months.