

# Sunway (SWB MK)

## Buys land in KL

# HOLD

Share Price MYR 3.93  
 12m Price Target MYR 4.03 (+2%)  
 Previous Price Target MYR 4.03

### Land acquisition in Jalan Belfield; maintain HOLD

We are neutral on Sunway's latest land purchase in Jalan Belfield, Kuala Lumpur. The land, which will be developed into service apartments and retail units with an estimated GDV of MYR1.1b, is slated to be launched by 2H 2018. It should start contributing to the bottom line from 2019 onwards. We maintain our earnings forecasts and MYR4.03 RNAV-TP.

### Expanding presence in KL

Sunway has entered into a SPA with the vendors comprising LGT S/B and Tan Sri Lim Kok Thay, Puan Sri Datin Seri Lim Kim Hua, Yarraville S/B, Dandenong S/B and Ripponlea S/B for the acquisition of a 4.53-acre freehold land located at Jalan Belfield for MYR165m (or MYR836.2 psf). The land comes with a plot ratio of 8.81x, translating into a land cost psf per plot ratio of MYR95. The purchase will be funded via debt and internal funds. We estimate Sunway's net gearing will rise marginally to 0.49x (proforma) after paying for the land (0.47 end-Mar 2017).

### Neutral on the land deal

We are neutral on the deal. The land cost appears on the high side as previous transacted price paid by Tradewinds Corp in Aug 2015 for a 12.2-acre land there was only around MYR485.50psf. The land will be developed into service apartments and retail units. Total GDV is estimated at MYR1.1b and project launch will be by 2H 2018.

### Estimated impact on earnings

Assuming a pretax margin of 18% and development period of 5 years, we expect the new project to enhance Sunway's earnings by +MYR29.7m p.a. from 2019 onwards and our RNAV/shr estimate by 3sen to MYR5.78. We maintain our earnings forecasts and MYR4.03 TP for now which is based on 0.7x our RNAV/shr estimate of MYR5.75. Post the land acquisition, Sunway will have a total landbank of 3,305 acres (+0.14%) with an estimated effective GDV of MYR33.6b (+3.3%).

FYE Dec (MYR m)	FY15A	FY16A	FY17E	FY18E	FY19E
Revenue	4,448	4,726	5,579	6,631	5,672
EBITDA	427	531	811	1,023	835
Core net profit	591	547	544	607	557
Core EPS (sen)	33.7	29.5	26.4	29.4	27.0
Core EPS growth (%)	(1.6)	(12.5)	(10.6)	11.7	(8.3)
Net DPS (sen)	37.0	12.1	7.9	8.8	8.1
Core P/E (x)	11.7	13.3	14.9	13.3	14.6
P/BV (x)	1.1	1.1	1.0	1.0	0.9
Net dividend yield (%)	9.4	3.1	2.0	2.2	2.1
ROAA (%)	4.1	3.1	2.9	3.1	2.8
EV/EBITDA (x)	21.7	18.3	16.5	14.1	18.7
Net gearing (%) (incl perps)	45.2	40.9	52.8	61.5	71.4
Consensus net profit	-	-	560	606	655
MKE vs. Consensus (%)	-	-	(2.8)	0.3	(14.9)

Wong Wei Sum, CFA  
 weisum@maybank-ib.com  
 (603) 2297 8679

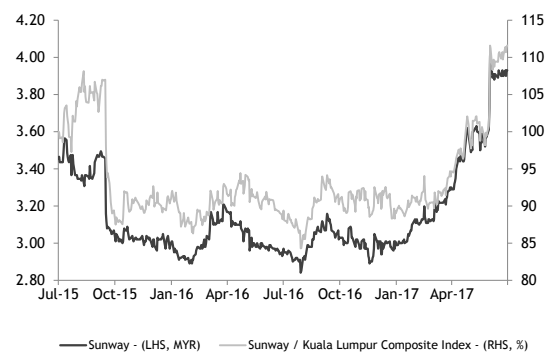
### Statistics

Shariah status	Yes
52w high/low (MYR)	4.01/2.84
3m avg turnover (USDm)	2.8
Free float (%)	33.4
Issued shares (m)	2,081
Market capitalisation	MYR8.2B USD1.9B

### Major shareholders:

Sungei Way Corp. Sdn. Bhd.	49.8%
Permodalan Nasional Bhd.	7.2%
Employees Provident Fund	5.3%

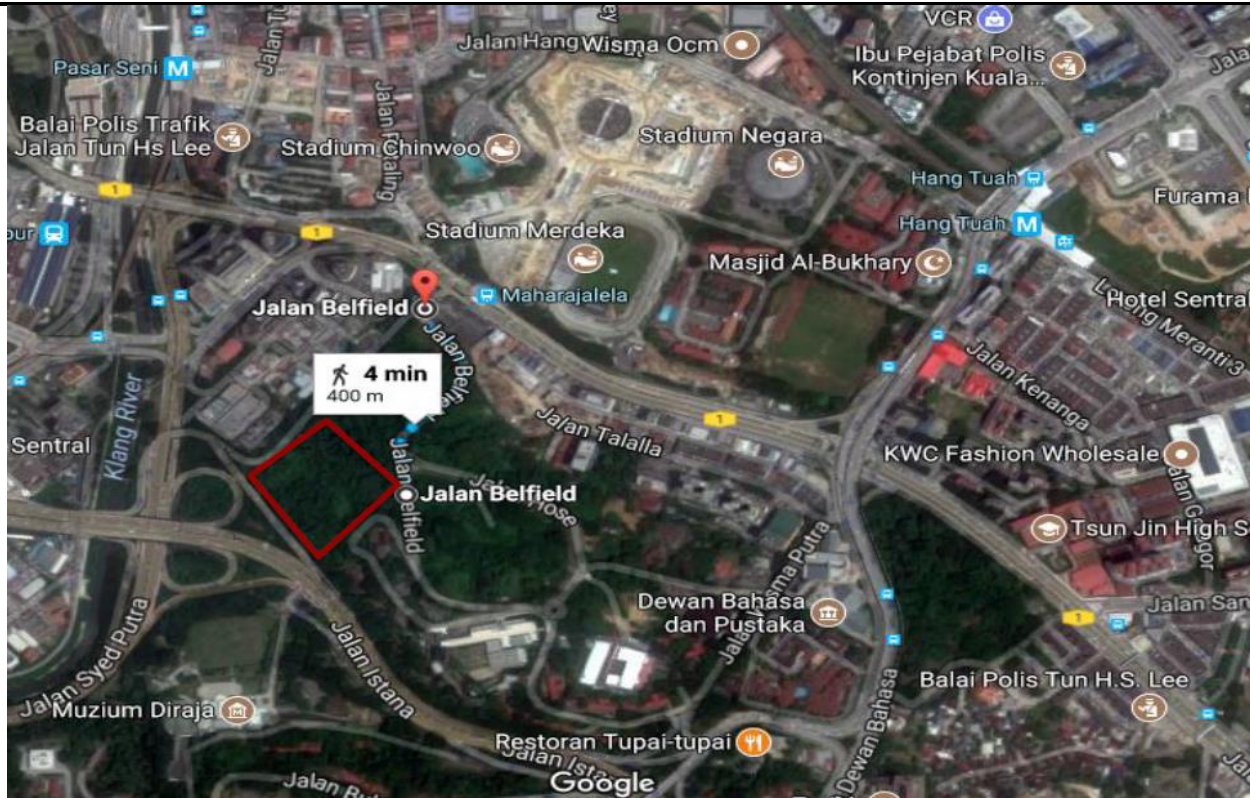
### Price Performance



	-1M	-3M	-12M
Absolute (%)	9	19	34
Relative to index (%)	11	18	27

Source: FactSet

Sunway's new land acquisition in Jalan Belfield, KL



Source: Company

## Sunway Bhd's RNAV estimates

1. Landbank - MARKET VALUE	Stake	Acres	MV (MYR m)	BV (MYR m)	Surplus (MYR m)
Sunway Semenyih	70%	398.1	260.1	128.0	92.5
Suncity Ipoh	65%	440.5	76.8	58.7	11.7
Sunway Integrated Resort	100%	14.9	9.3	8.3	1.1
Sunway Tower KL 1	100%	1.0	56.6	28.3	28.3
Sunway JB, Bukit Lenang	80%	64.8	50.8	134.5	(67.0)
Sg Long Balakong	80%	111	140.2	21.8	94.8
Mont Putra Rawang	100%	163	49.7	35.1	14.6
Sunway Iskandar - Pendas, freehold	60%	1,079	705.1	596.6	65.1
<b>Sub-total:</b>					<b>241.1</b>
<b>2. Active developments - WACC: 10.5-13.1%</b>					
	<b>Stake</b>				<b>(MYR m)</b>
South Quay	60%				98.5
Sunway Cheras	100%				1.7
Sunway Damansara	60%				20.1
Sunway D' Mont Kiara	88%				0.0
Sunway Kayangan	100%				0.5
Sunway Duta	100%				10.6
Bangi	100%				6.5
Sunway Melawati	100%				14.1
Casa Kiara III	80%				14.7
Sunway Alam Suria	50%				1.7
Sunway Velocity	85%				162.1
Penang projects	100%				49.4
Wonderland Business Park, Australia	31%				5.5
Singapore Yi Shun	30%				4.8
Singapore Tampines	30%				0.0
Singapore Sembawang	100%				4.4
Thomson/Irrawady	30%				45.5
Mount Sophia	30%				40.3
Sunway Iskandar -leasehold (Medini)	51%				443.7
Kelana Jaya	100%				119.8
<b>Sub-total:</b>					<b>1,044.0</b>
<b>3. Investment properties - MARKET VALUE</b>					
	<b>Stake</b>		<b>MV (MYR m)</b>	<b>BV (MYR m)</b>	<b>Surplus (MYR m)</b>
Monash University Campus	100%		310.0	310.0	0.0
Sunway University College	100%		480.0	480.0	0.0
Sunway Giza (shopping mall)	60%		42.4	42.4	0.0
Sunway Hotel Phnom Penh	52.5%		15.7	21.7	(3.1)
Sunway Lagoon Theme Park	100%		165.0	59.1	105.9
Lost World of Tambun	65%		38.7	36.0	1.8
Sunway Hotel Hanoi	100%		14.1	45.8	(31.8)
<b>Sub-total:</b>					<b>72.8</b>
<b>4. Other businesses or assets</b>					
35.7% stake in SunREIT based on Maybank IB's MYR1.85 TP					571.2
Construction (based on MYR1.90 TP)					1,467.8
Building material (10x 2017PER)					359.5
Trading (10x 2017PER)					437.5
<b>Grand total:</b>					<b>4,193.9</b>
Shareholders fund (MYR m) - Dec 2016					7,455.7
<b>RNAV (MYR m)</b>					<b>11,649.7</b>
Enlarged share capital post warrant					2,025.1
<b>RNAV/share (MYR)</b>					<b>5.75</b>
<b>Target price (MYR) - based on 0.7x RNAV</b>					<b>4.03</b>
<i>Source: Maybank KE</i>					

FYE 31 Dec	FY15A	FY16A	FY17E	FY18E	FY19E
<b>Key Metrics</b>					
P/E (reported) (x)	8.0	9.5	14.9	13.3	14.6
Core P/E (x)	11.7	13.3	14.9	13.3	14.6
P/BV (x)	1.1	1.1	1.0	1.0	0.9
P/NTA (x)	1.0	0.9	1.0	0.9	0.9
Net dividend yield (%)	9.4	3.1	2.0	2.2	2.1
FCF yield (%)	13.6	7.4	nm	nm	nm
EV/EBITDA (x)	21.7	18.3	16.5	14.1	18.7
EV/EBIT (x)	13.5	13.3	17.4	14.7	19.8

**INCOME STATEMENT (MYR m)**

Revenue	4,448.4	4,725.9	5,579.1	6,630.5	5,671.8
Gross profit	427.2	531.1	811.0	1,023.3	834.7
EBITDA	427.2	531.1	811.0	1,023.3	834.7
Depreciation	0.0	0.0	0.0	0.0	0.0
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	687.0	726.9	772.3	980.4	787.6
Net interest income / (exp)	(26.6)	(59.9)	(146.5)	(166.7)	(190.0)
Associates & JV	269.9	192.0	221.9	202.0	263.1
Exceptionals	147.4	55.4	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	930.4	859.0	847.6	1,015.7	860.6
Income tax	(130.9)	(140.4)	(211.9)	(253.9)	(215.2)
Minorities	(67.0)	(132.7)	(91.8)	(154.4)	(88.4)
Perpetual securities	0.0	0.0	0.0	0.0	0.0
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	732.4	585.9	543.9	607.4	557.1
Core net profit	590.7	547.4	543.9	607.4	557.1

**BALANCE SHEET (MYR m)**

Cash & Short Term Investments	2,631.0	4,059.8	2,877.2	1,866.8	702.0
Accounts receivable	2,326.3	2,828.4	2,828.4	2,828.4	2,828.4
Inventory	693.1	661.8	688.8	818.6	700.3
Property, Plant & Equip (net)	1,333.6	1,875.8	1,411.9	1,554.2	1,700.8
Intangible assets	320.1	311.9	311.9	311.9	311.9
Investment in Associates & JVs	3,181.2	3,223.1	3,223.1	3,223.1	3,223.1
Other assets	5,515.7	5,870.5	7,661.5	9,296.5	10,392.9
<b>Total assets</b>	<b>16,000.9</b>	<b>18,831.4</b>	<b>19,002.8</b>	<b>19,899.6</b>	<b>19,859.5</b>
ST interest bearing debt	3,070.9	4,830.7	4,830.7	4,830.7	4,830.7
Accounts payable	2,450.9	2,708.3	2,502.6	2,974.2	2,544.2
LT interest bearing debt	2,818.2	2,590.5	2,590.5	2,590.5	2,590.5
Other liabilities	448.0	483.0	479.0	479.0	479.0
<b>Total Liabilities</b>	<b>8,787.6</b>	<b>10,612.2</b>	<b>10,402.9</b>	<b>10,874.5</b>	<b>10,444.4</b>
Shareholders Equity	6,562.7	7,455.7	7,836.4	8,261.6	8,651.6
Minority Interest	650.6	763.5	763.5	763.5	763.5
<b>Total shareholder equity</b>	<b>7,213.3</b>	<b>8,219.2</b>	<b>8,599.9</b>	<b>9,025.1</b>	<b>9,415.1</b>
Perpetual securities	0.0	0.0	0.0	0.0	0.0
<b>Total liabilities and equity</b>	<b>16,000.9</b>	<b>18,831.4</b>	<b>19,002.8</b>	<b>19,899.6</b>	<b>19,859.5</b>

**CASH FLOW (MYR m)**

Pretax profit	930.4	859.0	847.6	1,015.7	860.6
Depreciation & amortisation	0.0	0.0	0.0	0.0	0.0
Adj net interest (income)/exp	235.8	165.6	(146.5)	(166.7)	(190.0)
Change in working capital	152.9	(328.7)	(900.0)	(900.0)	(900.0)
Cash taxes paid	(143.7)	(111.7)	(211.9)	(253.9)	(215.2)
Other operating cash flow	(235.8)	(46.5)	0.0	0.0	0.0
Cash flow from operations	939.6	537.7	(372.6)	(262.6)	(398.0)
Free cash flow	939.6	537.7	(372.6)	(262.6)	(398.0)
Dividends paid	(673.2)	(260.8)	(225.4)	(163.2)	(182.2)
Equity raised / (purchased)	145.8	538.1	0.0	0.0	0.0
Perpetual securities	0.0	0.0	0.0	0.0	0.0
Change in Debt	1,763.8	1,457.2	0.0	0.0	0.0
Perpetual securities distribution	0.0	0.0	0.0	0.0	0.0
Other invest/financing cash flow	(2,207.9)	(1,755.5)	(584.6)	(584.6)	(584.6)
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
<b>Net cash flow</b>	<b>(32.0)</b>	<b>516.7</b>	<b>(1,182.6)</b>	<b>(1,010.4)</b>	<b>(1,164.8)</b>

FYE 31 Dec	FY15A	FY16A	FY17E	FY18E	FY19E
<b>Key Ratios</b>					
<b>Growth ratios (%)</b>					
Revenue growth	(8.1)	6.2	18.1	18.8	(14.5)
EBITDA growth	(15.3)	24.3	52.7	26.2	(18.4)
EBIT growth	(10.6)	5.8	6.2	26.9	(19.7)
Pretax growth	(4.0)	(7.7)	(1.3)	19.8	(15.3)
Reported net profit growth	(1.5)	(20.0)	(7.2)	11.7	(8.3)
Core net profit growth	(0.2)	(7.3)	(0.6)	11.7	(8.3)
<b>Profitability ratios (%)</b>					
EBITDA margin	9.6	11.2	14.5	15.4	14.7
EBIT margin	15.4	15.4	13.8	14.8	13.9
Pretax profit margin	20.9	18.2	15.2	15.3	15.2
Payout ratio	88.6	38.5	30.0	30.0	30.0
<b>DuPont analysis</b>					
Net profit margin (%)	16.5	12.4	9.7	9.2	9.8
Revenue/Assets (x)	0.3	0.3	0.3	0.3	0.3
Assets/Equity (x)	2.4	2.5	2.4	2.4	2.3
ROAE (%)	na	na	na	na	na
ROAA (%)	4.1	3.1	2.9	3.1	2.8
<b>Leverage &amp; Expense Analysis</b>					
Asset/Liability (x)	1.8	1.8	1.8	1.8	1.9
Net gearing (%) (incl perps)	45.2	40.9	52.8	61.5	71.4
Net gearing (%) (excl. perps)	45.2	40.9	52.8	61.5	71.4
Net interest cover (x)	25.8	12.1	5.3	5.9	4.1
Debt/EBITDA (x)	13.8	14.0	9.2	7.3	8.9
Capex/revenue (%)	na	na	na	na	na
Net debt/ (net cash)	3,258.2	3,361.4	4,544.0	5,554.4	6,719.2

Source: Company; Maybank

## Research Offices

### REGIONAL

#### Sadiq CURRIMBHOY

Regional Head, Research & Economics  
(65) 6231 5836 sadiq@maybank-ke.com.sg

#### WONG Chew Hann, CA

Regional Head of Institutional Research  
(603) 2297 8686 wchewh@maybank-ib.com

#### ONG Seng Yeow

Regional Head of Retail Research  
(65) 6231 5839  
ongsengyeow@maybank-ke.com.sg

#### TAN Sin Mui

Director of Research  
(65) 6231 5849 sinmui@kimeng.com.hk

### ECONOMICS

#### Suhaimi ILIAS

Chief Economist  
Malaysia | Philippines  
(603) 2297 8682 suhaimi\_ilias@maybank-ib.com

#### CHUA Hak Bin

Regional Thematic Macroeconomist  
(65) 6231 5830 chuahb@maybank-ke.com.sg

#### LEE Ju Ye

Singapore  
(65) 6231 5844 leejuye@maybank-ke.com.sg

#### Tim LEELAHAPHAN

Thailand  
(66) 2658 6300 ext 1420  
tim.l@maybank-ke.co.th

#### Saktiandi SUPAAT

Head, FX Research  
(65) 6320 1379 saktiandi@maybank.com.sg

### STRATEGY

#### Sadiq CURRIMBHOY

Global Strategist  
(65) 6231 5836 sadiq@maybank-ke.com.sg

#### Willie CHAN

Hong Kong / Regional  
(852) 2268 0631 williechan@kimeng.com.hk

### MALAYSIA

#### WONG Chew Hann, CA Head of Research

(603) 2297 8686 wchewh@maybank-ib.com  
• Strategy

#### Desmond CH'NG, ACA

(603) 2297 8680  
desmond.chng@maybank-ib.com  
• Banking & Finance

#### LIAW Thong Jung

(603) 2297 8688 tjliaw@maybank-ib.com  
• Oil & Gas Services - Regional

#### ONG Chee Ting, CA

(603) 2297 8678 ct.ong@maybank-ib.com  
• Plantations - Regional

#### Mohshin AZIZ

(603) 2297 8692 mohshin.aziz@maybank-ib.com  
• Aviation - Regional • Petrochem

#### YIN Shao Yang, CPA

(603) 2297 8916 samuel.y@maybank-ib.com  
• Gaming - Regional • Media

#### TAN Chi Wei, CFA

(603) 2297 8690 chiwei.t@maybank-ib.com  
• Power • Telcos

#### WONG Wei Sum, CFA

(603) 2297 8679 weisum@maybank-ib.com  
• Property

#### LEE Yen Ling

(603) 2297 8691 lee.yl@maybank-ib.com  
• Building Materials • Glove • Ports • Shipping

#### Ivan YAP

(603) 2297 8612 ivan.yap@maybank-ib.com  
• Automotive • Semiconductor • Technology

#### Kevin WONG

(603) 2082 6824 kevin.wong@maybank-ib.com  
• REITs • Consumer Discretionary

#### LIEW Wei Han

(603) 2297 8676 weihan.l@maybank-ib.com  
• Consumer Staples

#### Adrian WONG

(603) 2297 8675 adrian.wkj@maybank-ib.com  
• Constructions • Healthcare

#### Jade TAM

(603) 2297 8687 jade.tam@maybank-ib.com  
• Media • Building Materials

#### TEE Sze Chiah Head of Retail Research

(603) 2082 6858 szechiah.t@maybank-ib.com

#### Nik Ihsan Raja Abdullah, MSTA, CFTE

(603) 2297 8694  
nikmohdihsan.ra@maybank-ib.com

### HONG KONG / CHINA

#### Benjamin HO

(852) 2268 0632 benjaminho@kimeng.com.hk  
• Consumer & Auto

#### Christopher WONG

(852) 2268 0633 jacquelineko@kimeng.com.hk  
• HK & China Properties

#### Jacqueline KO, CFA

(852) 2268 0630 kllko@kimeng.com.hk  
• Consumer Staples & Durables

#### Ka Leong LO, CFA

(852) 2268 0630 klllo@kimeng.com.hk  
• Consumer Discretionary & Auto

#### Mitchell KIM

(852) 2268 0634 mitchellkim@kimeng.com.hk  
• Internet & Telcos

#### Ning MA, CFA

(852) 2268 0672 ningma@kimeng.com.hk  
• Insurance

#### Ricky NG, CFA

(852) 2268 0689 rickyng@kimeng.com.hk  
• Regional Renewables  
• HK & China Properties

#### Sonija LI, CFA, FRM

(852) 2268 0641 sonijali@kimeng.com.hk  
• Gaming

#### Stefan CHANG, CFA

(852) 2268 0675 stefanchang@kimeng.com.hk  
• Technology - Regional

#### Tony Ren, MBA, CFA

(852) 2268 0640 tonyren@kimeng.com.hk  
• Healthcare & Pharmaceutical

### INDIA

#### Jigar SHAH Head of Research

(91) 22 6623 2632 jigar@maybank-ke.co.in  
• Strategy • Oil & Gas • Automobile • Cement

#### Vishal MODI

(91) 22 6623 2607 vishal@maybank-ke.co.in  
• Banking & Financials

#### Neerav DALAL

(91) 22 6623 2606 neerav@maybank-ke.co.in  
• Software Technology • Telcos

#### Vishal PERIWAL

(91) 22 6623 2605 vishalperiwal@maybank-ke.co.in  
• Infrastructure

### SINGAPORE

#### Neel SINHA Head of Research

(65) 6231 5838 neelsinha@maybank-ke.com.sg  
• Strategy  
• SMID Caps - Regional

#### CHUA Su Tye

(65) 6231 5842 chuasutye@maybank-ke.com.sg  
• REITs

#### Derrick HENG, CFA

(65) 6231 5843 derrickheng@maybank-ke.com.sg  
• Transport • Property • REITs (Office)

#### John CHEONG, CFA

(65) 6231 5845 johncheong@maybank-ke.com.sg  
• Small & Mid Caps • Healthcare

#### NG Li Hiang

(65) 6231 5840 nglihiang@maybank-ke.com.sg  
• Banks

### INDONESIA

#### Isnaputra ISKANDAR Head of Research

(62) 21 8066 8680  
isnaputra.iskandar@maybank-ke.co.id  
• Strategy • Metals & Mining • Cement

#### Rahmi MARINA

(62) 21 8066 8689  
rahmi.marina@maybank-ke.co.id  
• Banking & Finance

#### Aurellia SETIABUDI

(62) 21 8066 8691  
aurellia.setiabudi@maybank-ke.co.id  
• Property

#### Janni ASMAN

(62) 21 8066 8687  
janni.asman@maybank-ke.co.id  
• Cigarette • Healthcare • Retail

#### Adhi TASMIN

(62) 21 8066 8694  
adhi.tasmin@maybank-ke.co.id  
• Plantations

### PHILIPPINES

#### Minda OLONAN Head of Research

(63) 2 849 8840  
minda\_olonan@maybank-atrke.com  
• Strategy

#### Loveil SARREAL

(63) 2 849 8841  
loveil\_sarreal@maybank-atrke.com  
• Consumer • Media • Cement

#### Rommel RODRIGO

(63) 2 849 8839  
rommel\_rodrigo@maybank-atrke.com  
• Conglomerates • Property • Gaming  
• Ports/ Logistics

#### Katherine TAN

(63) 2 849 8843  
kat\_tan@maybank-atrke.com  
• Banks • Construction

### THAILAND

#### Maria LAPIZ Head of Institutional Research

Dir (66) 2257 0250 | (66) 2658 6300 ext 1399  
Maria.L@maybank-ke.co.th  
• Strategy • Consumer • Materials • Ind. Estates

#### Sittichai DUANGRATTANACHAYA

(66) 2658 6300 ext 1393  
Sittichai.D@maybank-ke.co.th  
• Services Sector • Transport

#### Yupapan POLPORNPRASERT

(66) 2658 6300 ext 1395  
yupapan.p@maybank-ke.co.th  
• Oil & Gas

#### Tanawat RUENBANTERNG

(66) 2658 6300 ext 1394  
Tanawat.R@maybank-ke.co.th  
• Banks & Diversified Financials

#### Sukit UDOMSIRIKUL Head of Retail Research

(66) 2658 6300 ext 5090  
Sukit.u@maybank-ke.co.th

#### Surachai PRAMUALCHAROENKIT

(66) 2658 6300 ext 1470  
Surachai.p@maybank-ke.co.th  
• Auto • Conmat • Contractor • Steel

#### Suttatip PEERASUB

(66) 2658 6300 ext 1430  
suttatip.p@maybank-ke.co.th  
• Media • Commerce

#### Sutthichai KUMWORACHAI

(66) 2658 6300 ext 1400  
sutthichai.k@maybank-ke.co.th  
• Energy • Petrochem

#### Temporn TANTIVIVAT

(66) 2658 6300 ext 1520  
temporn.t@maybank-ke.co.th  
• Property

#### Jaroonpan WATTANAWONG

(66) 2658 6300 ext 1404  
jaroonpan.w@maybank-ke.co.th  
• Transportation • Small cap

### VIETNAM

#### LE Hong Lien, ACCA

Head of Institutional Research  
(84) 8 44 555 888 x 8181  
lien.le@maybank-kimeng.com.vn  
• Strategy • Consumer • Diversified

#### THAI Quang Trung, CFA,

Deputy Head, Institutional Research  
(84) 8 44 555 888 x 8180  
trung.thai@maybank-kimeng.com.vn  
• Real Estate • Construction • Materials

#### LE Nguyen Nhat Chuyen

(84) 8 44 555 888 x 8082  
chuyen.le@maybank-kimeng.com.vn  
• Oil & Gas

#### NGUYEN Thach Lam

(84) 8 44 555 888 x 8085  
thachlam.nguyen@maybank-kimeng.com.vn  
• Utilities

#### NGUYEN Thi Ngan Tuyen,

Head of Retail Research  
(84) 8 44 555 888 x 8081  
tuyen.nguyen@maybank-kimeng.com.vn  
• Food & Beverage • Oil&Gas • Banking

#### TRUONG Quang Binh,

Deputy Head, Retail Research  
(84) 4 44 555 888 x 8087  
binh.truong@maybank-kimeng.com.vn  
• Rubber Plantation • Tyres and Tubes • Oil&Gas

#### TRINH Thi Ngoc Diep

(84) 4 44 555 888 x 8208  
diep.trinh@maybank-kimeng.com.vn  
• Technology • Utilities • Construction

#### NGUYEN Thi Sony Tra Mi

(84) 8 44 555 888 x 8084  
mi.nguyen@maybank-kimeng.com.vn  
• Port Operation • Pharmaceutical  
• Food & Beverage

#### NGUYEN Thanh Lam

(84) 4 44 555 888 x 8086  
thanhlam.nguyen@maybank-kimeng.com.vn  
• Technical Analysis

## APPENDIX I: TERMS FOR PROVISION OF REPORT, DISCLAIMERS AND DISCLOSURES

### DISCLAIMERS

This research report is prepared for general circulation and for information purposes only and under no circumstances should it be considered or intended as an offer to sell or a solicitation of an offer to buy the securities referred to herein. Investors should note that values of such securities, if any, may fluctuate and that each security's price or value may rise or fall. Opinions or recommendations contained herein are in form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from the relevant jurisdiction's stock exchange in the equity analysis. Accordingly, investors' returns may be less than the original sum invested. Past performance is not necessarily a guide to future performance. This report is not intended to provide personal investment advice and does not take into account the specific investment objectives, the financial situation and the particular needs of persons who may receive or read this report. Investors should therefore seek financial, legal and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

The information contained herein has been obtained from sources believed to be reliable but such sources have not been independently verified by Maybank Investment Bank Berhad, its subsidiary and affiliates (collectively, "MKE") and consequently no representation is made as to the accuracy or completeness of this report by MKE and it should not be relied upon as such. Accordingly, MKE and its officers, directors, associates, connected parties and/or employees (collectively, "Representatives") shall not be liable for any direct, indirect or consequential losses or damages that may arise from the use or reliance of this report. Any information, opinions or recommendations contained herein are subject to change at any time, without prior notice.

This report may contain forward looking statements which are often but not always identified by the use of words such as "anticipate", "believe", "estimate", "intend", "plan", "expect", "forecast", "predict" and "project" and statements that an event or result "may", "will", "can", "should", "could" or "might" occur or be achieved and other similar expressions. Such forward looking statements are based on assumptions made and information currently available to us and are subject to certain risks and uncertainties that could cause the actual results to differ materially from those expressed in any forward looking statements. Readers are cautioned not to place undue relevance on these forward-looking statements. MKE expressly disclaims any obligation to update or revise any such forward looking statements to reflect new information, events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

MKE and its officers, directors and employees, including persons involved in the preparation or issuance of this report, may, to the extent permitted by law, from time to time participate or invest in financing transactions with the issuer(s) of the securities mentioned in this report, perform services for or solicit business from such issuers, and/or have a position or holding, or other material interest, or effect transactions, in such securities or options thereon, or other investments related thereto. In addition, it may make markets in the securities mentioned in the material presented in this report. One or more directors, officers and/or employees of MKE may be a director of the issuers of the securities mentioned in this report to the extent permitted by law.

This report is prepared for the use of MKE's clients and may not be reproduced, altered in any way, transmitted to, copied or distributed to any other party in whole or in part in any form or manner without the prior express written consent of MKE and MKE and its Representatives accepts no liability whatsoever for the actions of third parties in this respect.

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. This report is for distribution only under such circumstances as may be permitted by applicable law. The securities described herein may not be eligible for sale in all jurisdictions or to certain categories of investors. Without prejudice to the foregoing, the reader is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

### Malaysia

Opinions or recommendations contained herein are in the form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from Bursa Malaysia Securities Berhad in the equity analysis.

### Singapore

This report has been produced as of the date hereof and the information herein may be subject to change. Maybank Kim Eng Research Pte. Ltd. ("Maybank KERPL") in Singapore has no obligation to update such information for any recipient. For distribution in Singapore, recipients of this report are to contact Maybank KERPL in Singapore in respect of any matters arising from, or in connection with, this report. If the recipient of this report is not an accredited investor, expert investor or institutional investor (as defined under Section 4A of the Singapore Securities and Futures Act), Maybank KERPL shall be legally liable for the contents of this report, with such liability being limited to the extent (if any) as permitted by law.

### Thailand

Except as specifically permitted, no part of this presentation may be reproduced or distributed in any manner without the prior written permission of Maybank Kim Eng Securities (Thailand) Public Company Limited. Maybank Kim Eng Securities (Thailand) Public Company Limited ("MBKET") accepts no liability whatsoever for the actions of third parties in this respect.

Due to different characteristics, objectives and strategies of institutional and retail investors, the research reports of MBKET Institutional and Retail Research Department may differ in either recommendation or target price, or both. MBKET Retail Research is intended for retail investors (<http://kelive.maybank-ke.co.th>) while Maybank Kim Eng Institutional Research is intended only for institutional investors based outside Thailand only.

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 may be changed after that date. MBKET does not confirm nor certify the accuracy of such survey result.

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, MBKET does not confirm, verify, or certify the accuracy and completeness of the assessment result.

### US

This third-party research report is distributed in the United States ("US") to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Maybank Kim Eng Securities USA Inc ("Maybank KESUSA"), a broker-dealer registered in the US (registered under Section 15 of the Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by Maybank KESUSA in the US shall be borne by Maybank KESUSA. This report is not directed at you if MKE is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that Maybank KESUSA is permitted to provide research material concerning investments to you under relevant legislation and regulations. All U.S. persons receiving and/or accessing this report and wishing to effect transactions in any security mentioned within must do so with: Maybank Kim Eng Securities USA Inc. 777 Third Avenue 21st Floor New York, New York 1- (212) 688-8886 and not with, the issuer of this report.

**UK**

This document is being distributed by Maybank Kim Eng Securities (London) Ltd (“Maybank KESL”) which is authorized and regulated, by the Financial Conduct Authority and is for Informational Purposes only. This document is not intended for distribution to anyone defined as a Retail Client under the Financial Services and Markets Act 2000 within the UK. Any inclusion of a third party link is for the recipients convenience only, and that the firm does not take any responsibility for its comments or accuracy, and that access to such links is at the individuals own risk. Nothing in this report should be considered as constituting legal, accounting or tax advice, and that for accurate guidance recipients should consult with their own independent tax advisers.

**DISCLOSURES****Legal Entities Disclosures**

**Malaysia:** This report is issued and distributed in Malaysia by Maybank Investment Bank Berhad (15938- H) which is a Participating Organization of Bursa Malaysia Berhad and a holder of Capital Markets and Services License issued by the Securities Commission in Malaysia. **Singapore:** This report is distributed in Singapore by Maybank KERPL (Co. Reg No 198700034E) which is regulated by the Monetary Authority of Singapore. **Indonesia:** PT Maybank Kim Eng Securities (“PTMKES”) (Reg. No. KEP-251/PM/1992) is a member of the Indonesia Stock Exchange and is regulated by the Financial Services Authority (Indonesia). **Thailand:** MBKET (Reg. No.0107545000314) is a member of the Stock Exchange of Thailand and is regulated by the Ministry of Finance and the Securities and Exchange Commission. **Philippines:** Maybank ATRKES (Reg. No.01-2004-00019) is a member of the Philippines Stock Exchange and is regulated by the Securities and Exchange Commission. **Vietnam:** Maybank Kim Eng Securities Limited (License Number: 117/GP-UBCK) is licensed under the State Securities Commission of Vietnam. **Hong Kong:** KESHK (Central Entity No AAD284) is regulated by the Securities and Futures Commission. **India:** Kim Eng Securities India Private Limited (“KESI”) is a participant of the National Stock Exchange of India Limited and the Bombay Stock Exchange and is regulated by Securities and Exchange Board of India (“SEBI”) (Reg. No. INZ000010538). KESI is also registered with SEBI as Category 1 Merchant Banker (Reg. No. INM 000011708) and as Research Analyst (Reg No: INH000000057) **US:** Maybank KESUSA is a member of/ and is authorized and regulated by the FINRA - Broker ID 27861. **UK:** Maybank KESL (Reg No 2377538) is authorized and regulated by the Financial Services Authority.

**Disclosure of Interest**

**Malaysia:** MKE and its Representatives may from time to time have positions or be materially interested in the securities referred to herein and may further act as market maker or may have assumed an underwriting commitment or deal with such securities and may also perform or seek to perform investment banking services, advisory and other services for or relating to those companies.

**Singapore:** As of 14 July 2017, Maybank KERPL and the covering analyst do not have any interest in any companies recommended in this research report.

**Thailand:** MBKET may have a business relationship with or may possibly be an issuer of derivative warrants on the securities /companies mentioned in the research report. Therefore, Investors should exercise their own judgment before making any investment decisions. MBKET, its associates, directors, connected parties and/or employees may from time to time have interests and/or underwriting commitments in the securities mentioned in this report.

**Hong Kong:** As of 14 July 2017, KESHK and the authoring analyst do not have any interest in any companies recommended in this research report.

**India:** As of 14 July 2017, and at the end of the month immediately preceding the date of publication of the research report, KESI, authoring analyst or their associate / relative does not hold any financial interest or any actual or beneficial ownership in any shares or having any conflict of interest in the subject companies except as otherwise disclosed in the research report.

In the past twelve months KESI and authoring analyst or their associate did not receive any compensation or other benefits from the subject companies or third party in connection with the research report on any account what so ever except as otherwise disclosed in the research report.

MKE may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment and may receive compensation for the services provided from the companies covered in this report.

**OTHERS****Analyst Certification of Independence**

The views expressed in this research report accurately reflect the analyst’s personal views about any and all of the subject securities or issuers; and no part of the research analyst’s compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

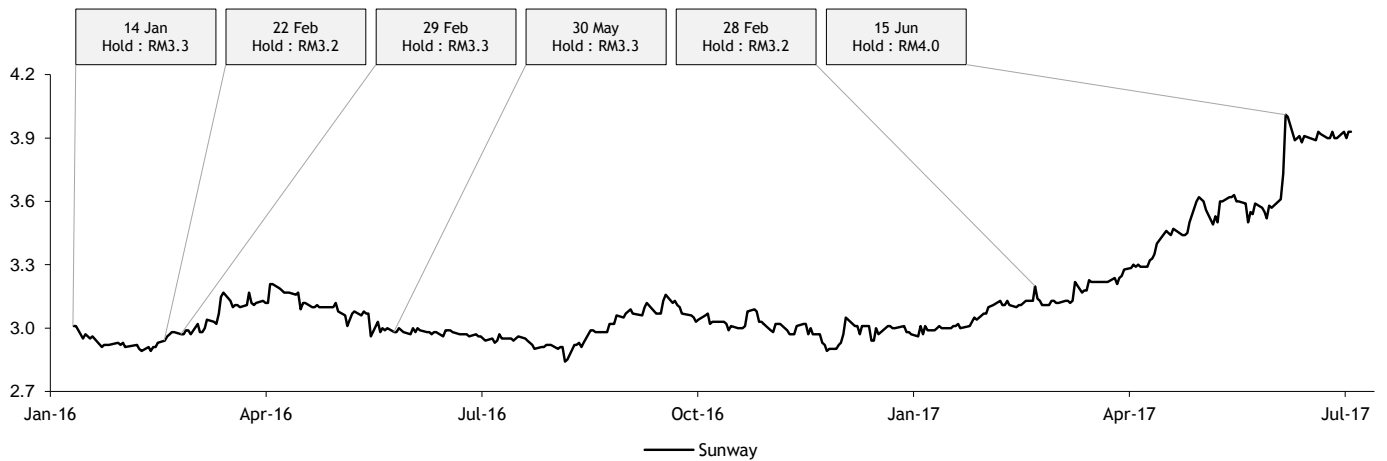
**Reminder**

Structured securities are complex instruments, typically involve a high degree of risk and are intended for sale only to sophisticated investors who are capable of understanding and assuming the risks involved. The market value of any structured security may be affected by changes in economic, financial and political factors (including, but not limited to, spot and forward interest and exchange rates), time to maturity, market conditions and volatility and the credit quality of any issuer or reference issuer. Any investor interested in purchasing a structured product should conduct its own analysis of the product and consult with its own professional advisers as to the risks involved in making such a purchase.

No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without the prior consent of MKE.



## Historical recommendations and target price: Sunway (SWB MK)



### Definition of Ratings

Maybank Kim Eng Research uses the following rating system

- BUY** Return is expected to be above 10% in the next 12 months (excluding dividends)
- HOLD** Return is expected to be between - 10% to +10% in the next 12 months (excluding dividends)
- SELL** Return is expected to be below -10% in the next 12 months (excluding dividends)

### Applicability of Ratings

The respective analyst maintains a coverage universe of stocks, the list of which may be adjusted according to needs. Investment ratings are only applicable to the stocks which form part of the coverage universe. Reports on companies which are not part of the coverage do not carry investment ratings as we do not actively follow developments in these companies.

### Malaysia

Maybank Investment Bank Berhad  
(A Participating Organisation of  
Bursa Malaysia Securities Berhad)  
33rd Floor, Menara Maybank,  
100 Jalan Tun Perak,  
50050 Kuala Lumpur  
Tel: (603) 2059 1888;  
Fax: (603) 2078 4194

Stockbroking Business:  
Level 8, Tower C, Dataran Maybank,  
No.1, Jalan Maarof  
59000 Kuala Lumpur  
Tel: (603) 2297 8888  
Fax: (603) 2282 5136

### Philippines

Maybank ATR Kim Eng Securities Inc.  
17/F, Tower One & Exchange Plaza  
Ayala Triangle, Ayala Avenue  
Makati City, Philippines 1200

Tel: (63) 2 849 8888  
Fax: (63) 2 848 5738

### South Asia Sales Trading

Kevin Foy  
Regional Head Sales Trading  
kevinfoy@maybank-ke.com.sg  
Tel: (65) 6636-3620  
US Toll Free: 1-866-406-7447

#### Malaysia

Joann Lim  
joann.lim@maybank-ib.com  
Tel: (603) 2717 5166

#### Indonesia

Hariato Liong  
hariato.liong@maybank-ke.co.id  
Tel: (62) 21 2557 1177

#### New York

Andrew Dacey  
adacey@maybank-keusa.com  
Tel: (212) 688 2956

#### Vietnam

Patrick Mitchell  
patrick.mitchell@maybank-kimeng.com.vn  
Tel: (84)-8-44-555-888 x8080

### Singapore

Maybank Kim Eng Securities Pte Ltd  
Maybank Kim Eng Research Pte Ltd  
50 North Canal Road  
Singapore 059304

Tel: (65) 6336 9090

### Hong Kong

Kim Eng Securities (HK) Ltd  
Level 30,  
Three Pacific Place,  
1 Queen's Road East,  
Hong Kong

Tel: (852) 2268 0800  
Fax: (852) 2877 0104

### Thailand

Maybank Kim Eng Securities  
(Thailand) Public Company Limited  
999/9 The Offices at Central World,  
20<sup>th</sup> - 21<sup>st</sup> Floor,  
Rama 1 Road Pathumwan,  
Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales)  
Tel: (66) 2 658 6801 (research)

### North Asia Sales Trading

Andrew Lee  
andrewlee@kimeng.com.hk  
Tel: (852) 2268 0283  
US Toll Free: 1 877 837 7635

#### Thailand

Tanasak Krishnasreni  
Tanasak.K@maybank-ke.co.th  
Tel: (66)2 658 6820

#### London

Scott Kinnear-Nock  
SKinnear-nock@maybank-ke.co.uk  
Tel: (44) 207-332-0221

#### India

Manish Modi  
manish@maybank-ke.co.in  
Tel: (91)-22-6623-2601

#### Philippines

Keith Roy  
keith\_roy@maybank-atrke.com  
Tel: (63) 2 848-5288

### London

Maybank Kim Eng Securities  
(London) Ltd  
PNB House  
77 Queen Victoria Street  
London EC4V 4AY, UK

Tel: (44) 20 7332 0221  
Fax: (44) 20 7332 0302

### Indonesia

PT Maybank Kim Eng Securities  
Sentral Senayan III, 22<sup>nd</sup> Floor  
Jl. Asia Afrika No. 8  
Gelora Bung Karno, Senayan  
Jakarta 10270, Indonesia

Tel: (62) 21 8066 8500  
Fax: (62) 21 8066 8501

### Vietnam

Maybank Kim Eng Securities Limited  
4A-15+16 Floor Vincom Center Dong  
Khoi, 72 Le Thanh Ton St. District 1  
Ho Chi Minh City, Vietnam

Tel : (84) 844 555 888  
Fax : (84) 8 38 271 030

### New York

Maybank Kim Eng Securities USA  
Inc  
777 Third Avenue, 21st Floor  
New York, NY 10017, U.S.A.

Tel: (212) 688 8886  
Fax: (212) 688 3500

### India

Kim Eng Securities India Pvt Ltd  
2nd Floor, The International,  
16, Maharishi Karve Road,  
Churchgate Station,  
Mumbai City - 400 020, India

Tel: (91) 22 6623 2600  
Fax: (91) 22 6623 2604

### Saudi Arabia

*In association with*  
**Anfaal Capital**  
Villa 47, Tujjar Jeddah  
Prince Mohammed bin Abdulaziz  
Street P.O. Box 126575  
Jeddah 21352

Tel: (966) 2 6068686  
Fax: (966) 26068787