

## Malaysia

## **HOLD** (no change)

Consensus ratings*:	Buy 5	Hold 3	Sell 1
Current price:			RM0.76
Target price:			RM0.74
Previous target:			RM0.78
Up/downside:			-2.0%
CGS-CIMB / Consens	us:		-15.6%
Reuters:		M	YRS.KL
Bloomberg:		N	/IRC MK
Market cap:		USS	798.9m
		RN	/13,331m
Average daily turnove	r:	US	S\$1.16m
		R	M4.85m
Current shares o/s:			4,395m
Free float: *Source: Bloomberg			42.1%

#### Key changes in this note

> FY19-21F EPS cut by 35-52%.



		Source: Bl	oomberg
Price performance	1M	ЗМ	12M
Absolute (%)	4.9	0.7	2.7
Relative (%)	3.5	0.9	8.8

Major shareholders EPF	% held 33.5
Gapurna Sdn Bhd	16.7
Lembaga Tabung Haji	7.8

#### Analyst(s)



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# **Malaysian Resources Corp**

# Core losses sustained in 9M19

- Excluding RM58m asset sale gain in 2Q19, 9M19 results were below expectations with a core net loss of RM40m.
- Cost provisions continue to impact construction earnings though property turned in a core operating profit in 9M19.
- Weak earnings performance and fewer contract flows may continue to weigh on share price. Maintain Hold with a lower TP.

## 9MFY19 results below expectations; core net loss of RM40m

MRCB's 9M19 performance continued to be impacted by 1) slow work progress in its property development projects, 2) deferment of earnings of selected property projects until the completion of the sale and purchase agreement (SPA), and 3) re-timing of the LRT 3 contract. What was new in 3Q19 was the additional prudent expensing of cost (provisions) pending project completion and ongoing legal proceedings, the value of which was not disclosed. Excluding the RM58m gain from the sale of ONE IFC in 2Q19, MRCB reported a 9M19 core net loss of RM40m vs. our and Bloomberg consensus full-year net profit forecasts of RM70m-84m. No dividends were declared, as expected.

## RM11m core EBIT for property; estimated operating loss for infra

9M19 revenue from its property development and investment division declined 58% yoy. Excluding the gain from asset sale in 2Q19, property development recorded a core operating profit of RM11m in 9M19, vs. a core operating loss of RM11m in 1H19. Going by the previously guided c.RM10m cost provisions in 2Q19, 9M19 construction segment still turned in an operating loss of an estimated RM6.7m, largely due to the slow progress of larger-value infra contracts (despite a healthy order book of RM21bn).

## Post-LRT 3 remodeling impact leaves little JV profits in 9M19

LRT 3 JV profit, which accounts for MRCB's 50% share of the turnkey profit from the revised LRT 3 project, remains thin. 9M19 LRT JV profit stood at RM1.2m compared to RM1m in 1H19, or RM200k recognised in 3Q19. Guidance is that the LRT 3 profit component will only improve once all the revised work package contracts (WPC) are in full swing from 2020. LRT 3 JV profit in 9M18 (pre-cost rationalisation) was RM21m.

## Maintain Hold with lower TP

We slash our FY19-21F EPS by 35-52% as we factor in slower recognition of the construction order book, thinner property margins and higher costs. Nevertheless, we still expect a better 4Q19F (qoq, lower core losses) as we anticipate a recovery in construction progress billings and an improvement in core property earnings. Overall, we feel that the group's unexciting earnings outlook, coupled with weak visibility of new order flows, is likely to continue to weigh on its share price. Maintain Hold. We roll over to end-CY20 and cut RNAV-based TP to RM0.74 (unchanged 40% discount to RNAV). Revival in contract wins and clarity on ECRL tenders are potential upside risks while sustained losses in 4Q19F a downside risk.

Financial Summary	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Revenue (RMm)	2,641	1,871	1,796	1,958	2,016
Operating EBITDA (RMm)	146.1	91.8	52.6	92.2	104.3
Net Profit (RMm)	161.9	101.2	46.4	82.6	91.1
Core EPS (RM)	0.033	0.019	0.007	0.015	0.017
Core EPS Growth	(46%)	(41%)	(63%)	106%	13%
FD Core P/E (x)	24.1	42.7	116.6	56.7	50.2
DPS (RM)	0.018	0.018	0.015	0.015	0.015
Dividend Yield	2.32%	2.32%	1.99%	1.99%	1.99%
EV/EBITDA (x)	31.80	40.94	71.28	40.31	35.24
P/FCFE (x)	NA	3.12	NA	NA	NA
Net Gearing	31.4%	19.2%	18.4%	17.5%	16.6%
P/BV (x)	0.68	0.69	0.69	0.69	0.69
ROE	3.69%	1.76%	0.65%	1.34%	1.51%
% Change In Core EPS Estimates			(52.1%)	(37.5%)	(35.4%)
CGS-CIMB/Consensus EPS (x)			0.66	0.72	0.59

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



Figure 1: Results	compa	rison								
FYE Dec (RM m)	3QFY19	3QFY18	yoy %	2QFY19	qoq %	3QFY19	3QFY18	yoy %	Prev.	
			chg		chg	Cum	Cum	chg	FY19F	Comments
Revenue	372.7	663.8	(43.8)	241.0	54.7	847.8	1,496.6	(43.4)	1,833.3	Slow recognition of proporty sales and construction
Operating costs	(349.0)	(626.0)	(44.3)	(217.3)	60.6	(842.9)	(1,396.8)	(40)	(1,743.3)	order book
EBITDA	23.8	37.8	(37)	23.7	0.2	4.9	99.8	(95. 1)	90.0	
EBITDA margin (%)	6.4	5.7	12	9.8	(35.2)	0.6	6.7	(91.3)	4.9	
Depn & amort.	(9.1)	(5.3)	69.8	(10.9)	(16.8)	(28.0)	(16.2)	73.4	(26.3)	
EBIT	14.7	32.4	(55)	12.8	14.5	(23.1)	83.6	(127.7)	63.7	
Interest expense	(13.7)	(15.1)	(9.4)	(12.6)	8.7	(38.6)	(36.1)	7.0	(45.3)	Debt stood at RM1.7bn
Interest & invt inc	10.5	9.9	6.4	8.3	27.4	88.4	36.9	139.6	20.8	Cash stood at RM435m
Associates & JV	2.7	13.2	(79.6)	1.3	111.5	5.9	29.7	(80.1)	26.5	Included RM1.2m in LRT 3 JV profit (9M18: RM21m)
Exceptionals	-	-	nm	58.0	(100.0)	58.0	-	nm	-	RM58m gain from the disposal of ONE IFC in 2Q19
Pretax profit	14.3	40.5	(64.7)	9.8	45.4	32.5	114.1	(71.5)	121.4	
Tax	(12.1)	(22.0)	(7.0)	(2.2)	458	(21.1)	(37.7)	(44.0)	(35.3)	
Tax rate (%)	84.8	54.4	55.8	22.1	284	65.0	33.1	96.5	29.1	
Minority interests	0.3	1.3	(74.1)	3.4	(90)	6.3	(1.6)	502.6	(2.2)	
Net profit	2.5	19.8	(87.3)	11.1	(77.2)	17.7	74.8	(76.3)	83.8	9M19 core net loss was below ours and
Core net profit	2.5	19.8	(87.3)	(46.9)	n.m.	(40.3)	74.8	(153.9)	83.8	consensus' full-year forecast core net profit
EPS (sen)	0.1	0.5	(86.7)	0.3	(76.0)	0.4	1.7	(76.5)	1.9	
										SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Revenue	9MFY19	9MFY18	YoY Comments
Property development	371.4	882.9	-58% Delayed due to S&P completion; slow revenue recognition from high-rise projects
Engineering, construction & environment	420.9	561.2	-25% Slow progress of construction works including higher-value infra contracts
Facilities management & parking	39.4	39.7	-1% New environmental jobs have yet to flow through
Investment holding and others	16.1	12.7	27% Lumpy recurring revenues
Total	847.8	1,496.6	-43%
EBIT	9MFY19	9MFY18	YoY
Property development	69.8	88.9	-21% Included RM58m gain in 2Q19 from the 30% stake sale in ONE IFC
Engineering, construction & environment	3.3	44.8	-93% Cost provision on ongoing contracts and potential legal proceedings
Facilities management & parking	3.6	5.6	-35% Some contracts at the tail-end
Investment holding and others	(1.1)	(13.8)	-92% Profits tend to be lumpy
Total	75.6	125.5	-40%
EBIT margins	9MFY19	9MFY18	% pts
Property development	19%	10%	87% Included RM58m gain in 2Q19 from the 30% stake sale in ONE IFC
Engineering, construction & environment	1%	8%	-7% Impacted by weak progress billings
Facilities management & parking	9%	14%	nm Typically higher project margins
Investment holding and others	-7%	-108%	-94% Profits tend to be lumpy
Total	9%	8%	6%

Figure 3: Earnings revision										
RM m —	2018A		2019F			2020F			2021F	
		Old	New	%chg	Old	New	%chg	Old	New	%chg
Revenue	1,871	1,833	1,796	-2%	1,998	1,958	-2%	2,058	2,016	-2%
EBITDA	92	90	53	-42%	133	92	-31%	146	104	-29%
Core pretax profit	97	95	58	-39%	138	98	-29%	152	110	-28%
Core net profit	85	65	31	-52%	103	65	-37%	113	73	-35%
SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS										



Figure 4: RNAV						
	Land	bank	GDV	Stake	Value	Value
Ongoing property development	(Acres)	(m sq ft)	(RM m)	(%)	(RM psf)	(RM m)
Bukit Jalil KL Sports City	76.1	3.3	20,700.0	17%	400.0	225.4
Kwasa Sentral (Kwasa Damansara)	64.1	2.8	8,606.0	70%	250.0	488.6
Cyberjaya City	113.3	4.9	5,350.0	70%	250.0	863.7
KL Sentral - Lot F	5.7	0.2	2,993.0	100%	900.0	223.5
Semarak City - Setapak	27.4	1.2	2,977.0	100%	320.0	381.9
Penang Sentral - phases 3 & 7	16.7	0.7	2,100.0	70%	120.0	61.1
PJ Sentral - Nilaitera	7.8	0.3	1,656.0	100%	350.0	118.9
Lot 349, KL Sentral (service apartments)	4.9	0.2	1,413.0	100%	950.0	202.8
Q Sentral Office Tower	1.9	0.1	1,228.0	66%	950.0	51.9
Lot 94 Jalan Kia Peng	1.9	0.1	1,012.0	100%	500.0	41.4
9 Seputeh - Old Klang Road	8.0	0.3	795.0	100%	200.0	69.7
Pulai Johor	67.5	2.9	770.0		35.0	102.9
PJ Sentral - Tower 1	0.0	0.0	700.0		550.0	0.0
Penang Sentral - phases 1 & 2	6.0	0.3	590.0	100%	120.0	31.4
PJ Sentral - Tower 5	0.0	0.0	455.0	100%	550.0	0.0
PJ Sentral - Celcom Tower	2.3	0.1	428.0	100%	450.0	45.1
Suria Subang	3.2	0.1	401.0	100%	200.0	27.9
Seri Iskandar - phase 3	159.0	6.9	350.0	70%	10.0	48.5
Seri Iskandar - Phase 2	245.0	10.7	321.0	70%	5.0	37.4
Rahman Putra - phase 3	4.6	0.2	307.0		20.0	4.0
Canegie - Melbourne	1.0	0.0	305.0	100%	450.0	19.6
Selbourne 2 - Shah Alam	2.4	0.0	198.0	100%	200.0	20.9
Rahman Putra - phase 2	4.1	0.1	175.0	100%	20.0	3.6
Rahman Putra - phase 1	5.5	0.2	84.0	100%	20.0	4.8
Total	828.4		53,914.0	100 /6	20.0	3,074.9
Total	020.4	30.1	33,314.0			3,074.3
				Stake		
Construction Net profit (FY21) at 15x P/E				100%		150.0
MQ REIT				31%		348.8
INQ ILLI				3170		340.0
Property investments (3Q19)						1,422.0
Associates & investments (3Q19)						765.9
Net working capital less prop development cost (3Q19)						1,406.5
Total borrowings (3Q19)						(1,726.0)
						(.,,
Total RNAV (RM m)						5,442.1
Enlarged no. of shares (m)						4,412.0
New free warrants (10-years)						438.5
Proceeds from new warrants @RM1.25 strike price						548.1
FD no.of shares (m)						4,850.6
FD RNAV (RM m)						5,990.2
FD RNAV/share (RM)						1.23
Discount to RNAV (%)						40%
Target price (RM/share)						0.74
<b>5</b>	SOUR	CES: CGS-	CIMB RESE	ARCH, C	COMPANY I	



## BY THE NUMBERS



(RMm)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Total Net Revenues	2,641	1,871	1,796	1,958	2,016
Gross Profit	2,641	1,871	1,796	1,958	2,016
Operating EBITDA	146	92	53	92	104
Depreciation And Amortisation	(25)	(26)	(26)	(27)	(27)
Operating EBIT	121	66	26	65	77
Financial Income/(Expense)	(6)	(23)	(24)	(26)	(27)
Pretax Income/(Loss) from Assoc.	25	25	26	28	29
Non-Operating Income/(Expense)	104	29	30	30	31
Profit Before Tax (pre-EI)	244	97	58	98	110
Exceptional Items	25	26	26	26	27
Pre-tax Profit	269	123	84	124	136
Taxation	(69)	(46)	(35)	(39)	(43)
Exceptional Income - post-tax					
Profit After Tax	200	77	49	85	93
Minority Interests	(14)	(1)	(2)	(2)	(2)
Preferred Dividends	0	0	0	0	0
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax	(24)	26			
Net Profit	162	101	46	83	91
Recurring Net Profit	143	85	31	65	73
Fully Diluted Recurring Net Profit	143	85	31	65	73

Cash Flow					
(RMm)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
EBITDA	146	92	53	92	104
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(1,138)	1,143	49	53	67
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	(56)	(178)	(117)	0	0
Net Interest (Paid)/Received	(6)	(23)	(24)	(26)	(27)
Tax Paid	(69)	(46)	(35)	(39)	(43)
Cashflow From Operations	(1,123)	988	(75)	81	102
Capex	(782)	(493)	(50)	(50)	(50)
Disposals Of FAs/subsidiaries	4	71	15	15	15
Acq. Of Subsidiaries/investments	0	0	0	0	0
Other Investing Cashflow	(264)	1,434	(171)	(171)	(171)
Cash Flow From Investing	(1,042)	1,012	(206)	(206)	(206)
Debt Raised/(repaid)	548	(835)	(7)	(7)	(7)
Proceeds From Issue Of Shares	1,798	0	0	0	0
Shares Repurchased	0	0	0	0	0
Dividends Paid	(60)	(106)	(66)	(66)	(66)
Preferred Dividends	0	(187)	0	0	0
Other Financing Cashflow	(249)	(866)	318	158	136
Cash Flow From Financing	2,036	(1,994)	245	85	62
Total Cash Generated	(129)	6	(37)	(41)	(42)
Free Cashflow To Equity	(1,617)	1,165	(289)	(133)	(111)
Free Cashflow To Firm	(2,137)	2,044	(237)	(79)	(56)

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



# BY THE NUMBERS... cont'd

Balance Sheet					
(RMm)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Total Cash And Equivalents	778	552	585	620	657
Total Debtors	2,376	907	868	831	796
Inventories	901	1,054	1,064	1,075	1,086
Total Other Current Assets	1,930	711	718	725	733
Total Current Assets	5,986	3,223	3,235	3,251	3,271
Fixed Assets	614	665	679	692	706
Total Investments	1,790	1,999	1,938	1,881	1,826
Intangible Assets	226	227	227	227	227
Total Other Non-Current Assets	1,709	2,228	2,207	2,186	2,165
Total Non-current Assets	4,339	5,119	5,050	4,985	4,923
Short-term Debt	1,432	726	719	711	704
Current Portion of Long-Term Debt	0	0	0	0	0
Total Creditors	1,242	1,119	1,097	1,075	1,054
Other Current Liabilities	1,345	120	120	120	120
Total Current Liabilities	4,019	1,965	1,936	1,907	1,879
Total Long-term Debt	891	766	766	766	766
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	431	641	616	591	567
Total Non-current Liabilities	1,322	1,407	1,381	1,356	1,333
Total Provisions	62	70	72	74	77
Total Liabilities	5,403	3,442	3,389	3,338	3,288
Shareholders' Equity	4,817	4,832	4,825	4,824	4,828
Minority Interests	104	68	71	75	79
Total Equity	4,921	4,900	4,897	4,899	4,906

Key Ratios					
	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Revenue Growth	9.7%	(29.2%)	(4.0%)	9.0%	3.0%
Operating EBITDA Growth	(53.4%)	(37.1%)	(42.7%)	75.3%	13.1%
Operating EBITDA Margin	5.53%	4.91%	2.93%	4.71%	5.17%
Net Cash Per Share (RM)	(0.36)	(0.21)	(0.20)	(0.19)	(0.18)
BVPS (RM)	1.11	1.10	1.09	1.09	1.09
Gross Interest Cover	4.25	1.50	0.58	1.40	1.60
Effective Tax Rate	25.5%	37.5%	42.1%	31.4%	31.4%
Net Dividend Payout Ratio	41%	75%	240%	87%	76%
Accounts Receivables Days	264.2	294.4	153.8	134.4	123.6
Inventory Days	N/A	N/A	N/A	N/A	N/A
Accounts Payables Days	N/A	N/A	N/A	N/A	N/A
ROIC (%)	2.64%	1.28%	0.58%	1.44%	1.69%
ROCE (%)	2.16%	1.26%	0.73%	1.34%	1.52%
Return On Average Assets	1.73%	1.07%	0.57%	1.02%	1.14%

Key Drivers					
(RMm)	Dec-17A	Dec-18A	Dec-19F	Dec-20F	Dec-21F
Outstanding Orderbook	3,995	21,218	21,098	20,948	20,668
Order Book Depletion	510	510	620	650	780
Orderbook Replenishment	800	500	500	500	500
ASP (% chg, main prod./serv.)	N/A	N/A	N/A	N/A	N/A
Unit sales grth (%, main prod./serv.)	N/A	N/A	N/A	N/A	N/A
Util. rate (%, main prod./serv.)	N/A	N/A	N/A	N/A	N/A
ASP (% chg, 2ndary prod./serv.)	N/A	N/A	N/A	N/A	N/A
Unit sales grth (%,2ndary prod/serv)	N/A	N/A	N/A	N/A	N/A
Util. rate (%, 2ndary prod/serv)	N/A	N/A	N/A	N/A	N/A

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS





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## Construction | Malaysia

Malaysian Resources Corp | November 22, 2019

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#### Malaysian Resources Corp (MRC MK)



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

ADVANC - Excellent, Certified, AEONTS - Good, n/a, AH - Very Good, n/a, AMATA - Excellent, Declared, ANAN - Excellent, Declared, AOT -Excellent, Declared, AP - Excellent, Certified, ASP - Very Good, Certified, BANPU - Excellent, Certified, BAY - Excellent, Certified, BBL - Very Good, Certified, BCH - Good, Certified, BCP - Excellent, Certified, BCPG - Excellent, Certified, BEM - Very Good, n/a, BDMS - Very Good, n/a, BEAUTY - Good, n/a, BEC - Very Good, n/a, , BGRIM - Very Good, Declared, BH - Good, n/a, BJC - Very Good, Declared, BJCHI - Very Good, Certified, BLA - Very Good, Certified, BPP - Very Good, Declared, BR - Good, Declared, BTS - Excellent, Certified, CBG - Very Good, n/a, CCET - Good, n/a, CENTEL - Very Good, Certified, CHG - Very Good, Declared, CK - Excellent, n/a, COL - Excellent, Declared, CPALL - Very Good, Certified, CPF - Excellent, Certified, CPN - Excellent, Certified, DELTA - Excellent, n/a, DEMCO - Excellent, Certified, DDD - Very Good, Declared, DIF - not available, n/a, 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, HREIT - Excellent, Certified ICHI - Excellent, Declared, HUMAN - not available, n/a, III - Good, n/a, INTUCH - Excellent, Certified, IRPC - Excellent, Certified, ITD\* - Very Good, n/a, IVL - Excellent, Certified, JASIF - not available, n/a, JWD - Very Good, n/a, KBANK - Excellent, Certified, KCE - Excellent, Certified, KKP - Excellent, Certified, KSL - Excellent, Certified, KTB - Excellent, Certified, KTC - Excellent, Certified, LH - Very Good, n/a, LPN - Excellent, Certified, M - Very Good, Certified, MACO - Very Good, n/a, MAJOR -Very Good, n/a, MAKRO - Excellent, Declared, MALEE - Very Good, Certified, MC - Very Good, Certified, MCOT - Excellent, Certified, MEGA -Very Good, n/a, MINT - Excellent, Certified, MTC - Excellent, Declared, NETBAY - Good, n/a, OSP - not available, n/a, PLANB - Excellent, Declared, PLAT - Very Good, Certified, PR9 - not available, n/a, PSH - Excellent, Certified, PSTC - Good, Certified, PTT - Excellent, Certified, PTTEP - Excellent, Certified, PTTGC - Excellent, Certified, QH - Excellent, Certified, RATCH - Excellent, Certified, ROBINS - Excellent, Certified, RS - Very Good, n/a, RSP - not available, n/a, S - Very Good, n/a, SAMART - Excellent, n/a, SAPPE - Very Good, Declared, SAT - Excellent, Certified, SAWAD - Very Good, n/a, SC - Excellent, Declared, SCB - Excellent, Certified, SCC - Excellent, Certified, SCN - Very Good, Certified, SF - Good, n/a, SIRI - Very Good, Certified, SPA - Good, n/a, SPALI - Excellent, n/a, SPRC - Excellent, Certified, STA - Very Good, Certified, STEC - Excellent, n/a, SVI - Excellent, Certified, SYNEX - Very Good, Declared, TASCO - Excellent, Certified, TCAP - Excellent, Certified, THANI - Excellent, Certified, TIPCO - Very Good, Certified, TISCO - Excellent, Certified, TKN - Very Good, Declared, TMB - Excellent, Certified, TNR -Very Good, Declared, TOP - Excellent, Certified, TPCH - Good, n/a, TPIPP - Good, n/a, TRUE - Excellent, Certified, TU - Excellent, Certified, TVO Very Good, Declared, UNIQ - Good, n/a, VGI - Excellent, Certified, WHA - Excellent, Certified, WHART - not available, n/a, WICE - Very Good, Certified. WORK - Good. n/a.

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

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

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



## Construction | Malaysia

Malaysian Resources Corp | November 22, 2019

**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.

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