Singapore Company Guide

Roxy-Pacific Holdings

Version 1 | Bloomberg: ROXY SP | Reuters: RXYP.SI

Refer to important disclosures at the end of this report

DBS Group Research . Equity

15 Feb 2018

BUY

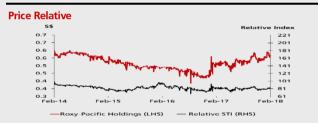
Last Traded Price (14 Feb 2018): \$\$0.56 (STI: 3,402.86) Price Target 12-mth: \$\$0.69 (23% upside)

Analyst

Rachel TAN +65 6682 3713 racheltanlr@dbs.com Derek TAN +65 6682 3716 derektan@dbs.com

What's New

- FY17 net profit -41% y-o-y; lower development profits and income from investment properties (divestment)
- Unrecognised sales stood at S\$459m; largely in Australia with expected completion in FY18/FY19
- First launch in FY18 saw 50% take-up
- Declared final div of 0.771 Scents; maintain 40% payout



| Forecasts and Valuation FY Dec (S\$ m) | 2016A | 2017A | 2018F | 2019F |
|---|--------|--------------|--------------|--------------|
| Revenue | 385 | 247 | 190 | 406 |
| EBITDA | 67.6 | 41.6 | 77.4 | 120 |
| Pre-tax Profit | 65.6 | 46.7 | 54.1 | 94.8 |
| Net Profit | 49.8 | 29.4 | 41.2 | 68.7 |
| Net Pft (Pre Ex.) | 33.4 | 6.51 | 41.2 | 68.7 |
| Net Pft Gth (Pre-ex) (%) | (57.4) | (80.5) | 532.8 | 66.6 |
| EPS (S cts) | 4.17 | 2.47 | 3.46 | 5.76 |
| EPS Pre Ex. (S cts) | 2.80 | 0.55 | 3.46 | 5.76 |
| EPS Gth Pre Ex (%) | (57) | (80) | 533 | 67 |
| Diluted EPS (S cts) | 4.17 | 2.47 | 3.46 | 5.76 |
| Net DPS (S cts) | 1.67 | 0.98 | 0.86 | 1.44 |
| BV Per Share (S cts) | 41.2 | 42.2 | 44.6 | 49.5 |
| PE (X) | 13.4 | 22.7 | 16.2 | 9.7 |
| PE Pre Ex. (X) | 20.0 | 102.5 | 16.2 | 9.7 |
| P/Cash Flow (X) | 88.6 | nm | nm | 34.4 |
| EV/EBITDA (X) | 17.5 | 29.4 | 20.3 | 13.5 |
| Net Div Yield (%) | 3.0 | 1.8 | 1.5 | 2.6 |
| P/Book Value (X) | 1.4 | 1.3 | 1.3 | 1.1 |
| Net Debt/Equity (X) | 1.0 | 1.1 | 1.7 | 1.6 |
| ROAE (%) | 10.5 | 5.9 | 8.0 | 12.2 |
| Earnings Rev (%): Consensus EPS (S cts): Other Broker Recs: | | 3.60 B: 2 | 19.2 S: 0 | 57.0 H: 0 |

Source of all data on this page: Company, DBS Bank, Bloomberg Finance L.P

Ready, set, go!

Maintain BUY; TP of \$\$0.69. We are maintaining our BUY rating and TP of \$\$0.69 (based on 30% discount to RNAV) on Roxy-Pacific Holdings (Roxy). Benefitting from being early in the current en-bloc cycle, Roxy is one of the few "undiscovered" mid-cap developer proxies to ride the recovery of the Singapore property market. BUY!

Where we differ. Poised to hit an upbeat Singapore property market with six freehold residential developments. We are one of the first few brokerages to have initiated coverage on Roxy. While the market may have overlooked Roxy for its size, we believe "best things come in small packages". We believe Roxy, being one of the earliest to landbank in the current market cycle, has six freehold residential developments in Singapore which will be ready to launch in 2018, two to three of which will be launched within 1Q18. We see this as a window for the group to capture the rise in buyer demand before its peers.

Potential catalysts: Strong sales take-up, more landbanking, acquisitions of good-quality investment properties.

Lower FY17 results but all eyes on FY18. FY17 net profit fell 41% y-o-y largely from lower contributions from development properties and investment properties (post-divestment). Despite a weak FY17 results, management is upbeat on FY18, anticipating better property sales, contributions from newly-acquired investment properties, and a better outlook on Singapore's hospitality sector. Declared 0.771 Scents final dividend.

Valuation:

Our TP of \$\$0.69 is based on 30% discount to RNAV of \$\$0.98. The stock currently trades at 1.2x FY18F P/BV, below historical average. At its peak, Roxy trades at 2.3x P/BV.

Key Risks to Our View:

i) Slower take-up rates, ii) Government regulates more to manage the Singapore property market, iii) AUD / NZD / JPY forex fluctuations, and iv) acquisitions of less-desirable investment properties.

At A Glance

| Issued Capital (m shrs) | 1,192 |
|--|-----------|
| Mkt. Cap (S\$m/US\$m) | 668 / 508 |
| Major Shareholders (%) | |
| Kian Lim Investment Pte Ltd | 38% |
| Teo Hong Lim | 12% |
| Sen Lee Development Pte Ltd | 11% |
| Free Float (%) | 22% |
| 3m Avg. Daily Val (US\$m) | 0.13 |
| ICB Industry: Financials / Real Estate | |

WHAT'S NEW

Ready, set, go!

FY17 net profit fell 41% y-o-y largely from lower development profits and lower contributions from investment properties: Roxy's FY17 net profit fell 41% y-o-y to S\$29m, mainly due to lower revenue (-36% y-o-y) and lower share of results from associates (-30% y-o-y) on the back of lower recognition of Eon Shenton, partially offset by higher fair value gains from investment properties (+40% y-o-y).

Lower revenue was recorded in all segments but mainly in development properties (-41% y-o-y) and investment properties (-14% y-o-y).

The decrease in revenue from development properties was largely due to lower revenue recognised from projects completed or nearing completion in FY17 such as Jade Residences, Whitehaven, and LIV on Wilkie. In addition, there was an absence of revenue recognised from LIV on Sophie which was completed in FY16.

The fall in investment properties was mainly due to the loss of rental income following the divestment of 59 Goulburn Street.

Revenue from hotel properties fell 4% y-o-y mainly due to lower RevPar of Grand Mercure Roxy Hotel, following more subdued corporate activity in FY17 and pricing competition from new hotel supply.

Gross profit margin improved to 24% from 21% in FY16, largely led by better margins of 15% recorded from its development properties (vs 14% in FY16).

Roxy has declared a final dividend of 0.771 Scents. This brings total FY17 dividend to 0.985 Scents vs 1.667 Scents in FY16. The dividend payout ratio remains stable at 40%.

Unrecognised sales stood at S\$459m as at FY17: As at FY17, unrecognised sales stood at S\$459m largely from its Australia properties (89%) which are expected to be completed in 2018 / 2019.

First launch in FY18 (The Navian) recorded 50% sales take-up in one month; targets to launch six properties (including The Navian) in FY18. Roxy officially launched its first property in FY18, The Navian in Jan18. As at 5 Feb 18, it has sold 23 units, 50% of total units, which is an encouraging sign, in our view. Conservatively, management targets to launch six properties (including The Navian) in FY18 with a total of 440 units. However, management hopes to launch another 1 or 2 more properties in FY18, if ready, to capture the demand as soon as possible. Next in line to be launched are Harbour View Gardens (after Chinese New Year) and Grange Road site (expected in Apr18) while the Upper Bukit Timah site, the River Valley site, and the Guillemard Lane site are expected to be launched in 2Q18 / 3Q18.

Acquired three more land sites in Dec17 / Jan18. Roxy remains active in its landbanking activities and has accumulated another three more sites in Dec17 / Jan18 and now owns 10 development sites, as a mean to replenish its landbank and to capture good opportunities. The sites are located mainly in the RCR. Management expects to launch these properties in FY19.

Received interest to acquire its 117 Clarence Street.

According to media reports, we understand that Roxy has received encouraging interest to acquire its 117 Clarence Street office building in Sydney. The building was jointly acquired with Tong Eng Group in Feb16. Management may consider a divestment if the offer price is attractive. We have yet to include the new landbank in the numbers.

Expect to see better RevPar in 2H18. While FY17 was a challenging year for its hotel property in Singapore, Grand Mercure Singapore Roxy, management expects to see some improvement in RevPar in 2H18 as supply starts to taper off, reducing pricing competition. In addition, management is upbeat on the major events to be held in FY18, following encouraging signs seen in the beginning of the year with the Singapore Airshow 2018.

The newly acquired hotel in Osaka (Oct17) has been successfully rebranded to Noku Roxy in Jan18 which will be self-managed.

Noku Maldives started operations in Dec17 and expected to be fully open soon while its hotel in Phuket is expected to be completed and begin operations in FY19.

Maintain BUY; TP of \$\$0.69. We maintain our BUY rating and target price of \$\$0.69. We believe Roxy is a good small- to mid-cap proxy to Singapore property and is poised to benefit from upbeat sentiment in the sector from the launch of six freehold residential properties before its peers. In addition, Roxy, being small and nimble, has been selective in small but freehold land sites. This gives them the flexibility i) to launch quickly and hit the market before its peers; ii) to adopt the quick-turnaround model; and iii) to change according to market sentiment. Key potential catalysts are i) strong sales take-up rates upon launch; ii) ability to landbank continually; and iii) acquisition of good-quality investment properties.

Roxy currently trades at 1.3x FY18F P/BV, below historical average. At its peak, Roxy traded at 2.3x P/BV.

Quarterly / Interim Income Statement (S\$m)

| FY Dec | 4Q2016 | 3Q2017 | 4Q2017 | % chg yoy | % chg qoq |
|-------------------------|--------|--------|--------|-----------|-----------|
| Revenue | 93.1 | 60.3 | 43.3 | (53.5) | (28.1) |
| Cost of Goods Sold | (73.0) | (42.7) | (31.4) | (57.0) | (26.5) |
| Gross Profit | 20.2 | 17.5 | 11.9 | (40.8) | (32.0) |
| Other Oper. (Exp)/Inc | (11.4) | (11.4) | (5.7) | (50.2) | (50.3) |
| Operating Profit | 8.73 | 6.10 | 6.24 | (28.6) | 2.2 |
| Other Non Opg (Exp)/Inc | 0.0 | 0.0 | 0.0 | - | - |
| Associates & JV Inc | 8.13 | 0.51 | 5.22 | (35.8) | nm |
| Net Interest (Exp)/Inc | (3.7) | (3.2) | (2.7) | 27.0 | 15.6 |
| Exceptional Gain/(Loss) | 0.17 | 0.0 | 0.0 | - | - |
| Pre-tax Profit | 13.3 | 3.39 | 8.75 | (34.3) | 158.1 |
| Tax | (1.4) | (1.1) | (1.4) | 1.3 | 23.8 |
| Minority Interest | (0.7) | (0.8) | (0.1) | nm | nm |
| Net Profit | 11.3 | 1.50 | 7.27 | (35.5) | 385.3 |
| Net profit bef Except. | 11.1 | 1.51 | 7.27 | (34.5) | 383.3 |
| EBITDA | 19.1 | 7.12 | 13.1 | (31.3) | 84.6 |
| Margins (%) | | | | | |
| Gross Margins | 21.6 | 29.1 | 27.5 | | |
| Opg Profit Margins | 9.4 | 10.1 | 14.4 | | |
| Net Profit Margins | 12.1 | 2.5 | 16.8 | | |

Source of all data: Company, DBS Bank



CRITICAL DATA POINTS TO WATCH

Critical Factors

Launching six freehold residential projects in Singapore in 2018. As developers now rush to landbank, Roxy can reap the benefits of being one of the earliest to landbank among the mid- to small-cap developers and successfully acquire seven plots of land to be launched in 2018. As such, Roxy has a total of c.476 residential units to be launched in 2018 that could potentially generate more than \$\$0.5bn in total GDV. Assuming 100% take-up rates, sales volume could potentially grow 8x y-o-y on annualised sales volume for FY17.

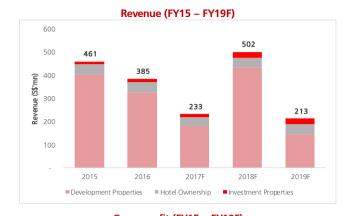
Beefing up its recurring-income portfolio. Since the slowdown of the Singapore property market in 2013, Roxy has started to venture out of Singapore and expanded its horizon to build its portfolio of assets to improve recurring income and provide stability in earnings. In FY17, Roxy acquired four commercial buildings, two in Australia, and two in New Zealand, adding to its portfolio of one commercial building (excluding the divestment of 59 Goulburn commercial building).

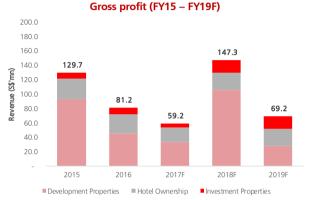
In addition, the Group continues to build its hospitality segment, which will add to its recurring income. In FY17, the Group acquired Tenmabashi Grand Hotel Osaka for JPY3bn.

These properties will start to contribute from FY18 onwards.

Realisation of development projects in Australia upon completion. Roxy's investments in development projects in Australia in 2015 will soon pay off when five projects are completed by 2018. The projects have all been substantially sold (>95% sold) except the last project launched in 3Q17; Art House at West End Glebe. The units sold have a total sales value of approximately \$\$300mn and could potentially contribute 21% to 44% of FY18F – FY19F earnings.

Replenishing landbank for sustainability. As Roxy adopts a quick-turnaround model and launches all its landbank in FY18, the ability to replenish its landbank promptly would be crucial in ensuring sustainability of its Singapore residential business if it continues strengthening for a longer period of time. So far, it has historically proven its ability to source for strategic land sites and possibly faces less competition as it typically targets smaller plots of land which may not be attractive to larger developers.





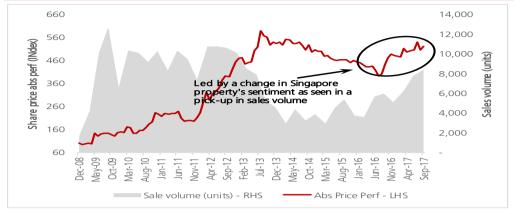


| KNAV (5\$ MN) | |
|------------------------------|--------------|
| | OMV (S\$'mn) |
| Surplus / deficit of assets: | |
| Development properties | 105.9 |
| Landbank | 18.5 |
| Hotel properties | 447.2 |
| Investment properties | 97.6 |
| | 669.2 |
| NAV | 504.0 |
| RNAV | 1,173.2 |
| No of shares | 1,193.5 |
| RNAV per share (S\$) | 0.98 |
| Discount | 30% |
| Price Target (S\$) | 0.69 |
| | |



Appendix 1:

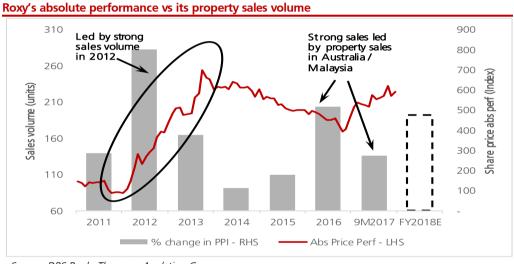
Roxy's absolute performance vs Singapore property industry sales volume



Source: DBS Bank, Thomson Analytics, Company

Remarks

Share price performance is positively correlated with sales volume in the Singapore property industry, especially in the initial stages of an upcycle seen in 2017, when sentiment in the property sector turned positive, supported by an increase in sales volume.

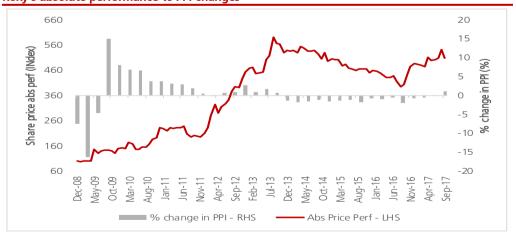


Source: DBS Bank, Thomson Analytics, Company

Remarks

The market did not reward Roxy despite the strong sales performance in 2016. As the strong sales volume was led by sales in Australia and Malaysia, share price performance seemed to be more correlated with its sales volume in Singapore.

Roxy's absolute performance vs PPI changes



Source: DBS Bank, Thomson Analytics, Company, SGX

Remarks

We do not see much correlation between share price performance and property price changes.



Balance Sheet:

Undervalued Net Asset Value (NAV). The group's NAV is conservative largely because the carrying values of its hospitality portfolio is at historical cost. In addition, development properties comprise close to 60% of its total assets, which typically offer more upside upon the realisation of these development properties. Its RNAV is more than double its current NAV.

Net debt to equity stands at 1x in FY17. Roxy's net debt to equity stood at 1x as at FY17. We expect the ratio could increase to 1.7x following the landbanking / development and acquisition of investment properties activities in FY16/FY17. While it may seem high, its NAV could be conservative as mentioned above. The Group's net debt to adjusted NAV (ANAV) stood at 0.6x as at FY17.

Share Price Drivers:

Strong sales take-up rates. Strong sales take-up rates upon launch would boost confidence and ensure sustainable profitability in its development properties. Depending on the prices, it is also a testament that the market is receptive of higher property prices. In addition, share price performance is positively correlated to sales volume, especially the group's sales in Singapore.

Replenishing landbank is key to income sustainability. As Roxy adopts a quick-turnaround model and plans to launch all its landbank ahead of its peers, its ability to replenish landbank is key to income sustainability in the longer term.

Key Risks:

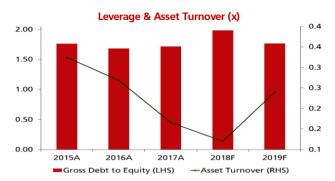
Slower take-up rates. With six developments expected to be launched in FY18, slower take-up rates for its properties would impact the needs for more financing, thus, increasing its costs. In addition, Roxy has the five-year timeline to complete its sales before the ABSD and QC charges kick in.

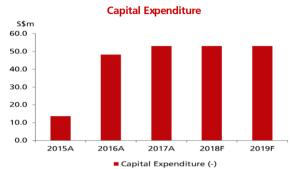
Government regulates more to manage Singapore property.

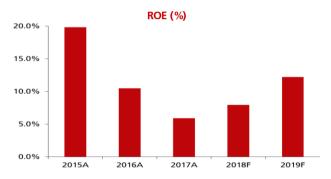
Despite the multiple 'warnings' by the government to be cautious of excessive exuberance in the property market, the land bids and the property market remain robust and bullish. We remain cautious that the government may decide to implement some measures to ensure that the Singapore property market remains sustainable in the medium term and that it doesn't become a "runaway train". Depending on the measures implemented, it could impact both the demand for its projects or its future landbanking opportunities.

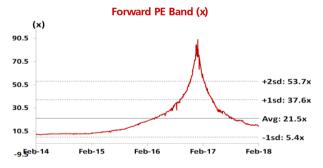
Company Background

Roxy-Pacific Holdings (Roxy) has a long track record in the property and hospitality space since it was established in May 1967. Listed in March 2008, Roxy is one of the reputable small- to mid-cap developers and has established its brand in small- to medium-sized residential developments targeting middle-to-upper-middle-income segments.













| Seq | mental | Brea | kdown |
|-----|--------|------|-------|
| | | | |

| FY Dec | 2015A | 2016A | 2017A | 2018F | 2019F |
|--------------------------|-------|-------|-------|--------|-------|
| Revenues (S\$m) | | | | | |
| Development Properties | 404 | 327 | 192 | 122 | 338 |
| Hotel Ownership | 44.5 | 46.3 | 44.3 | 43.0 | 43.0 |
| Investment Properties | 12.2 | 12.5 | 10.8 | 24.9 🔍 | 24.9 |
| | | | | | |
| Total | 461 | 385 | 247 | 190 | 406 |
| Gross Profit (S\$m) | | | | | |
| Development Properties | 93.3 | 45.3 | 28.0 | 20.3 | 62.8 |
| Hotel Ownership | 27.8 | 26.9 | 24.0 | 23.2 | 23.2 |
| Investment Properties | 8.58 | 9.00 | 7.59 | 17.8 | 17.8 |
| _ | | | | | |
| Total | 130 | 81.2 | 59.5 | 61.3 | 104 |
| Gross Profit Margins (%) | | | | | |
| Development Properties | 23.1 | 13.9 | 14.6 | 16.6 | 18.6 |
| Hotel Ownership | 62.4 | 58.1 | 54.2 | 54.0 | 54.0 |
| Investment Properties | 70.6 | 71.9 | 70.5 | 71.5 | 71.5 |
| Total | 28.1 | 21.1 | 24.1 | 32.3 | 25.6 |

Contributions from development properties in Australia, expected to be completed in FY18, recognised on a completed basis

Higher contributions from newly acquired investment properties

Income Statement (S\$m)

| FY Dec | 2015A | 2016A | 2017A | 2018F | 2019F |
|-----------------------------|--------|--------|--------|--------|--------|
| Revenue | 461 | 385 | 247 | 190 | 406 |
| Cost of Goods Sold | (331) | (304) | (187) | (128) | (302) |
| Gross Profit | 130 | 81.2 | 59.5 | 61.3 | 104 |
| Other Opng (Exp)/Inc | (35.9) | (38.7) | (36.8) | (37.4) | (38.6) |
| Operating Profit | 93.8 | 42.5 | 22.8 | 33.1 | 74.4 |
| Other Non Opg (Exp)/Inc | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Associates & JV Inc | 11.1 | 18.6 | 13.0 | 38.5 | 38.5 |
| Net Interest (Exp)/Inc | (10.6) | (11.9) | (12.0) | (17.5) | (18.1) |
| Exceptional Gain/(Loss) | 6.75 | 16.4 | 22.9 | 0.0 | 0.0 |
| Pre-tax Profit | 101 | 65.6 | 46.7 | 54.1 | 94.8 |
| Tax | (15.9) | (12.7) | (15.4) | (10.3) | (18.0) |
| Minority Interest | (0.1) | (3.1) | (1.9) | (2.6) | (8.1) |
| Preference Dividend | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net Profit | 85.1 | 49.8 | 29.4 | 41.2 | 68.7 |
| Net Profit before Except. | 78.3 | 33.4 | 6.51 | 41.2 | 68.7 |
| EBITDA | 110 | 67.6 | 41.6 | 77.4 | 120 |
| Growth | | | | | |
| Revenue Gth (%) | 45.0 | (16.4) | (36.0) | (23.1) | 113.8 |
| EBITDA Gth (%) | (3.6) | (38.5) | (38.5) | 86.1 | 55.0 |
| Opg Profit Gth (%) | 69.7 | (54.7) | (46.3) | 45.2 | 124.7 |
| Net Profit Gth (Pre-ex) (%) | (12.9) | (57.4) | (80.5) | 532.8 | 66.6 |
| Margins & Ratio | | | | | |
| Gross Margins (%) | 28.1 | 21.1 | 24.1 | 32.3 | 25.6 |
| Opg Profit Margin (%) | 20.4 | 11.0 | 9.2 | 17.4 | 18.3 |
| Net Profit Margin (%) | 18.5 | 12.9 | 11.9 | 21.7 | 16.9 |
| ROAE (%) | 19.8 | 10.5 | 5.9 | 8.0 | 12.2 |
| ROA (%) | 6.0 | 3.5 | 2.0 | 2.6 | 4.1 |
| ROCE (%) | 6.0 | 2.6 | 1.1 | 1.8 | 3.6 |
| Div Payout Ratio (%) | 26.8 | 39.9 | 39.9 | 25.0 | 25.0 |
| Net Interest Cover (x) | 8.8 | 3.6 | 1.9 | 1.9 | 4.1 |

| Ouarterly | v / Interim | Income Statement | (S\$m) |
|------------------|-------------|------------------|--------|
| | | | |

| FY Dec | 4Q2016 | 1Q2017 | 2Q2017 | 3Q2017 | 4Q2017 | |
|--|---------------|---------------|----------------|---------------|---------------|---------------------|
| Revenue | 93.1 | 65.4 | 77.8 | 60.3 | 43.3 | |
| Cost of Goods Sold | (73.0) | (49.1) | (64.1) | (42.7) | (31.4) | |
| Gross Profit | 20.2 | 16.3 | 13.8 | 17.5 | 11.9 | |
| Other Oper. (Exp)/Inc | (11.4) | (7.6) | (7.7) | (11.4) | (5.7) | |
| Operating Profit | 8.73 | 8.75 | 6.07 | 6.10 | 6.24 | |
| Other Non Opg (Exp)/Inc | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| Associates & JV Inc | 8.13 | 2.62 | 4.67 | 0.51 | 5.22 | |
| Net Interest (Exp)/Inc | (3.7) | (3.8) | (4.0) | (3.2) | (2.7) | |
| Exceptional Gain/(Loss) | 0.17 | 1.55 | 18.7 | 0.0 | 0.0 | |
| Pre-tax Profit | 13.3 | 9.17 | 25.4 | 3.39 | 8.75 | |
| Tax | (1.4) | (2.9) | (10.1) | (1.1) | (1.4) | |
| Minority Interest | (0.7) | (0.4) | (0.6) | (0.8) | (0.1) | |
| Net Profit | 11.3 | 5.91 | 14.7 | 1.50 | 7.27 | |
| Net profit bef Except. | 11.1 | 4.36 | (4.0) | 1.51 | 7.27 | |
| EBITDA | 19.1 | 13.1 | 12.5 | 7.12 | 13.1 | |
| | | | | | | |
| Growth | 2.4 | (20.7) | 10.0 | (22.6) | (20.4) | |
| Revenue Gth (%) | 2.4 | (29.7) | 18.9 | (22.6) | (28.1) | |
| EBITDA Gth (%) | 20.7 | (31.4) | (4.5) | (43.2) | 84.6 | |
| Opg Profit Gth (%) | (15.8) | 0.2 | (30.6) | 0.6 | 2.2 | |
| Net Profit Gth (Pre-ex) (%) | 49.2 | (60.7) | (190.8) | (138.0) | 383.3 | |
| Margins | | | | | | |
| Gross Margins (%) | 21.6 | 24.9 | 17.7 | 29.1 | 27.5 | |
| Opg Profit Margins (%) | 9.4 | 13.4 | 7.8 | 10.1 | 14.4 | |
| Net Profit Margins (%) | 12.1 | 9.0 | 18.9 | 2.5 | 16.8 | |
| Balance Sheet (S\$m) | | | | | | |
| FY Dec | 2015A | 2016A | 2017A | 2018F | 2019F | |
| Net Fixed Assets | 130 | 176 | 216 | 263 | 309 | |
| Invts in Associates & JVs | 127 | 158 | 198 | 237 | 275 | |
| Other LT Assets | 181 | 200 | 127 | 161 | 161 | |
| Cash & ST Invts | 395 | 325 | 322 | 175 | 131 | |
| nventory | 0.13 | 0.78 | 1.07 | 1.07 | 1.07 | |
| Debtors | 28.9 | 93.2 | 53.3 | 39.2 | 83.9 | |
| Other Current Assets | 547 | 509 | 598 | 772 | 772 | |
| Total Assets | 1,409 | 1,462 | 1,516 | 1,648 | 1,733 | |
| ST Debt | 485 | 562 | 554 | 554 | 554 | |
| Creditor | 11.8 | 15.6 | 88.9 | 9.69 | 20.7 | |
| Other Current Liab | 110 | 85.3 | 30.9 | 10.3 | 18.0 | |
| LT Debt | 323 | 271 | 318 | 518 | 518 | |
| Other LT Liabilities | 21.3 | 33.1 | 16.5 | 16.5 | 16.5 | |
| Shareholder's Equity | 458 | 491 | 503 | 532 | 591 | |
| Minority Interests | 0.63 | 3.75 | 5.07 | 7.69 | 15.8 | |
| Total Cap. & Liab. | 1,409 | 1,462 | 1,516 | 1,648 | 1,733 | |
| Non Cash Wka Canital | 454 | E03 | | 702 | 819 | |
| Non-Cash Wkg. Capital | | 502 (507) | 533 (540) | 793 (807) | (941) | |
| Net Cash/(Debt) Debtors Turn (avg days) | (413) 40.5 | (507) 57.8 | (549) 108.3 | (897) 89.0 | (941) 55.4 | |
| | | | 108.3 | | | |
| Creditors Turn (avg days) | 13.7 | 16.7 | | 146.6 | 18.8 | |
| Inventory Turn (avg days) | 0.1 | 0.6 | 1.9 | 3.2 | 1.3 | Higher gearing from |
| Asset Turnover (x) | 0.3 | 0.3 | 0.2 | 0.1 | 0.2 | investments made |
| Current Ratio (x) | 1.6 | 1.4 | 1.4 | 1.7 | 1.7 | FY16 / FY17 |
| Quick Ratio (x) | 0.7 | 0.6 | 0.6 | 0.4 | 0.4 | / |
| Net Debt/Equity (X) | 0.9 | 1.0 | 1.1 | 1.7 | 1.6 | |
| Net Debt/Equity ex MI (X) | 0.9 | 1.0 | 1.1 | 1.7 | 1.6 | |
| Capex to Debt (%) | 1.7 | 5.8 | 6.1 | 4.9 | 4.9 | |
| Z-Score (X) | 0.0 | NA | NA | NA | NA | |



Cash Flow Statement (S\$m)

| FY Dec | 2015A | 2016A | 2017A | 2018F | 2019F |
|------------------------|--------|--------|--------|------------|--------|
| D T D (') | 101 | 65.6 | 46.7 | 544 | 04.0 |
| Pre-Tax Profit | 101 | 65.6 | 46.7 | 54.1 | 94.8 |
| Dep. & Amort. | 4.90 | 6.48 | 5.75 | 5.75 | 7.00 |
| Tax Paid | (8.6) | (24.6) | (2.1) | (30.9) | (10.3) |
| Assoc. & JV Inc/(loss) | (1.1) | (18.6) | (13.0) | (38.5) | (38.5) |
| Chg in Wkg.Cap. | 62.5 | (16.7) | (5.6) | (65.1) | (33.6) |
| Other Operating CF | (6.2) | (4.6) | (51.5) | 0.0 | 0.0 |
| Net Operating CF | 153 | 7.54 | (19.7) | (74.7) | 19.4 |
| Capital Exp.(net) | (13.7) | (48.3) | (53.1) | (53.1) | (53.1) |
| Other Invts.(net) | 0.0 | 0.0 | 99.2 | (33.7) | 0.0 |
| Invts in Assoc. & JV | (24.2) | (17.1) | (38.5) | 0.0 | 0.0 |
| Div from Assoc & JV | 3.68 | 13.3 | 3.34 | 0.0 | 0.0 |
| Other Investing CF | 1.31 | 2.36 | 3.20 | (174) | 0.0 |
| Net Investing CF | (32.9) | (49.7) | 14.2 | (261) | (53.1) |
| Div Paid | (22.8) | (21.5) | (16.4) | (11.7) | (10.3) |
| Chg in Gross Debt | (97.0) | 19.0 | 41.9 | 200 | 0.0 |
| Capital Issues | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other Financing CF | (102) | (32.4) | (22.6) | 0.0 | 0.0 |
| Net Financing CF | (222) | (34.8) | 2.85 | 188 | (10.3) |
| Currency Adjustments | 0.24 | 1.28 | (0.2) | 0.0 | 0.0 |
| Chg in Cash | (102) | (75.7) | (2.9) | (147) | (44.0) |
| Opg CFPS (S cts) | 7.55 | 2.03 | (1.2) | (0.8) | 4.44 |
| Free CFPS (S cts) | 11.6 | (3.4) | (6.1) | (10.7) | (2.8) |

Source: Company, DBS Bank

Target Price & Ratings History



| S.No. | Date of Report | Closing Price | 12-mth Target Price | Rating |
|-------|-------------------|------------------|---------------------------|--------|
| 1: | 12 Dec 17 | 0.54 | 0.69 | BUY |
| 2: | 14 Dec 17 | 0.54 | 0.69 | BUY |
| 3: | 17 Dec 17 | 0.55 | 0.69 | BUY |

Note: Share price and Target price are adjusted for corporate actions.

Source: DBS Bank Analyst: Rachel TAN Derek TAN

DBS Bank recommendations are based an Absolute Total Return* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

BUY (>15% total return over the next 12 months for small caps, >10% for large caps)

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

FULLY VALUED (negative total return i.e. > -10% over the next 12 months)

SELL (negative total return of > -20% over the next 3 months, with identifiable catalysts within this time frame)

Share price appreciation + dividends

Completed Date: 15 Feb 2018 10:02:44 (SGT) Dissemination Date: 15 Feb 2018 10:14:22 (SGT)

Sources for all charts and tables are DBS Bank unless otherwise specified.

GENERAL DISCLOSURE/DISCLAIMER

This report is prepared by DBS Bank Ltd. This report is solely intended for the clients of DBS Bank Ltd, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBS Bank Ltd.

The research set out in this report is based on information obtained from sources believed to be reliable, but we (which collectively refers to DBS Bank Ltd, its respective connected and associated corporations, affiliates and their respective directors, officers, employees and agents (collectively, the "DBS Group") have not conducted due diligence on any of the companies, verified any information or sources or taken into account any other factors which we may consider to be relevant or appropriate in preparing the research. Accordingly, we do not make any representation or warranty as to the accuracy, completeness or correctness of the research set out in this report. Opinions expressed are subject to change without notice. This research is prepared for general circulation. Any recommendation contained in this document does not have regard to the specific investment objectives, financial situation and the particular needs of any specific addressee. This document is for the information of addressees only and is not to be taken in substitution for the exercise of judgement by addressees, who should obtain separate independent legal or financial advice. The DBS Group accepts no liability whatsoever for any direct, indirect and/or consequential loss (including any claims for loss of profit) arising from any use of and/or reliance upon this document and/or further communication given in relation to this document. This document is not to be construed as an offer or a solicitation of an offer to buy or sell any securities. The DBS Group, along with its affiliates and/or persons associated with any of them may from time to time have interests in the securities mentioned in this document. The DBS Group, may have positions in, and may effect transactions in securities mentioned herein and may also perform or seek to perform broking, investment banking and other banking services for these companies.

Any valuations, opinions, estimates, forecasts, ratings or risk assessments herein constitutes a judgment as of the date of this report, and there can be no assurance that future results or events will be consistent with any such valuations, opinions, estimates, forecasts, ratings or risk assessments. The information in this document is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed, it may not contain all material information concerning the company (or companies) referred to in this report and the DBS Group is under no obligation to update the information in this report.

This publication has not been reviewed or authorized by any regulatory authority in Singapore, Hong Kong or elsewhere. There is no planned schedule or frequency for updating research publication relating to any issuer.

The valuations, opinions, estimates, forecasts, ratings or risk assessments described in this report were based upon a number of estimates and assumptions and are inherently subject to significant uncertainties and contingencies. It can be expected that one or more of the estimates on which the valuations, opinions, estimates, forecasts, ratings or risk assessments were based will not materialize or will vary significantly from actual results. Therefore, the inclusion of the valuations, opinions, estimates, forecasts, ratings or risk assessments described herein IS NOT TO BE RELIED UPON as a representation and/or warranty by the DBS Group (and/or any persons associated with the aforesaid entities), that:

- (a) such valuations, opinions, estimates, forecasts, ratings or risk assessments or their underlying assumptions will be achieved, and
- (b) there is any assurance that future results or events will be consistent with any such valuations, opinions, estimates, forecasts, ratings or risk assessments stated therein.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets. Any assumptions made in this report that refers to commodities, are for the purposes of making forecasts for the company (or companies) mentioned herein. They are not to be construed as recommendations to trade in the physical commodity or in the futures contract relating to the commodity referred to in this report.

DBSVUSA, a US-registered broker-dealer, does not have its own investment banking or research department, has not participated in any public offering of securities as a manager or co-manager or in any other investment banking transaction in the past twelve months and does not engage in market-making.

ANALYST CERTIFICATION

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible for the content of this research report, in part or in whole, certifies that he or his associate does not serve as an officer of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant) and the research analyst(s) primarily responsible for the content of this research report or his associate does not have financial interests² in relation to an issuer or a new listing applicant that the analyst reviews. DBS Group has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the DBS Group and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of DBS Group's compensation to any specific investment banking function of the DBS Group.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES

- 1. DBS Bank Ltd, DBS HK, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"), DBSV HK or their subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of 31 Jan 2018.
- 2. Neither DBS Bank Ltd, DBS HK nor DBSV HK market makes in equity securities of the issuer(s) or company(ies) mentioned in this Research Report.

Compensation for investment banking services:

3. DBSVUSA does not have its own investment banking or research department, nor has it participated in any public offering of securities as a manager or co-manager or in any other investment banking transaction in the past twelve months. Any US persons wishing to obtain further information, including any clarification on disclosures in this disclaimer, or to effect a transaction in any security discussed in this document should contact DBSVUSA exclusively.

Disclosure of previous investment recommendation produced:

4. DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"), their subsidiaries and/or other affiliates may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"), their subsidiaries and/or other affiliates in the preceding 12 months.

² Financial interest is defined as interests that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.



¹ An associate is defined as (i) the spouse, or any minor child (natural or adopted) or minor step-child, of the analyst; (ii) the trustee of a trust of which the analyst, his spouse, minor child (natural or adopted) or minor step-child, is a beneficiary or discretionary object; or (iii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

RESTRICTIONS ON DISTRIBUTION

| General | 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 |
|-----------|--|
| General | located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. |
| Australia | This report is being distributed in Australia by DBS Bank Ltd. ("DBS") or DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"). DBS holds Australian Financial Services Licence no. 475946. |
| | DBSVS is exempted from the requirement to hold an Australian Financial Services Licence under the Corporation Act 2001 ("CA") in respect of financial services provided to the recipients. DBSVS is regulated by the Monetary Authority of Singapore under the laws of Singapore, which differ from Australian laws. |
| | Distribution of this report is intended only for "wholesale investors" within the meaning of the CA. |
| Hong Kong | This report has been prepared by a person(s) who is not licensed by the Hong Kong Securities and Futures Commission to carry on the regulated activity of advising on securities in Hong Kong pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong). This report is being distributed in Hong Kong and is attributable to DBS Vickers Hong Kong Limited, a licensed corporation licensed by the Hong Kong Securities and Futures Commission to carry on the regulated activity of advising on securities pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong). |
| | For any query regarding the materials herein, please contact Paul Yong (CE. No. ASE988) at equityresearch@dbs.com. |
| Indonesia | This report is being distributed in Indonesia by PT DBS Vickers Sekuritas Indonesia. |
| Malaysia | This report is distributed in Malaysia by AllianceDBS Research Sdn Bhd ("ADBSR"). Recipients of this report, received from ADBSR are to contact the undersigned at 603-2604 3333 in respect of any matters arising from or in connection with this report. In addition to the General Disclosure/Disclaimer found at the preceding page, recipients of this report are advised that ADBSR (the preparer of this report), its holding company Alliance Investment Bank Berhad, their respective connected and associated corporations, affiliates, their directors, officers, employees, agents and parties related or associated with any of them may have positions in, and may effect transactions in the securities mentioned herein and may also perform or seek to perform broking, investment banking/corporate advisory and other services for the subject companies. They may also have received compensation and/or seek to obtain compensation for broking, investment banking/corporate advisory and other services from the subject companies. |
| | God. |
| | Wong Ming Tek, Executive Director, ADBSR |
| Singapore | This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 196800306E) or DBSVS (Company Regn No. 198600294G), both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, 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, DBS Bank Ltd accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact DBS Bank Ltd at 6327 2288 for matters arising from, or in connection with the report. |
| Thailand | This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd. |

| United Kingdom | This report is produced by DBS Bank Ltd which is regulated by the Monetary Authority of Singapore. |
|---|--|
| | This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised and regulated by the Financial Conduct Authority in the United Kingdom. |
| | In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication. |
| Dubai International Financial Centre | This research report is being distributed by DBS Bank Ltd., (DIFC Branch) having its office at PO Box 506538, 3rd Floor, Building 3, East Wing, Gate Precinct, Dubai International Financial Centre (DIFC), Dubai, United Arab Emirates. DBS Bank Ltd., (DIFC Branch) is regulated by The Dubai Financial Services Authority. This research report is intended only for professional clients (as defined in the DFSA rulebook) and no other person may act upon it. |
| United Arab Emirates | This report is provided by DBS Bank Ltd (Company Regn. No. 196800306E) which is an Exempt Financial Adviser as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. This report is for information purposes only and should not be relied upon or acted on by the recipient or considered as a solicitation or inducement to buy or sell any financial product. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situation, or needs of individual clients. You should contact your relationship manager or investment adviser if you need advice on the merits of buying, selling or holding a particular investment. You should note that the information in this report may be out of date and it is not represented or warranted to be accurate, timely or complete. This report or any portion thereof may not be reprinted, sold or redistributed without our written consent. |
| United States | This report was prepared by DBS Bank Ltd. DBSVUSA did not participate in its preparation. The research analyst(s) named on this report are not registered as research analysts with FINRA and are not associated persons of DBSVUSA. The research analyst(s) are not subject to FINRA Rule 2241 restrictions on analyst compensation, communications with a subject company, public appearances and trading securities held by a research analyst. This report is being distributed in the United States by DBSVUSA, which accepts responsibility for its contents. This report may only be distributed to Major U.S. Institutional Investors (as defined in SEC Rule 15a-6) and to such other institutional investors and qualified persons as DBSVUSA may authorize. Any U.S. person receiving this report who wishes to effect transactions in any securities referred to herein should contact DBSVUSA directly and not its affiliate. |
| Other jurisdictions | In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. |



DBS Regional Research Offices

HONG KONG DBS Vickers (Hong Kong) Ltd

Contact: Paul Yong 18th Floor Man Yee Building 68 Des Voeux Road Central Central, Hong Kong Tel: 65 6878 8888

Fax: 65 65353 418

e-mail: equityresearch@dbs.com

Participant of the Stock Exchange of Hong Kong

MALAYSIA AllianceDBS Research Sdn Bhd

Contact: Wong Ming Tek (128540 U) 19th Floor, Menara Multi-Purpose, Capital Square, 8 Jalan Munshi Abdullah 50100

Kuala Lumpur, Malaysia. Tel.: 603 2604 3333 Fax: 603 2604 3921

e-mail: general@alliancedbs.com

SINGAPORE **DBS Bank Ltd**

Contact: Janice Chua 12 Marina Boulevard, Marina Bay Financial Centre Tower 3

Singapore 018982

Tel: 65 6878 8888 Fax: 65 65353 418

e-mail: equityresearch@dbs.com Company Regn. No. 196800306E

INDONESIA

PT DBS Vickers Sekuritas (Indonesia)

Contact: Maynard Priajaya Arif DBS Bank Tower Ciputra World 1, 32/F Jl. Prof. Dr. Satrio Kav. 3-5 Jakarta 12940. Indonesia Tel: 62 21 3003 4900 Fax: 6221 3003 4943

e-mail: research@id.dbsvickers.com

THAILAND

DBS Vickers Securities (Thailand) Co Ltd

Contact: Chanpen Sirithanarattanakul 989 Siam Piwat Tower Building, 9th, 14th-15th Floor Rama 1 Road, Pathumwan, Bangkok Thailand 10330 Tel. 66 2 857 7831

Fax: 66 2 658 1269

e-mail: research@th.dbs.com Company Regn. No 0105539127012 Securities and Exchange Commission, Thailand

