

29 November 2019

Consumer Cyclical | Auto & Autoparts

UMW (UMWH MK)

Neutral (Maintained)

Better Late Than Never

Target Price (Return) MYR4.45 (+1%)
 Price: MYR4.40
 Market Cap: USD1,232.0m
 Avg Daily Turnover (MYR/USD) 1.68m/0.4m

- **Keep NEUTRAL with a new MYR4.45 TP from MYR4.60, 1% upside.** 3Q19 core earnings missed expectations after automotive and equipment segments disappointed. Associate contributions were higher, in line with strong Perodua sales. Management shared that it plans to introduce new SUV models to fill the gap in their product line-up, starting next year. With the right marketing strategy and pricing, the SUVs could bring UMW's earnings to the next level.
- **3Q19 missed expectations.** UMW's 3Q19 core earnings were below our and consensus expectations at MYR103.3m (+6.8% YoY, +106.4% QoQ). Cumulative 9M19 earnings of MYR239.1m (+19.4% YoY) accounted for 63% and 62% of our and consensus expectations. Earnings were dragged by lower-than-expected automotive and equipment segments earnings. An error in the 2Q19 earnings statement also affected our margin assumption. 4Q19 should be seasonally stronger as earnings would be boosted by year-end promotions. A DPS of 4 sen was declared (3Q18: no dividend was declared).
- **Automotive performance.** The automotive segment reported 3Q19 earnings of MYR104.4m (+16.5% YoY, +1.9% QoQ), as robust Perodua associate contribution more than offset UMW Toyota's (UMWT) weaker contribution. Associate contribution grew 46.2% YoY and 11.9% QoQ, and this should be better in 4Q19 with the inclusion of Axia facelift sales. UMWT revised down its 2019 sales target from 75k to 72k units (vs. our assumption of 66.9k units). However, the revised target still looks overly ambitious as YTD 10M19 only 54,755 units were sold (-6.1% YoY). UMWT aims to capture 12% of local market share in 2020.
- **Bring in the SUVs.** Management shared that it plans to introduce four SUV models in the next two to three years. The group's strategy is to avoid competing head-to-head with national brands, especially in the B-segment. We believe assembling the Toyota C-HR (C-segment) locally would be the quick win solution for UMWT (see our previous [report](#)). UMWT is also working with Toyota Capital to improve product affordability by offering step-up financing.
- **Equipment and M&E divisions.** Overall, the equipment division is expected to remain sluggish amidst strong competition in 4Q19, pending revival of mega projects which could potentially lift heavy equipment earnings. The segment currently benefits from a pick-up in Papua New Guinea's gold mining and construction sectors. Industrial equipment remains resilient as Toyota Forklift maintained market leadership in Malaysia. Aerospace is on track to be profitable in 2020, with production of Trent 7000 fan cases set to begin in 2Q20.
- **Key risks and forecasts.** We trim our earnings 7%, 4% and 2% for FY19F-21F, and revise down our margin assumptions after accounting for adjustment of 2Q19 results. Worsening consumer sentiment and the weakening MYR against the JPY and USD are key downside risks to earnings.
- **Maintain NEUTRAL,** as intense competition in the local automotive market is likely to limit earnings growth potential. The introduction of new SUVs may re-rate earnings. The stock looks fairly valued at current levels, trading at 12.9x P/E – near the sector average. Our new TP is based on 13x (sector average) target P/E of 2020F earnings.

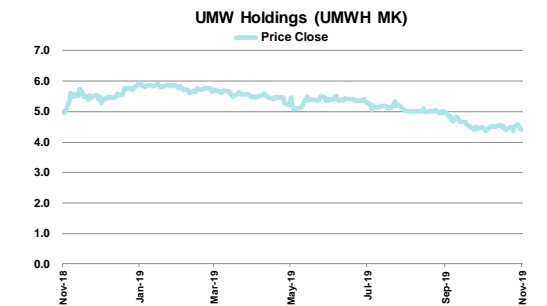
Analyst

Muhammad Afif Bin Zulkaply
 +603 9280 8883
muhammad.afif.zulkaply@rhbgroup.com



Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(19.6)	(1.6)	(12.2)	(19.4)	(12.4)
Relative	(13.2)	(2.4)	(11.8)	(17.5)	(6.3)
52-wk Price low/high (MYR)	4.32 - 6.02				



Source: Bloomberg

Forecasts and Valuation	Dec-17	Dec-18	Dec-19F	Dec-20F	Dec-21F
Total turnover (MYRm)	11,067	11,306	11,488	11,697	11,793
Recurring net profit (MYRm)	289	381	352	399	418
Recurring net profit growth (%)	39.0	31.8	(7.7)	13.5	4.7
Recurring P/E (x)	17.8	13.5	14.6	12.9	12.3
P/BV (x)	1.7	1.5	1.4	1.4	1.3
P/CF (x)	11.2	(10.7)	10.9	13.8	12.6
Dividend Yield (%)	0.0	1.7	2.3	2.3	2.3
EV/EBITDA (x)	14.6	12.5	14.9	12.4	12.6
ROE (%)	6.6	8.3	7.1	7.6	7.4
Net debt to equity (%)	36.1	71.8	73.7	73.5	72.6
Interest coverage (x)	1.0	5.9	3.2	4.2	4.3

Source: Company data, RHB

Financial Exhibits

Asia		Financial summary					
		Dec-17	Dec-18	Dec-19F	Dec-20F	Dec-21F	
Malaysia		0.25	0.33	0.30	0.34	0.36	
Consumer Cyclical		-	0.08	0.10	0.10	0.10	
UMW Holdings		2.64	2.88	3.06	3.26	3.47	
Bloomberg	UMWH MK	6.62	8.31	7.12	7.58	7.42	
Neutral							
Valuation basis		Valuation metrics					
13x P/E on forward earnings.		Dec-17	Dec-18	Dec-19F	Dec-20F	Dec-21F	
		17.8	13.5	14.6	12.9	12.3	
		1.67	1.53	1.44	1.35	1.27	
		(9.26)	(27.18)	1.37	(0.52)	0.16	
		-	1.7	2.3	2.3	2.3	
		14.6	12.5	14.9	12.4	12.6	
		54.4	16.4	20.2	15.4	15.3	
Key drivers		Income statement (MYRm)					
i. Introduction of attractive new car models;		Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	
ii. Long-term growth potential from aerospace business.		11067	11306	11488	11697	11793	
		3,043	3,109	3,159	3,217	3,243	
		460	689	596	735	743	
		(336)	(166)	(156)	(143)	(129)	
		124	523	440	592	614	
		(119)	(88)	(138)	(140)	(143)	
		267	786	613	765	788	
		(122)	(142)	(103)	(181)	(187)	
		289	381	352	399	418	
		289	381	352	399	418	
Key risks		Cash flow (MYRm)					
i. Weakening of the MYR vs USD and JPY;		Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	
ii. Weaker-than-expected economic growth.		529	(914)	116	(41)	(4)	
		459	(483)	470	373	408	
		(935)	(915)	(400)	(400)	(400)	
		(1,980)	(729)	16	(283)	(289)	
		(76)	(209)	(212)	(240)	(239)	
		100	1,221	(212)	(140)	(139)	
		2,194	1,177	754	436	287	
		1,177	754	436	287	167	
		1,177	754	436	287	167	
Company Profile		Balance sheet (MYRm)					
UMW is the largest company in the automotive sector. Its 51%-owned subsidiary UMW-Toyota imports, assembles and distributes Toyota and Lexus vehicles in Malaysia.		Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	
		1,163	549	436	287	167	
		2,661	3,702	3,946	4,203	4,475	
		1,712	1,977	2,261	2,556	2,863	
		9,942	10,683	11,011	11,488	11,965	
		685	685	685	685	685	
		2,070	3,500	3,500	3,600	3,700	
		5,766	6,331	6,360	6,493	6,608	
		4,176	4,352	4,651	4,995	5,357	
		9,942	10,683	11,011	11,488	11,965	
Key metrics		Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	
		6.0	2.2	1.6	1.8	0.8	
		39.0	31.8	(7.7)	13.5	4.7	
		27.5	27.5	27.5	27.5	27.5	
		4.2	6.1	5.2	6.3	6.3	
		2.6	3.4	3.1	3.4	3.5	
		8.5	8.1	3.5	3.4	3.4	
		1.0	5.9	3.2	4.2	4.3	

Source: Company data, RHB

Results At A Glance

Figure 1: Earnings review

FYE Dec (MYRm)	3Q18	2Q19	3Q19	QoQ (%)	YoY (%)	9M18	9M19	YoY (%)	Comments
Revenue	3,289.8	2,966.0	2,882.7	(2.8)	(12.4)	8,624.4	8,623.5	(0.0)	Lower due to decline in Toyota/Lexus sales
EBIT	122.0	100.9	80.1	(20.6)	(34.3)	459.1	257.5	(43.9)	
<i>EBIT margin (%)</i>	3.7	3.4	2.8			5.3	3.0		
Finance costs	(26.4)	(43.3)	(30.8)	(28.9)	16.4	(71.9)	(93.3)	29.8	
Associates	58.3	76.1	85.2	11.9	46.2	170.6	227.0	33.1	In line with stronger Perodua sales volume
Investment income	23.4	18.4	15.7	(14.4)	(32.6)	64.2	51.9	(19.3)	
Pretax profit	177.2	152.1	150.3	(1.2)	(15.2)	622.0	443.1	(28.8)	
<i>Pretax margin (%)</i>	5.4	5.1	5.2			7.2	5.1		
Tax	(43.5)	(36.3)	(21.0)	(42.2)	(51.7)	(112.7)	(86.8)	(23.0)	
<i>Eff tax rate (%)</i>	(24.5)	(23.9)	(14.0)			(18.1)	(19.6)		
Discontinued Op	(38.4)	(2.0)	(1.9)	(6.4)	(95.0)	(103.9)	(0.5)	(99.5)	
MI	(43.9)	(21.7)	(20.9)	(3.7)	(52.4)	(78.9)	(67.0)	(15.1)	
Net profit	96.7	50.1	103.3	106.4	6.8	407.3	239.1	(41.3)	9MFY18 includes one-off MYR207m – reversal of provision on financial guarantee
Core net profit	96.7	50.1	103.3	106.4	6.8	200.3	239.1	19.4	Below our and consensus expectations
<i>Net margin (%)</i>	2.9	1.7	3.6			4.7	2.8		

Source: Company data, RHB estimates

Figure 2: Earnings review (Segmental breakdown)

FYE Dec (MYRm)	3Q18	2Q19	3Q19	QoQ (%)	YoY (%)	9M18	9M19	YoY (%)	Comments
Automotive	2,643.4	2,386.4	2,296.9	(3.7)	(13.1)	6,903.1	6,845.9	(0.8)	Toyota/Lexus recorded lower sales volume
Equipment	403.4	343.6	353.7	2.9	(12.3)	1,142.4	1,080.1	(5.5)	Heavy equipment faced stiff competition but was partially offset by resilient industrial equipment sales
Mfg & Eng	253.6	244.5	252.4	3.2	(0.5)	600.3	734.0	22.3	Ramp up in fan cases production
Others	(10.4)	(8.5)	(20.3)	138.2	95.6	(21.4)	(36.6)	70.6	
Revenue	3,290.0	2,966.0	2,882.7	(2.8)	(12.4)	8,624.4	8,623.5	(0.0)	
Automotive	151.3	151.1	140.1	(7.3)	(7.4)	419.6	415.4	(1.0)	In tandem with lower sales
Equipment	43.5	35.5	30.8	(13.2)	(29.3)	126.3	108.4	(14.1)	
Mfg & Eng	15.5	13.2	15.4	16.1	(1.2)	12.1	30.9	154.8	
Others	23.3	(47.7)	(35.9)	24.7	254.4	124.2	(111.6)	(189.9)	9MFY18 includes one-off MYR207m – reversal of provision on financial guarantee
PBT	233.6	152.1	150.3	(1.2)	(35.6)	682.2	443.1	(35.0)	
PBT margins									
Automotive	5.7	6.3	6.1			6.1	6.1		
Equipment	10.8	10.3	8.7			11.1	10.0		
Mfg & Eng	6.1	5.4	6.1			2.0	4.2		
Others	(223.7)	558.3	176.5			(579.5)	305.4		
	7.1	5.1	5.2			7.9	5.1		
Automotive	89.6	102.4	104.4	1.9	16.5	257.7	292.4	13.4	Supported by Perodua's associate contribution
Equipment	32.9	28.2	23.2	(17.9)	(29.6)	99.3	82.2	(17.2)	
Mfg & Eng	8.6	6.7	9.1	35.7	5.5	(6.7)	12.6	(288.2)	
Others	23.8	(52.5)	(33.3)	(36.5)	(239.9)	124.9	(113.3)	(190.7)	
NP	155.0	84.9	103.3	(21.7)	(33.3)	475.2	274.0	(42.3)	
NP margins									
Automotive	3.4	4.3	4.5			3.7	4.3		
Equipment	8.2	8.2	6.6			8.7	7.6		
Mfg & Eng	3.4	2.7	3.6			(1.1)	1.7		
Others	(229.1)	614.1	163.8			(583.1)	309.8		
	4.7	2.9	3.6			5.5	3.2		

Source: Company data

Figure 3: UMW's vehicle sales summary

FYE Dec (units)	3Q18	2Q19	3Q19	QoQ (%)	YoY (%)	9M18	9M19	YoY (%)
Toyota/Lexus	21,370	17,658	16,628	(5.8)	(22.2)	53,504	48,151	(10.0)
- Passenger	14,263	13,138	12,313	(6.3)	(13.7)	37,206	36,253	(2.6)
- Commercial	7,107	4,520	4,315	(4.5)	(39.3)	16,298	11,898	(27.0)
Perodua	51,105	61,123	56,972	(6.8)	11.5	168,203	178,754	6.3
- Passenger	51,105	61,123	56,972	(6.8)	11.5	168,203	178,754	6.3
Total	72,475	78,781	73,600	(6.6)	1.6	221,707	226,905	2.3

Source: Malaysia Automotive Association (MAA)

Figure 4: Historical and forecast assumptions

FYE Dec	2016	2017	2018	2019F	2020F	2021F
Toyota / Lexus (units)	65,110	70,474	66,562	66,800	67,000	67,000
Perodua (units)	207,110	204,887	227,243	235,000	236,000	236,000
FX (JPY/MYR)*	3.82	3.85	3.65	3.80	3.80	3.80
FX (USD/MYR)*	4.14	4.30	4.04	4.15	4.05	4.05
*Average rate						

Source: RHB

RHB Guide to Investment Ratings

Buy:	Share price may exceed 10% over the next 12 months
Trading Buy:	Share price may exceed 15% over the next 3 months, however longer-term outlook remains uncertain
Neutral:	Share price may fall within the range of +/- 10% over the next 12 months
Take Profit:	Target price has been attained. Look to accumulate at lower levels
Sell:	Share price may fall by more than 10% over the next 12 months
Not Rated:	Stock is not within regular research coverage

Investment Research Disclaimers

RHB has issued this report for information purposes only. This report is intended for circulation amongst RHB and its affiliates' clients generally or such persons as may be deemed eligible by RHB to receive this report and does not have regard to the specific investment objectives, financial situation and the particular needs of any specific person who may receive this report. This report is not intended, and should not under any circumstances be construed as, an offer or a solicitation of an offer to buy or sell the securities referred to herein or any related financial instruments.

This report may further consist of, whether in whole or in part, summaries, research, compilations, extracts or analysis that has been prepared by RHB's strategic, joint venture and/or business partners. No representation or warranty (express or implied) is given as to the accuracy or completeness of such information and accordingly investors should make their own informed decisions before relying on the same.

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 the applicable laws or regulations. By accepting this report, the recipient hereof (i) represents and warrants that it is lawfully able to receive this document under the laws and regulations of the jurisdiction in which it is located or other applicable laws and (ii) acknowledges and agrees to be bound by the limitations contained herein. Any failure to comply with these limitations may constitute a violation of applicable laws.

All the information contained herein is based upon publicly available information and has been obtained from sources that RHB believes to be reliable and correct at the time of issue of this report. However, such sources have not been independently verified by RHB and/or its affiliates and this report does not purport to contain all information that a prospective investor may require. The opinions expressed herein are RHB's present opinions only and are subject to change without prior notice. RHB is not under any obligation to update or keep current the information and opinions expressed herein or to provide the recipient with access to any additional information. Consequently, RHB does not guarantee, represent or warrant, expressly or impliedly, as to the adequacy, accuracy, reliability, fairness or completeness of the information and opinion contained in this report. Neither RHB (including its officers, directors, associates, connected parties, and/or employees) nor does any of its agents accept any liability for any direct, indirect or consequential losses, loss of profits and/or damages that may arise from the use or reliance of this research report and/or further communications given in relation to this report. Any such responsibility or liability is hereby expressly disclaimed.

Whilst every effort is made to ensure that statement of facts made in this report are accurate, all estimates, projections, forecasts, expressions of opinion and other subjective judgments contained in this report are based on assumptions considered to be reasonable and must not be construed as a representation that the matters referred to therein will occur. Different assumptions by RHB or any other source may yield substantially different results and recommendations contained on one type of research product may differ from recommendations contained in other types of research. The performance of currencies may affect the value of, or income from, the securities or any other financial instruments referenced in this report. Holders of depositary receipts backed by the securities discussed in this report assume currency risk. Past performance is not a guide to future performance. Income from investments may fluctuate. The price or value of the investments to which this report relates, either directly or indirectly, may fall or rise against the interest of investors.

This report does not purport to be comprehensive or to contain all the information that a prospective investor may need in order to make an investment decision. The recipient of this report is making its own independent assessment and decisions regarding any securities or financial instruments referenced herein. Any investment discussed or recommended in this report may be unsuitable for an investor depending on the investor's specific investment objectives and financial position. The material in this report is general information intended for recipients who understand the risks of investing in financial instruments. This report does not take into account whether an investment or course of action and any associated risks are suitable for the recipient. Any recommendations contained in this report must therefore not be relied upon as investment advice based on the recipient's personal circumstances. Investors should make their own independent evaluation of the information contained herein, consider their own investment objective, financial situation and particular needs and seek their own financial, business, legal, tax and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

This report may contain forward-looking statements which are often but not always identified by the use of words such as "believe", "estimate", "intend" and "expect" and statements that an event or result "may", "will" or "might" occur or be achieved and other similar expressions. Such forward-looking statements are based on assumptions made and information currently available to RHB and are subject to known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievement to be materially different from any future results,

performance or achievement, expressed or implied by such forward-looking statements. Caution should be taken with respect to such statements and recipients of this report should not place undue reliance on any such forward-looking statements. RHB expressly disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

The use of any website to access this report electronically is done at the recipient's own risk, and it is the recipient's sole responsibility to take precautions to ensure that it is free from viruses or other items of a destructive nature. This report may also provide the addresses of, or contain hyperlinks to, websites. RHB takes no responsibility for the content contained therein. Such addresses or hyperlinks (including addresses or hyperlinks to RHB own website material) are provided solely for the recipient's convenience. The information and the content of the linked site do not in any way form part of this report. Accessing such website or following such link through the report or RHB website shall be at the recipient's own risk.

This report may contain information obtained from third parties. Third party content providers do not guarantee the accuracy, completeness, timeliness or availability of any information and are not responsible for any errors or omissions (negligent or otherwise), regardless of the cause, or for the results obtained from the use of such content. Third party content providers give no express or implied warranties, including, but not limited to, any warranties of merchantability or fitness for a particular purpose or use. Third party content providers shall not be liable for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including lost income or profits and opportunity costs) in connection with any use of their content.

The research analysts responsible for the production of this report hereby certifies that the views expressed herein accurately and exclusively reflect his or her personal views and opinions about any and all of the issuers or securities analysed in this report and were prepared independently and autonomously. The research analysts that authored this report are precluded by RHB in all circumstances from trading in the securities or other financial instruments referenced in the report, or from having an interest in the company(ies) that they cover.

The contents of this report is strictly confidential and may not be copied, reproduced, published, distributed, transmitted or passed, in whole or in part, to any other person without the prior express written consent of RHB and/or its affiliates. This report has been delivered to RHB and its affiliates' clients for information purposes only and upon the express understanding that such parties will use it only for the purposes set forth above. By electing to view or accepting a copy of this report, the recipients have agreed that they will not print, copy, videotape, record, hyperlink, download, or otherwise attempt to reproduce or re-transmit (in any form including hard copy or electronic distribution format) the contents of this report. RHB and/or its affiliates accepts no liability whatsoever for the actions of third parties in this respect.

The contents of this report are subject to copyright. Please refer to Restrictions on Distribution below for information regarding the distributors of this report. Recipients must not reproduce or disseminate any content or findings of this report without the express permission of RHB and the distributors.

The securities mentioned in this publication may not be eligible for sale in some states or countries or certain categories of investors. The recipient of this report should have regard to the laws of the recipient's place of domicile when contemplating transactions in the securities or other financial instruments referred to herein. The securities discussed in this report may not have been registered in such jurisdiction. Without prejudice to the foregoing, the recipient is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

The term "RHB" shall denote, where appropriate, the relevant entity distributing or disseminating the report in the particular jurisdiction referenced below, or, in every other case, RHB Investment Bank Berhad and its affiliates, subsidiaries and related companies.

RESTRICTIONS ON DISTRIBUTION

Malaysia

This report is issued and distributed in Malaysia by RHB Investment Bank Berhad ("RHBIB"). The views and opinions in this report are our own as of the date hereof and is subject to change. If the Financial Services and Markets Act of the United Kingdom or the rules of the Financial Conduct Authority apply to a recipient, our obligations owed to such recipient therein are unaffected. RHBIB has no obligation to update its opinion or the information in this report.

Thailand

This report is issued and distributed in the Kingdom of Thailand by RHB Securities (Thailand) PCL, a licensed securities company that is authorised by the Ministry of Finance, regulated by the Securities and Exchange Commission of Thailand and is a member of the Stock Exchange of Thailand. The Thai Institute of Directors Association has disclosed the Corporate Governance Report of Thai Listed Companies made pursuant to the policy of the Securities and Exchange Commission of Thailand. RHB Securities (Thailand) PCL does not endorse, confirm nor certify the result of the Corporate Governance Report of Thai Listed Companies.

Indonesia

This report is issued and distributed in Indonesia by PT RHB Sekuritas Indonesia. This research does not constitute an offering document and it should not be construed as an offer of securities in Indonesia. Any securities offered or sold, directly or indirectly, in Indonesia or to any Indonesian citizen or corporation (wherever located) or to any Indonesian resident in a manner which constitutes a public offering under Indonesian laws and regulations must comply with the prevailing Indonesian laws and regulations.

Singapore

This report is issued and distributed in Singapore by RHB Securities Singapore Pte Ltd which is a holder of a capital markets services licence and an exempt financial adviser regulated by the Monetary Authority of Singapore. RHB Securities Singapore Pte Ltd may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an arrangement under Regulation 32C of the Financial Advisers Regulations. Where the report is distributed in Singapore to a person who is not an Accredited Investor, Expert Investor or an Institutional Investor, RHB Securities Singapore Pte Ltd accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact RHB Securities Singapore Pte Ltd in respect of any matter arising from or in connection with the report.

Hong Kong

This report is issued and distributed in Hong Kong by RHB Securities Hong Kong Limited (興業僑豐證券有限公司) (CE No.: ADU220) ("RHBSHK") which is licensed in Hong Kong by the Securities and Futures Commission for Type 1 (dealing in securities) and Type 4 (advising on securities) regulated activities. Any investors wishing to purchase or otherwise deal in the securities covered in this report should contact RHBSHK. RHBSHK is a wholly owned subsidiary of RHB Hong Kong Limited; for the purposes of disclosure under the Hong Kong jurisdiction herein, please note that RHB Hong Kong Limited with its affiliates (including but not limited to RHBSHK) will collectively be referred to as "RHBHK." RHBHK conducts a full-service, integrated investment banking, asset management, and brokerage business. RHBHK does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this research report. Investors should consider this report as only a single factor in making their investment decision. Importantly, please see the company-specific regulatory disclosures below for compliance with specific rules and regulations under the Hong Kong jurisdiction. Other than company-specific disclosures relating to RHBHK, this research report is based on current public information that we consider reliable, but we do not represent it is accurate or complete, and it should not be relied on as such.

United States

This report was prepared by RHB and is being distributed solely and directly to "major" U.S. institutional investors as defined under, and pursuant to, the requirements of Rule 15a-6 under the U.S. Securities and Exchange Act of 1934, as amended (the "Exchange Act"). Accordingly, access to this report via Bursa Marketplace or any other Electronic Services Provider is not intended for any party other than "major" US institutional investors, nor shall be deemed as solicitation by RHB in any manner. RHB is not registered as a broker-dealer in the United States and does not offer brokerage services to U.S. persons. Any order for the purchase or sale of the securities discussed herein that are listed on Bursa Malaysia Securities Berhad must be placed with and through Auerbach Grayson ("AG"). Any order for the purchase or sale of all other securities discussed herein must be placed with and through such other registered U.S. broker-dealer as appointed by RHB from time to time as required by the Exchange Act Rule 15a-6. This report is confidential and not intended for distribution to, or use by, persons other than the recipient and its employees, agents and advisors, as applicable. Additionally, where research is distributed via Electronic Service Provider, the analysts whose names appear in this report are not registered or qualified as research analysts in the United States and are not associated persons of Auerbach Grayson AG or such other registered U.S. broker-dealer as appointed by RHB from time to time and therefore may not be subject to any applicable restrictions under Financial Industry Regulatory Authority ("FINRA") rules on communications with a subject company, public appearances and personal trading. Investing in any non-U.S. securities or related financial instruments discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in the United States. The financial instruments discussed in this report may not be suitable for all investors. Transactions in foreign markets may be subject to regulations that differ from or offer less protection than those in the United States.

DISCLOSURE OF CONFLICTS OF INTEREST

RHB Investment Bank Berhad, its subsidiaries (including its regional offices) and associated companies, ("RHBIB Group") form a diversified financial group, undertaking various investment banking activities which include, amongst others, underwriting, securities trading, market making and corporate finance advisory.

As a result of the same, in the ordinary course of its business, any member of the RHBIB Group, may, from time to time, have business relationships with or hold positions in the securities (including capital market products) or perform and/or solicit investment, advisory or other services from any of the subject company(ies) covered in this research report.

While the RHBIB Group will ensure that there are sufficient information barriers and internal controls in place where necessary, to prevent/manage any conflicts of interest to ensure the independence of this report, investors should also be aware that such conflict of interest may exist in view of the investment banking activities undertaken by the RHBIB Group as mentioned above and should exercise their own judgement before making any investment decisions.

Malaysia

Save as disclosed in the following link ([RHB Research conflict disclosures – Nov 2019](#)) and to the best of our knowledge, RHBIB hereby declares that:

1. RHBIB does not have a financial interest in the securities or other capital market products of the subject company(ies) covered in this report.
2. RHBIB is not a market maker in the securities or capital market products of the subject company(ies) covered in this report.
3. None of RHBIB's staff or associated person serve as a director or board member* of the subject company(ies) covered in this report
**For the avoidance of doubt, the confirmation is only limited to the staff of research department*
4. Save as disclosed below, RHBIB did not receive compensation for investment banking or corporate finance services from the subject company in the past 12 months.
5. RHBIB did not receive compensation or benefit (including gift and special cost arrangement e.g. company/issuer-sponsored and paid trip) in relation to the production of this report.

Thailand

RHB Securities (Thailand) PCL and/or its directors, officers, associates, connected parties and/or employees, may have, or have had, interests and/or commitments in the securities in subject company(ies) mentioned in this report or any securities related thereto. Further, RHB Securities (Thailand) PCL may have, or have had, business relationships with the subject company(ies) mentioned in this report. As a result, investors should exercise their own judgment carefully before making any investment decisions.

Indonesia

PT RHB Sekuritas Indonesia is not affiliated with the subject company(ies) covered in this report both directly or indirectly as per the definitions of affiliation above. Pursuant to the Capital Market Law (Law Number 8 Year 1995) and the supporting regulations thereof, what constitutes as affiliated parties are as follows:

1. Familial relationship due to marriage or blood up to the second degree, both horizontally or vertically;
2. Affiliation between parties to the employees, Directors or Commissioners of the parties concerned;
3. Affiliation between 2 companies whereby one or more member of the Board of Directors or the Commissioners are the same;
4. Affiliation between the Company and the parties, both directly or indirectly, controlling or being controlled by the Company;
5. Affiliation between 2 companies which are controlled, directly or indirectly, by the same party; or
6. Affiliation between the Company and the main Shareholders.

PT RHB Sekuritas Indonesia is not an insider as defined in the Capital Market Law and the information contained in this report is not considered as insider information prohibited by law. Insider means:

- a. a commissioner, director or employee of an Issuer or Public Company;
- b. a substantial shareholder of an Issuer or Public Company;
- c. an individual, who because of his position or profession, or because of a business relationship with an Issuer or Public Company, has access to inside information; and
- d. an individual who within the last six months was a Person defined in letters a, b or c, above.

Singapore

Save as disclosed in the following link ([RHB Research conflict disclosures – Nov 2019](#)) and to the best of our knowledge, RHB Securities Singapore Pte Ltd hereby declares that:

1. RHB Securities Singapore Pte Ltd, its subsidiaries and/or associated companies do not make a market in any issuer covered in this report.
2. RHB Securities Singapore Pte Ltd, its subsidiaries and/or its associated companies and its analysts do not have a financial interest (including a shareholding of 1% or more) in the issuer covered in this report.
3. RHB Securities, its staff or connected persons do not serve on the board or trustee positions of the issuer covered in this report.
4. RHB Securities Singapore Pte Ltd, its subsidiaries and/or its associated companies do not have and have not within the last 12 months had any corporate finance advisory relationship with the issuer covered in this report or any other relationship that may create a potential conflict of interest.
5. RHB Securities Singapore Pte Ltd, or person associated or connected to it do not have any interest in the acquisition or disposal of, the securities, specified securities based derivatives contracts or units in a collective investment scheme covered in this report.
6. RHB Securities Singapore Pte Ltd and its analysts do not receive any compensation or benefit in connection with the production of this research report or recommendation.

Hong Kong

The following disclosures relate to relationships between RHBHK and companies covered by Research Department of RHBSHK and referred to in this research report:

RHBSHK hereby certifies that no part of RHBSHK analyst compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this research report.

RHBHK had an investment banking services client relationships during the past 12 months with: -.

RHBHK has received compensation for investment banking services, during the past 12 months from: -.

RHBHK managed/co-managed public offerings, in the past 12 months for: -.

On a principal basis. RHBHK has a position of over 1% market capitalization of: -.

Additionally, please note the following:

Ownership and material conflicts of interest: RHBSHK policy prohibits its analysts and associates reporting to analysts from owning securities of any company covered by the analyst.

Analyst as officer or director: RHBSHK policy prohibits its analysts, and associates reporting to analysts from serving as an officer, director, advisory board member or employee of any company covered by the analyst.

RHBHK salespeople, traders, and other non-research professionals may provide oral or written market commentary or trading strategies to RHB clients that reflect opinions that are contrary to the opinions expressed in this research report.



KUALA LUMPUR

RHB Investment Bank Bhd
Level 3A, Tower One, RHB Centre
Jalan Tun Razak
Kuala Lumpur 50400
Malaysia
Tel : +603 9280 8888
Fax : +603 9200 2216

JAKARTA

PT RHB Sekuritas Indonesia
Revenue Tower 11th Floor, District 8 - SCBD
Jl. Jendral Sudirman Kav 52-53
Jakarta 12190
Indonesia
Tel : +6221 509 39 888
Fax : +6221 509 39 777

HONG KONG

RHB Securities Hong Kong Ltd.
12th Floor, World-Wide House
19 Des Voeux Road
Central
Hong Kong
Tel : +852 2525 1118
Fax : +852 2810 0908

BANGKOK

RHB Securities (Thailand) PCL
10th Floor, Sathorn Square Office Tower
98, North Sathorn Road, Silom
Bangrak, Bangkok 10500
Thailand
Tel: +66 2088 9999
Fax :+66 2088 9799

SINGAPORE

**RHB Securities Singapore
Pte Ltd.**
10 Collyer Quay
#09-08 Ocean Financial Centre
Singapore 049315
Tel : +65 6533 1818
Fax : +65 6532 6211