

# MCOT

MCOT.TB / MCOT.BK

5 August 2015

## FY15 earnings cut further

### Investment thesis

Although its earnings and share price look set to bottom out in 1H15, with an anticipated recovery in 2H15, we are skeptical over the scale of MCOT's 2H15-FY16 recovery and the sustainability of rating rises of its HD and Family channels in the long term. With another cut to our FY15 earnings forecast, its valuation is now no longer cheap while its dividend yield is unattractive. Its long-term competitiveness with other digital-only players remains in question. Our SELL rating stands, premised on weak fundamentals, unattractive valuation and yield.

### Ratings recovery for MCOT's HD Channel in May

The average rating (4 years+ nationwide) for its HD Channel (simulcast with its analog channel) improved from 0.207 in April to 0.236 in May and 0.295 in June, led by the program revamp at its HD Channel in March and the one-time event of the SEA Games live broadcasts in June via the TV pool network's six analog channels. The rating for its Family Channel regained from 0.007 in Feb to 0.015 in March and 0.035 in June, thanks to the content revamp in May. It further rose slightly to 0.037 during July 1-19. We think that the ratings gains at two of its channels should prove to be a short-term phenomenon and will not be sustained in the long term given its weaker content and higher price than its peers. The scale of a MoM improvement for its Family Channel is still marginal, we believe.

### Insights into 2Q15—core earnings plunge

We assume a Bt50m net profit for 2Q15, down 69% YoY but up 84% QoQ. Given that there is currently no clarity over the accounting method for the recognition of a one-time gain from True Visions related to its Build-Transfer-Operate equipment buyback from MCOT, we assume the conservative scenario that MCOT would book such a gain amounting to Bt21m in 2Q15. Excluding such one-time gain, core profit would be Bt29m, down 82% YoY but up 7% QoQ.

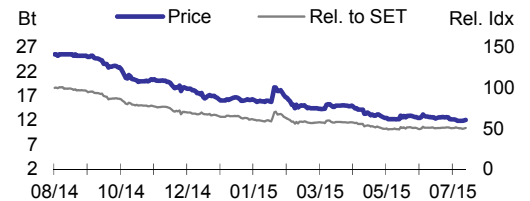
The YoY core earnings plunge is attributable to the significant drops in ad revenue (sustained weak consumption and its ratings drop) and concession revenue (True Visions' migration of subscribers from the MCOT's concession to its NBTC-licensed subsidiary) as well as the rises in OPEX related to the revamps of its two channels in 2Q15. The QoQ rise is attributable to the second-quarter high season. We expect TV ad revenue to tumble 34% YoY and concession revenue to dive 39% YoY for 2Q15. However, its radio ad revenue should have remained solid, up 10% YoY. We assume a GM of 26.9% in 2Q15, against 39.5% in 2Q14 and 24.8% in 1Q15.

### Further FY15 earnings downgrade

We have revised down our FY15 net profit forecast by 49% (to Bt204m) and its FY15 core earnings forecast by 54% (to Bt183m) to factor in the anticipated weak 2Q15 earnings and the slower 2H15 earnings recovery caused by slow progress in a broad consumption recovery.

**Sector: Media Neutral**
**Rating: SELL**
**Target Price: Bt10.00**
**Price (4 August 2015): Bt12.10**

### Price chart

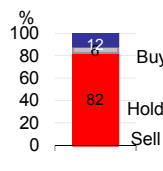


Share price perf. (%)	1M	3M	12M
Relative to SET	(3.4)	(12.5)	(47.1)
Absolute	(6.2)	(18.2)	(53.5)

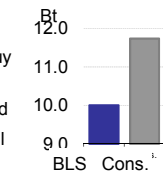
### Key statistics

Market cap	Bt8.3bn	USD0.2bn
12-mth price range	Bt11.7/Bt26.0	
12-mth avg daily volume	Bt10m	USD0.3m
# of shares (m)	687	
Est. free float (%)	22.7	
Foreign limit (%)	15.0	

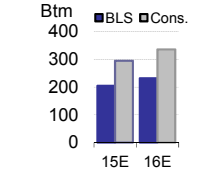
### Consensus rating



### BLS Target price vs. Consensus



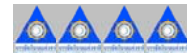
### BLS earnings vs. Consensus



### Financial summary

FY Ended 31 Dec	2014	2015E	2016E	2017E
Revenues (Btm)	4,284	3,493	3,835	4,039
Net profit (Btm)	504	204	232	274
EPS (Bt)	0.73	0.30	0.34	0.40
EPS growth (%)	-67.0%	-59.5%	+13.7%	+18.0%
Core profit (Btm)	504	183	232	274
Core EPS (Bt)	0.73	0.27	0.34	0.40
Core EPS growth (%)	-68.2%	-63.7%	+26.7%	+18.0%
PER (x)	34.3	40.7	35.8	30.4
PBV (x)	2.3	1.1	1.1	1.1
Dividend (Bt)	0.6	0.2	0.3	0.3
Dividend yield (%)	2.2	1.8	2.1	2.5
ROE (%)	6.6	2.8	3.2	3.7

### CG rating



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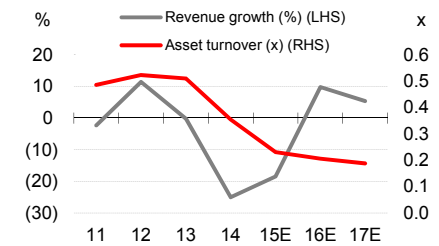
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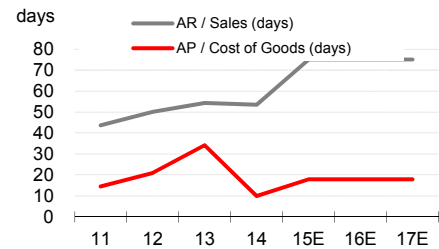
## MCOT: Financial Tables – Year

PROFIT & LOSS (Btm)	2013	2014	2015E	2016E	2017E
Revenue	5,715	4,284	3,493	3,835	4,039
Cost of sales and services	(2,727)	(2,677)	(2,590)	(2,589)	(2,523)
<b>Gross profit</b>	<b>2,989</b>	<b>1,607</b>	<b>903</b>	<b>1,245</b>	<b>1,516</b>
SG&A	(1,264)	(1,136)	(781)	(977)	(1,130)
<b>EBIT</b>	<b>1,725</b>	<b>471</b>	<b>122</b>	<b>268</b>	<b>386</b>
Interest expense	(14)	(16)	(78)	(155)	(216)
Other income/exp.	269	170	177	183	190
<b>EBT</b>	<b>1,980</b>	<b>625</b>	<b>221</b>	<b>297</b>	<b>360</b>
Corporate tax	(396)	(144)	(60)	(86)	(106)
<b>After-tax net profit (loss)</b>	<b>1,584</b>	<b>481</b>	<b>161</b>	<b>211</b>	<b>254</b>
Minority interest	(1)	23	22	21	20
Equity earnings from affiliates	0	0	0	0	0
Extra items	(56)	0	21	0	0
<b>Net profit (loss)</b>	<b>1,527</b>	<b>504</b>	<b>204</b>	<b>232</b>	<b>274</b>
Reported EPS	2.22	0.73	0.30	0.34	0.40
<b>Fully diluted EPS</b>	<b>2.22</b>	<b>0.73</b>	<b>0.30</b>	<b>0.34</b>	<b>0.40</b>
<b>Core net profit</b>	<b>1,583</b>	<b>504</b>	<b>183</b>	<b>232</b>	<b>274</b>
Core EPS	2.30	0.73	0.27	0.34	0.40
<b>EBITDA</b>	<b>2,264</b>	<b>1,233</b>	<b>914</b>	<b>1,091</b>	<b>1,241</b>
<b>KEY RATIOS</b>					
Revenue growth (%)	(0.2)	(25.0)	(18.5)	9.8	5.3
Gross margin (%)	52.3	37.5	25.9	32.5	37.5
EBITDA margin (%)	39.6	28.8	26.2	28.4	30.7
Operating margin (%)	30.2	11.0	3.5	7.0	9.6
Net margin (%)	26.7	11.8	5.8	6.1	6.8
Core profit margin (%)	27.7	11.8	5.2	6.1	6.8
ROA (%)	13.6	4.2	1.3	1.2	1.3
ROCE (%)	19.1	6.5	2.1	1.7	1.7
Asset turnover (x)	0.5	0.4	0.2	0.2	0.2
Current ratio (x)	3.5	2.4	4.2	4.2	4.4
Gearing ratio (x)	0.0	0.0	0.7	1.0	1.3
Interest coverage (x)	121.0	29.6	1.6	1.7	1.8
<b>BALANCE SHEET (Btm)</b>					
Cash & Equivalent	4,337	3,334	5,929	6,487	7,099
Accounts receivable	850	627	718	788	830
Inventory	51	31	39	39	38
PP&E-net	3,988	3,872	4,598	5,406	6,255
Other assets	859	4,657	5,562	6,925	8,224
<b>Total assets</b>	<b>11,168</b>	<b>12,989</b>	<b>17,250</b>	<b>20,081</b>	<b>22,899</b>
Accounts payable	256	73	128	128	124
ST debts & current portion	0	0	0	0	0
Long-term debt	4	54	4,900	7,300	9,810
Other liabilities	115	2,319	2,096	2,301	2,423
<b>Total liabilities</b>	<b>3,208</b>	<b>5,534</b>	<b>9,991</b>	<b>12,764</b>	<b>15,502</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	3,357	2,885	2,711	2,790	2,890
<b>Shareholders' equity</b>	<b>7,899</b>	<b>7,427</b>	<b>7,253</b>	<b>7,332</b>	<b>7,432</b>
Minority interests	61	28	6	(15)	(35)
<b>Total Liab.&amp;Shareholders' equity</b>	<b>11,168</b>	<b>12,989</b>	<b>17,250</b>	<b>20,081</b>	<b>22,899</b>
<b>CASH FLOW (Btm)</b>					
Net income	1,527	504	204	232	274
Depreciation and amortization	539	762	792	823	855
Change in working capital	41	60	(45)	(70)	(44)
FX, non-cash adjustment & others	(711)	(345)	(71)	23	6
<b>Cash flows from operating activities</b>	<b>1,396</b>	<b>982</b>	<b>880</b>	<b>1,007</b>	<b>1,091</b>
Capex (Invest)/Divest	(172)	(196)	(1,284)	(1,393)	(1,463)
Others	2,185	(1,543)	(483)	(510)	(306)
<b>Cash flows from investing activities</b>	<b>2,013</b>	<b>(1,739)</b>	<b>(1,767)</b>	<b>(1,903)</b>	<b>(1,769)</b>
Debt financing (repayment)	(5)	(6)	3,149	1,300	1,280
Equity financing	0	0	0	0	0
Dividend payment	(1,580)	(986)	(378)	(153)	(174)
Others	2,185	(1,543)	(483)	(510)	(306)
<b>Cash flows from financing activities</b>	<b>(1,586)</b>	<b>(992)</b>	<b>2,771</b>	<b>1,147</b>	<b>1,106</b>
Net change in cash	1,824	(1,750)	1,884	251	428
<b>Free cash flow (Btm)</b>	<b>1,224</b>	<b>786</b>	<b>(404)</b>	<b>(386)</b>	<b>(372)</b>
<b>FCF per share (Bt)</b>	<b>1.8</b>	<b>1.1</b>	<b>(0.6)</b>	<b>(0.6)</b>	<b>(0.5)</b>
<b>Key assumptions</b>	<b>2013</b>	<b>2014</b>	<b>2015E</b>	<b>2016E</b>	<b>2017E</b>
Average TV loading factor (%)	80.0%	60.0%	65.0%	70.0%	75.0%
TV ad revenue (Btm)	3,824	2,486	1,426	1,659	1,751
Radio ad revenue (Btm)	956	930	938	939	940
Concession revenue (Btm)	936	593	317	328	340
SG&A/sales (%)	21.6%	26.2%	23.0%	22.5%	15.0%

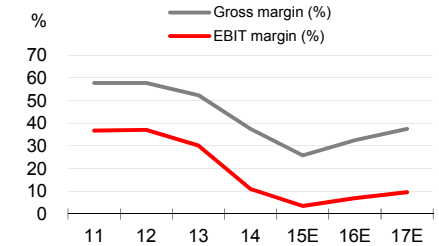
### Revenue growth and asset turnover



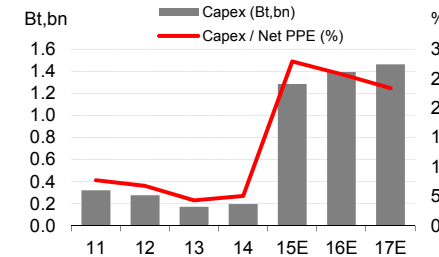
### A/C receivable & A/C payable days



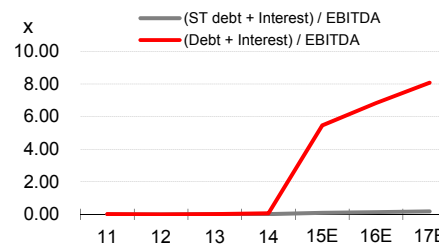
### Profit margins



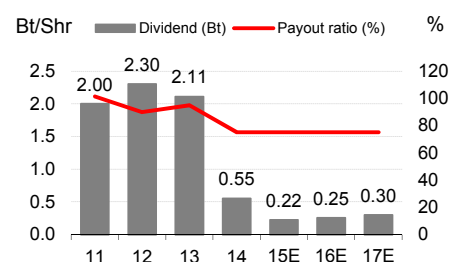
### Capital expenditure



### Debt serviceability



### Dividend payout



## MCOT: Financial Tables – Quarter

QUARTERLY PROFIT & LOSS (Btm)	1Q14	2Q14	3Q14	4Q14	1Q15
Revenue	1,030	1,126	1,088	1,040	805
Cost of sales and services	(561)	(681)	(708)	(728)	(606)
Gross profit	469	445	380	312	199
SG&A	(280)	(283)	(288)	(286)	(249)
<b>EBIT</b>	<b>190</b>	<b>162</b>	<b>92</b>	<b>26</b>	<b>(49)</b>
Interest expense	(3)	(3)	(4)	(4)	(5)
Other income/exp.	51	46	30	42	83
<b>EBT</b>	<b>237</b>	<b>205</b>	<b>119</b>	<b>64</b>	<b>29</b>
Corporate tax	(48)	(49)	(28)	(19)	(6)
After-tax net profit (loss)	189	156	91	45	22
Minority interest	9	7	(1)	8	5
Equity earnings from affiliates	0	0	0	0	0
Extra items	0	0	0	0	0
<b>Net profit (loss)</b>	<b>198</b>	<b>163</b>	<b>90</b>	<b>54</b>	<b>27</b>
Reported EPS	0.29	0.24	0.13	0.08	0.04
<b>Fully diluted EPS</b>	<b>0.29</b>	<b>0.24</b>	<b>0.13</b>	<b>0.08</b>	<b>0.04</b>
<b>Core net profit</b>	<b>198</b>	<b>163</b>	<b>90</b>	<b>54</b>	<b>27</b>
Core EPS	0.29	0.24	0.13	0.08	0.04
<b>EBITDA</b>	<b>330</b>	<b>355</b>	<b>308</b>	<b>239</b>	<b>152</b>

### KEY RATIOS

Gross margin (%)	45.5	39.5	34.9	30.0	24.8
EBITDA margin (%)	32.0	31.6	28.3	23.0	18.8
Operating margin (%)	18.4	14.4	8.5	2.5	(6.1)
Net margin (%)	19.2	14.5	8.2	5.2	3.4
Core profit margin (%)	19.2	14.5	8.2	5.2	3.4
BV (Bt)	11.9	11.0	10.8	10.9	10.9
ROE (%)	9.8	8.7	4.9	2.9	1.5
ROA (%)	5.6	4.9	2.7	1.7	0.9
Current ratio (x)	3.4	2.2	2.0	2.4	2.5
Gearing ratio (x)	0.0	0.0	0.0	0.0	0.0
Interest coverage (x)	55.2	46.8	25.7	6.2	n.m.

### QUARTERLY BALANCE SHEET (Btm)

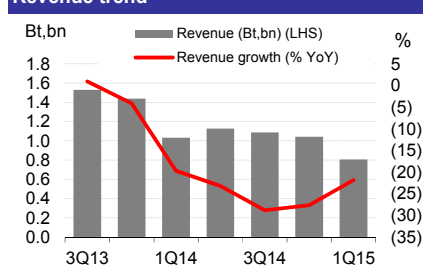
Cash & Equivalent	3,571	3,269	3,646	3,334	3,372
Accounts receivable	676	727	668	627	530
Inventory	54	64	50	31	27
PP&E-net	4,090	4,019	3,944	2,707	2,613
Other assets	4,946	4,877	4,796	5,911	5,846
<b>Total assets</b>	<b>14,199</b>	<b>13,344</b>	<b>13,487</b>	<b>12,989</b>	<b>12,804</b>
Accounts payable	301	219	175	73	64
ST debts & current portion	6	6	16	32	33
Long-term debt	3	5	25	54	48
Other liabilities	4,524	3,746	3,693	3,637	3,565
<b>Total liabilities</b>	<b>6,050</b>	<b>5,812</b>	<b>6,077</b>	<b>5,534</b>	<b>5,326</b>
Paid-up capital	3,435	3,435	3,435	3,435	3,435
Share premium	3,555	2,955	2,831	2,885	2,912
Retained earnings	3,555	2,955	2,831	2,885	2,912
<b>Shareholders equity</b>	<b>8,097</b>	<b>7,497</b>	<b>7,374</b>	<b>7,427</b>	<b>7,455</b>
Minority interests	52	35	36	28	23
<b>Total Liab.&amp;Shareholders' equity</b>	<b>14,199</b>	<b>13,344</b>	<b>13,487</b>	<b>12,989</b>	<b>12,804</b>

Average TV loading factor (%)	1Q14	2Q14	3Q14	4Q14	1Q15
Average TV loading factor (%)	64.0%	75.0%	84.0%	66.0%	65.0%
TV ad revenue (Btm)	586	653	660	585	387
Radio ad revenue (Btm)	182	218	250	279	204
Concession revenue (Btm)	186	183	121	103	112
New media & digital netw ork rev (Btm)	75	72	58	73	102

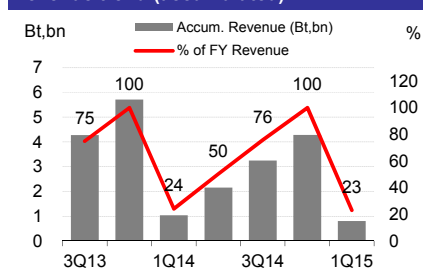
### Company profile

MCOT Public Company Limited (MCOT) operates a free-to-air national terrestrial TV station, ModerNine, and 62 radio stations across the country. The broadcaster also collects a percentage of the revenues generated by two TV operators that have MCOT-granted concessions—Bangkok Entertainment Public Company Limited (a subsidiary of BEC) and TRUE Visions. Bangkok Entertainment operates the nationwide terrestrial TV station, Channel 3. In FY14, Bangkok Entertainment paid Bt191m in revenue share to MCOT. TRUE Visions runs a multichannel pay-TV business over fiber-optic cable and satellite. It pays 6.5% of its revenue to MCOT. In FY14, it paid Bt382m.

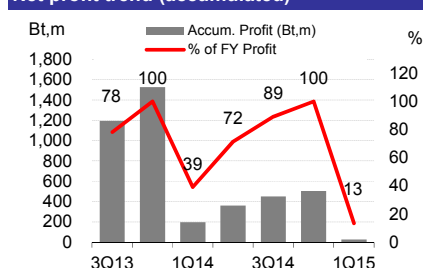
### Revenue trend



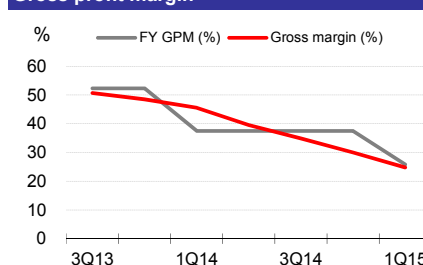
### Revenue trend (accumulated)



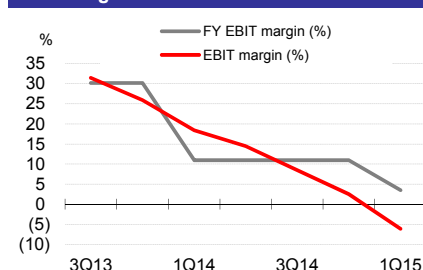
### Net profit trend (accumulated)



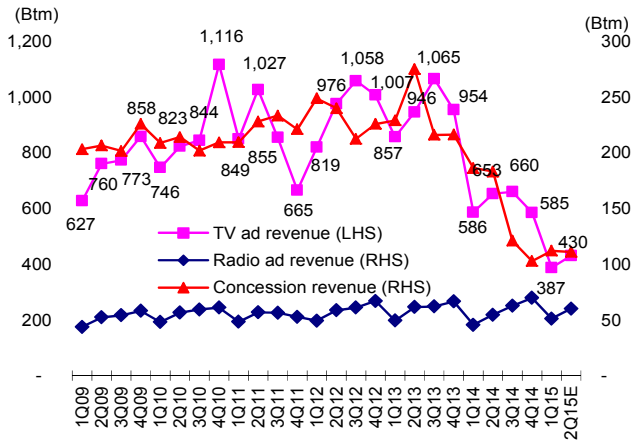
### Gross profit margin



### EBIT margin

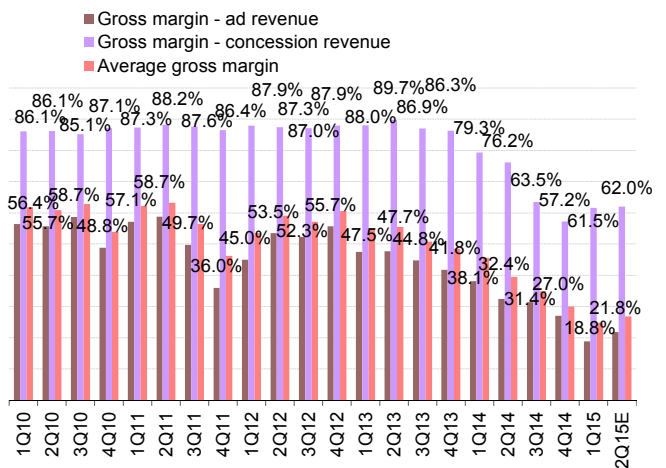


**Figure 1: Revenue breakdown, by quarter**



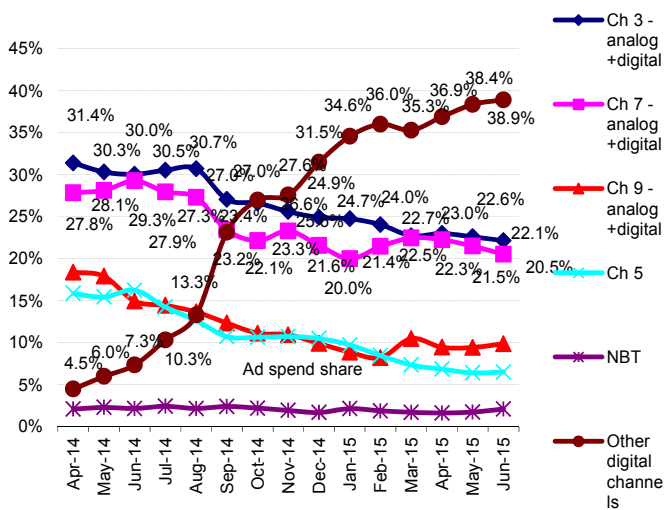
Sources: Company data, Bualuang Research

**Figure 2: Gross margin breakdown, by quarter**



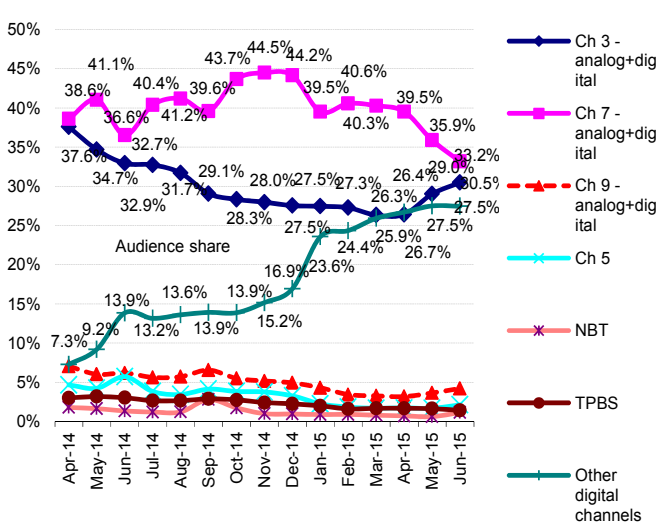
Sources: Company data, Bualuang Research

**Figure 3: Ad spend share (analog and digital), by month**



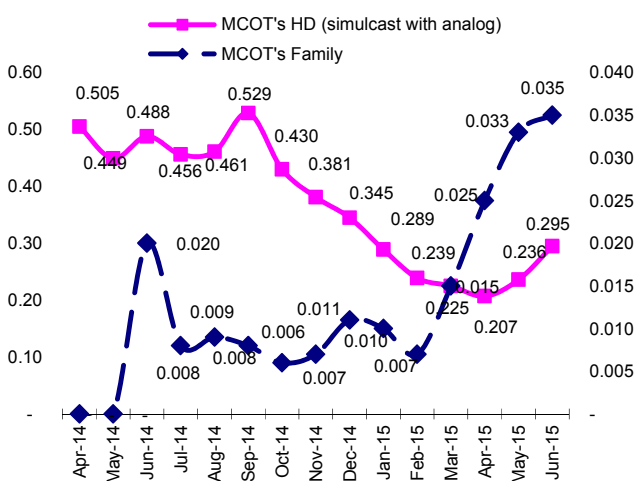
Source: The Nielsen Company

**Figure 4: Audience share (analog and digital), by month**



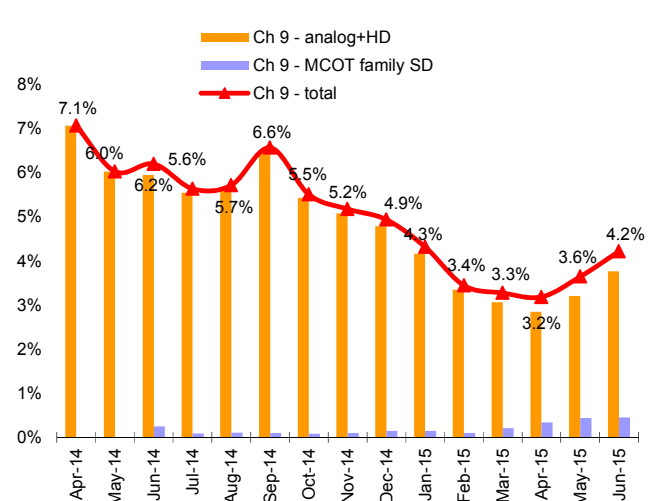
Source: The Nielsen Company

**Figure 5: MCOT's digital rating— analog and digital**



Source: The Nielsen Company

**Figure 6: MCOT's audience share— analog and digital**



Source: The Nielsen Company

**Figure 7: 2Q15 earnings preview**

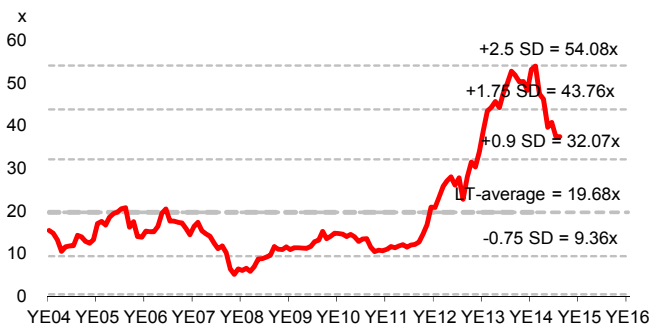
	2Q15E	2Q14	% YoY	1Q15	% QoQ	1H15E	1H14	% YoY
<b>Total revenue</b>	<b>883</b>	<b>1,126</b>	<b>(21.6)</b>	<b>805</b>	<b>9.7</b>	<b>1,688</b>	<b>2,155</b>	<b>(21.7)</b>
- TV	430	653	(34.2)	387	11.1	817	1,239	(34.1)
- New media and digital network	102	72	41.7	102	-	204	147	38.8
- Radio	240	218	10.1	204	17.6	444	400	11.0
- Concession	111	183	(39.3)	112	(0.9)	223	369	(39.6)
<b>Total cost of services</b>	<b>(646)</b>	<b>(681)</b>	<b>(5.1)</b>	<b>(606)</b>	<b>6.7</b>	<b>(1,251)</b>	<b>(1,242)</b>	<b>0.8</b>
- Cost of TV & radio & new media	(604)	(637)	(5.2)	(562)	7.3	(1,166)	(1,159)	0.6
- Cost of concession	(42)	(44)	(3.3)	(43)	(2.2)	(85)	(82)	3.9
<b>Gross profit</b>	<b>237</b>	<b>445</b>	<b>(46.7)</b>	<b>199</b>	<b>19.0</b>	<b>436</b>	<b>914</b>	<b>(52.3)</b>
- TV & radio & new media	168	306	(45.0)	131	28.9	299	627	(52.3)
- Concession	69	139	(50.6)	69	(0.0)	138	287	(52.0)
Gross margin (%)	26.9%	39.5%		24.8%		25.9%	42.4%	
- TV & radio & new media	21.8%	32.5%		18.8%		20.4%	35.1%	
- Concession	62.0%	76.2%		61.5%		61.7%	77.8%	
SG&A	(252)	(283)	(11.0)	(249)	1.2	(500)	(562)	(11.0)
<b>EBIT</b>	<b>(15)</b>	<b>162</b>	<b>n.m.</b>	<b>(49)</b>	<b>70.5</b>	<b>(64)</b>	<b>352</b>	<b>n.m.</b>
Interest expense	(6)	(3)	58.4	(5)	20.0	(10)	(7)	46.0
Other income/exp.	50	46	8.9	83	(39.6)	133	97	37.0
<b>EBT</b>	<b>30</b>	<b>205</b>	<b>(85.4)</b>	<b>29</b>	<b>3.9</b>	<b>59</b>	<b>442</b>	<b>(86.7)</b>
Corporate tax	(7)	(49)	(86.6)	(6)	3.4	(13)	(97)	(86.7)
After-tax profit	23	156	(85.0)	22	4.0	46	345	(86.7)
Minority interest	6	7	(16.2)	5	23.0	11	16	(31.1)
Extra items	21	-		-		21	-	
<b>Net profit</b>	<b>50</b>	<b>163</b>	<b>(69.1)</b>	<b>27</b>	<b>84.2</b>	<b>78</b>	<b>360</b>	<b>(78.4)</b>
Reported EPS	0.07	0.24	(69.1)	0.04	84.2	0.11	0.52	(78.4)
Fully diluted EPS	0.07	0.24	(69.1)	0.04	84.2	0.11	0.52	(78.4)
<b>Core net profit</b>	<b>29</b>	<b>163</b>	<b>(82.0)</b>	<b>27</b>	<b>7.4</b>	<b>57</b>	<b>360</b>	<b>(84.3)</b>
Core EPS	0.04	0.24	(82.0)	0.04	7.4	0.08	0.52	(84.3)
<b>EBITDA</b>	<b>185</b>	<b>355</b>	<b>(47.8)</b>	<b>152</b>	<b>22.3</b>	<b>337</b>	<b>685</b>	<b>(50.8)</b>
Gross margin (%)	26.9	39.5		24.8		25.9	42.4	
EBITDA margin (%)	21.0	31.6		18.8		20.0	31.8	
Operating margin (%)	(1.6)	14.4		(6.1)		(3.8)	16.3	
Net margin (%)	5.7	14.5		3.4		4.6	16.7	
Core profit margin (%)	3.3	14.5		3.4		3.4	16.7	

Sources: Company data, Bualuang Research estimates

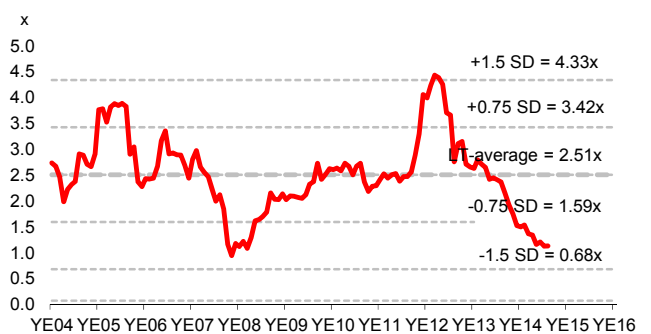
## Regional Comparisons

	Bloomberg	Price	Market Cap	PER (x)		EPS Growth (%)		PBV (x)		ROE (%)		Div Yield (%)	
	Code	(local curr.)	(US\$ equivalent)	2015E	2016E	2015E	2016E	2015E	2016E	2015E	2016E	2015E	2016E
Abs-Cbn Corp	ABS PM	PHP61.3	1,142	19.4	13.6	13.8	41.5	1.9	1.7	9.7	12.6	1.3	1.7
Gma Network Inc	GMA7 PM	PHP6.4	467	24.9	16.3	-8.2	73.7	n.a.	n.a.	15.1	21.5	4.3	2.5
Sun Tv Network Ltd	SUNTV IN	INR353.0	2,179	15.7	13.4	13.4	16.8	3.8	3.4	25.0	26.6	3.6	4.1
Zee Entertainment Enterprise	Z IN	INR403.2	6,068	38.5	30.3	21.3	27.3	6.8	5.9	20.3	21.9	0.7	0.8
Television Broadcasts Ltd	511 HK	HKD42.5	2,401	11.9	11.3	252.7	5.1	2.1	2.0	18.6	17.8	6.0	6.4
Phoenix Satellite Television	2008 HK	HKD2.0	1,277	18.0	14.1	199.7	27.3	1.8	1.6	10.5	12.0	2.6	2.3
Nippon Television Network	9404 JP	JPY2,391.0	5,075	17.7	16.1	12.8	10.0	1.0	1.0	5.9	6.2	1.4	1.4
Tokyo Broadcasting System	9401 JP	JPY1,806.0	2,767	30.3	27.3	-24.9	11.6	0.7	0.7	2.4	2.6	1.0	1.0
Tv Asahi Corp	9409 JP	JPY2,022.0	1,765	20.8	19.5	-7.0	6.5	0.7	0.7	3.3	3.6	2.0	2.0
Beijing Gehua Catv Network-A	600037 CH	CNY27.1	5,089	35.7	26.7	36.8	33.7	4.2	3.7	11.7	13.6	1.1	1.4
BEC World	BEC TB	THB36.25	2,066	22.0	20.6	-25.3	6.8	9.1	8.5	40.7	45.0	4.2	4.5
GMM Grammy	GRAMMY TB	THB11.90	278	n.m.	22.9	n.m.	n.m.	2.7	2.5	-0.3	12.7	0.0	0.0
Major Cineplex Group	MAJOR TB	THB32.25	820	22.2	20.0	19.1	11.1	4.3	4.1	19.9	21.0	3.9	4.3
MCOT	MCOT TB	THB12.10	237	40.7	35.8	-59.5	13.7	1.1	1.1	2.8	3.2	1.8	2.1
Plan B Media	PLANB TB	THB6.05	603	52.7	37.0	44.3	42.7	7.6	6.9	22.8	19.6	1.0	1.4
RS	RS TB	THB11.70	335	71.8	33.9	-55.1	112.1	6.5	5.9	9.5	18.9	0.8	1.8
VGI Global Media	VGI TB	THB4.44	869	40.6	32.5	-44.0	24.8	6.9	4.1	25.4	15.8	2.1	2.8
Workpoint Entertainment	WORK TB	THB36.50	434	68.9	60.5	576.8	13.9	4.8	4.2	9.2	7.6	0.8	0.8
<b>Simple average</b>				<b>32.5</b>	<b>25.1</b>	<b>56.9</b>	<b>28.2</b>	<b>3.9</b>	<b>3.4</b>	<b>14.0</b>	<b>15.7</b>	<b>2.1</b>	<b>2.3</b>

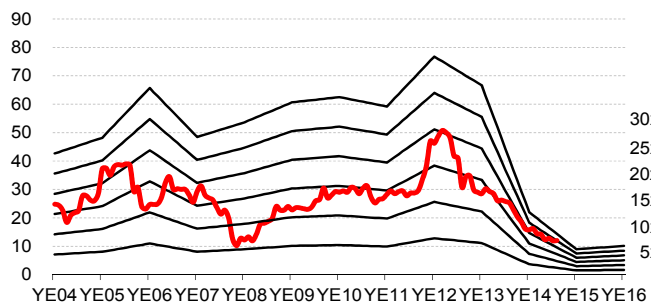
PER band versus SD (next 12 months)



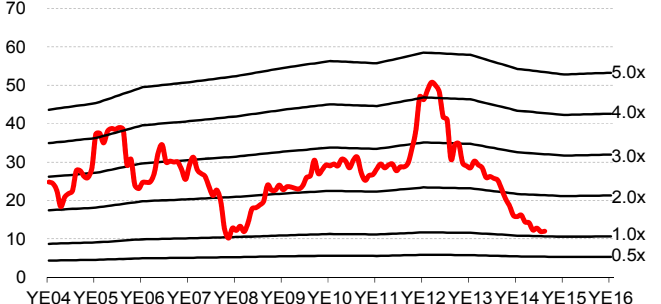
PBV band versus SD (next 12 months)



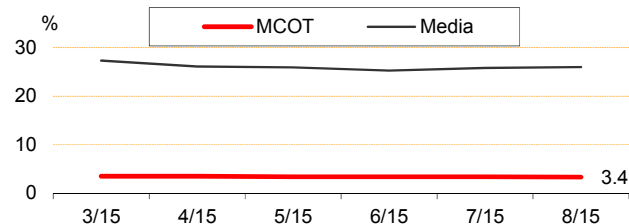
PER band and share price



PBV band and share price



Foreign holding









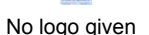
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Score Range	Score Range	Description
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80 – 89		Very Good
70 – 79		Good
60 – 69		Satisfactory
50 – 59		Pass
Below 50	No logo given	N/A

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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.