Singapore Company Guide **iFAST Corporation**

Version 13 | Bloomberg: IFAST SP | Reuters: IFAS.SI

Refer to important disclosures at the end of this report

DBS Group Research . Equity

BUY

Last Traded Price (29 Oct 2018): \$\$1.14 (STI: 2,981.54) Price Target 12-mth: \$\$1.33 (17% upside) (Prev \$\$1.26)

Analyst

Lee Keng LING +65 6682 3703 leekeng@dbs.com

What's New

- 3Q18 results in line; 9M18 net profit rose 40% y-o-y
- AUA increased 18.7% y-o-y to S\$8.5bn, achieving ninth consecutive quarter of record AUA levels
- Raised AUA growth assumption to 12% for FY18F; maintained 5% for FY19F and FY20F
- Maintain BUY with a higher TP of S\$1.33

Price Relative 55 Relative Index 1.7 1.3 1.3 1.1 0.9 0.7 0.5 Dec-14 Dec-15 Dec-16 Dec-17 Relative STI (RHS)

Forecasts and Valuation				
FY Dec (S\$m)	2017A	2018F	2019F	2020F
Revenue	101	122	129	136
EBITDA	13.6	17.3	20.0	21.8
Pre-tax Profit	10.1	12.2	14.2	15.8
Net Profit	8.83	10.7	12.4	13.8
Net Pft (Pre Ex.)	8.83	10.7	12.4	13.8
Net Pft Gth (Pre-ex) (%)	94.2	20.8	16.6	10.9
EPS (S cts)	3.34	4.00	4.67	5.17
EPS Pre Ex. (S cts)	3.34	4.00	4.67	5.17
EPS Gth Pre Ex (%)	92	20	17	11
Diluted EPS (S cts)	3.34	4.00	4.67	5.17
Net DPS (S cts)	3.01	2.40	2.80	3.10
BV Per Share (S cts)	30.7	32.1	33.9	36.0
PE (X)	34.2	28.5	24.4	22.0
PE Pre Ex. (X)	34.2	28.5	24.4	22.0
P/Cash Flow (X)	22.8	18.1	16.5	15.2
EV/EBITDA (X)	19.7	15.4	13.1	11.7
Net Div Yield (%)	2.6	2.1	2.5	2.7
P/Book Value (X)	3.7	3.6	3.4	3.2
Net Debt/Equity (X)	CASH	CASH	CASH	CASH
ROAE (%)	11.1	12.8	14.1	14.8
Earnings Rev (%):		4	4	4

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

29 Oct 2018

Growth amidst volatility

Wealth management fintech platform. iFAST has made significant progress in the last 2-3 years by broadening the range of investment products and services on its platforms, and laying the infrastructure to kick-start its business in China, a market it believes will be key in the future. The group is now a more integrated wealth management platform, with five key product groups – unit trusts, ETFs, bonds, stocks and insurance. iFAST is also pursuing a virtual banking licence in Hong Kong. This would strengthen its position as a key wealth management Fintech player.

More room for AUA growth. We have raised the AUA growth assumption to 12% y-o-y, up from 8% previously, to account for the strong growth YTD. Growth rate for FY19F and FY20F is maintained at 5%. We believe that there is still room for growth as the current AUA level remains small relative to the size of the wealth management industry in Singapore and the other Asian markets it operates in.

3Q18 results in line despite volatile market. 3Q18 net profit rose 29.7% y-o-y to S\$2.5m but eased 11.9% q-o-q. Revenue gained 20% y-o-y but was flat q-o-q. AUA increased 18.7% y-o-y to S\$8.5bn, achieving the ninth consecutive quarter of record AUA levels, despite the volatile market.

Valuation:

Maintain BUY call, raised earnings by 4% and TP to \$\$1.33. Our earnings forecast was raised by 4%, as we upped AUA growth assumption to 12% for FY18F. Maintain BUY with a higher TP of \$\$1.33. Our TP is based on Dividend Discount Model (DDM) valuation methodology, given that it is a cashled business, supplemented by a relatively high dividend payout ratio of about 60%.

Key Risks to Our View:

The securities and financial services industry is highly regulated and iFAST is subject to a variety of laws and regulations across the regions it operates in. iFAST's operations are also vulnerable to market sentiment.

At A Glance

Issued Capital (m shrs)	266
Mkt. Cap (S\$m/US\$m)	304 / 220
Major Shareholders (%)	
Lim Chung Chun	22.2
Singapore Press Holdings	15.3
Lim Wee Kian	7.6
Free Float (%)	54.9
3m Avg. Daily Val (US\$m)	0.27
ICB Industry: Financials / General Financial	







WHAT'S NEW

3Q18 results in line; 9M18 net profit rose 40% y-o-y

Results Highlights

3Q18 results in line. In 3Q18, iFAST's net revenue increased 18.8% y-o-y to \$\$15.5m (+3.4% q-o-q) and net profit rose 29.7% y-o-y to \$\$2.5m (-11.9% q-o-q), accounting for 25% of our FY18F numbers. A 0.75-Sct DPS was declared, similar to 3Q17.

For the 9-month period, net revenue increased 24.0% y-o-y to S\$44.8m and net profit rose 40.4% y-o-y to S\$8.1m. Both the revenue and net profit account for 79% of our forecasts. Excluding China, the group's net profit was S\$11.8m in 9M2018, a y-o-y increase of 31.6%.

AUA increased 18.7% y-o-y to \$\$8.5bn, achieving the ninth consecutive quarter of record AUA levels. Despite volatile market conditions in the first nine months of 2018, iFAST's AUA increased 18.7% y-o-y to hit a record high of \$\$8.5bn as at 30 September 2018, the ninth consecutive quarter of record-high AUA levels, bolstered by the growth in the group's business in both the B2C and B2B divisions in the period. This is mainly attributable to the improvements and progress that iFAST has made in enhancing its overall capabilities as a Wealth Management Fintech Platform over the past few years. iFAST is benefitting from the group's continuing efforts in widening the range of investment products and services and strengthening the financial technology capabilities of its platforms in the various markets in recent years.

Singapore and Hong Kong did well; China still a drag. Key markets Singapore and Hong Kong did well, mainly due to increases in investment trading volumes in exchange traded funds ("ETFs") and stocks and subscription of investment in unit trusts ("UTs"). The rise in yields in the market in recent quarters has also led to an increase in clients' investment subscription in bonds.

In China, the combined effects of weak performance in the equity market due to escalating tensions over trade wars between the US and China and some failures in peer-to-peer lending platforms resulted in poor market sentiment in recent quarters. The losses of iFAST's China operations for 2018 are expected to be slightly higher than 2017. In 3Q18, its China operations incurred a higher loss of \$\$1.28m, vs \$\$1.02m in 3Q17 and \$\$1.05m in 2Q18. For 9M18, China incurred a \$\$3.48m loss, vs \$\$3.04m in 9M17.

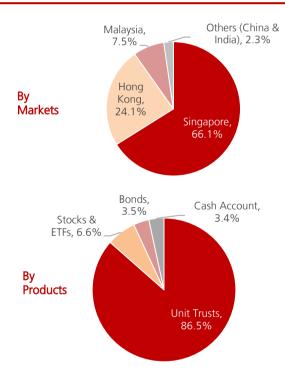
Poor market sentiment in Malaysia also led to a slower growth for the unit trust business but this was partially offset by the strong interest in the bonds and discretionary portfolio management service.

9M18 Profit / Loss - Geographical Segment

	9M17 (S\$m)	9M18 (S \$ m)	YoY Change (%)
Singapore	8.43	9.67	+14.7
Hong Kong	1.23	2.65	+114.5
Malaysia	0.76	0.98	+29.3
Others	(0.30)	(0.11)	-64.2
Net profit (excl. China)	8.94	11.77	+31.6
China	(3.04)	(3.48)	+14.5
Net profit (incl. China)	5.90	8.29	+40.4

Source: DBS Bank, Company

AUA Breakdown:



Source: DBS Bank, Company





Spinning off China and Hong Kong business in the medium-to-long term. iFAST has taken steps to work towards a structure whereby in the medium-to-long term (3-5 years), its Hong Kong and China businesses could be organised as a separate standalone listed subsidiary. The group believes that having a separate listing for the China and Hong Kong business would benefit its shareholders as the market is currently not appreciative of the China business as it is still incurring losses. A successful listing could strengthen the group's overall capital base, and to provide funding for future growth. China is still in the growth phase, and iFAST would need more capital if its application for a virtual banking licence is approved.

iFAST has already applied for a Virtual Banking licence in Hong Kong. If successful, this will further improve the group's ability to continue growing as a leading wealth management Fintech platform in Asia. A Virtual Banking licence will enable the group to provide some basic banking services such as deposit taking and lending, which can potentially enhance the capability of a wealth management platform substantially.

Earnings and Recommendation

Maintain BUY with a higher TP of S\$1.33. We have raised the AUA growth assumption to 12% y-o-y to S\$8.5bn, up from 8% previously, to account for the strong growth YTD. The growth rate for FY19F and FY20F is maintained at 5%. As such, our earnings forecast was raised by 4%. This leads to a higher TP of S\$1.33 (previously S\$1.26), based on the DDM valuation methodology.

Quarterly / Interim Income Statement (S\$m)

FY Dec	3Q2017*	2Q2018	3Q2018	% chg yoy	% chg qoq
Revenue	26.2	30.9	31.4	19.6	1.5
Cost of Goods Sold	(13.2)	(16.0)	(15.9)	20.4	(0.3)
Gross Profit	13.0	15.0	15.5	18.8	3.4
Other Oper. (Exp)/Inc	(10.7)	(11.7)	(12.5)	16.8	6.7
Operating Profit	2.30	3.22	2.94	27.8	(8.6)
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	-	-
Associates & JV Inc	(0.1)	(0.1)	0.0	nm	nm
Net Interest (Exp)/Inc	0.18	0.25	0.23	29.4	(4.9)
Exceptional Gain/(Loss)	0.0	0.0	0.0	-	-
Pre-tax Profit	2.42	3.40	3.16	30.4	(7.2)
Tax	(0.5)	(0.5)	(0.6)	33.7	19.2
Minority Interest	0.0	0.0	0.0	-	-
Net Profit	1.96	2.88	2.54	29.7	(11.9)
Net profit bef Except.	1.96	2.88	2.54	12.1	(11.9)
EBITDA	3.37	4.48	4.30	27.6	(4.0)
Margins (%)					
Gross Margins	49.6	48.4	49.3		
Opg Profit Margins	8.8	10.4	9.4		
Net Profit Margins	7.5	9.3	8.1		

*restated

Source of all data: Company, DBS Bank



CRITICAL DATA POINTS TO WATCH

Critical Factors

Growth in AUA

AUA growth is the key driver to revenue. iFAST derives revenue from Trailer Fees (paid by fund houses), Platform Fees (paid by customers) and Wrap Fees (paid by advisor-assisted investors), which are calculated at up to 0.9%, 0.5% and 0.2% per annum of its average AUA respectively. AUA grew at a CAGR of 11.8% from FY11-17. We are expecting AUA to increase 12% for FY18F and 5% for FY19F and FY20F, on the back of its broadening range and depth of investment products and services.

Fruition of China operation

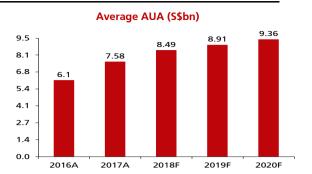
The China business was soft launched in March 2016 and has been loss-making due to high operating expenses. As iFAST is still in the early stages of building its brand among potential clients and investment practitioners in China's wealth management industry, the outlook could be promising once iFAST starts to reap the fruits of its labour in China.

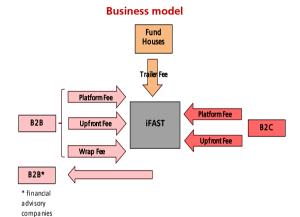
Beneficiary of disruptive technology

iFAST's business model offers 1) Integrated wealth management platform, enabling investors to invest seamlessly in a variety of investment products; 2) Internet-based model that is unconstrained by a high-cost structure. iFAST is able to pass on significant savings to consumers in the form of lower commissions; and 3) Removal of contra-loss risk as its stockbroking service works on a pre-funded basis. The launch of FSMOne, which allows investment in multiple products including bonds, unit trusts, stocks and Exchange Traded Funds (ETFs) via one account, has further boosted its competitive edge, and could be a threat to existing stockbrokers. iFAST is also pursuing a virtual banking licence in Hong Kong.

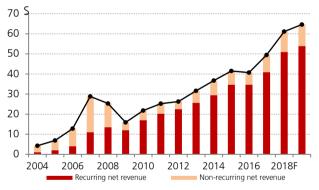
Scalability of business

iFAST's scalable platform business model enables the group to scale up without a proportionate increase in cost once it reaches a substantial scale. Recurring net revenue-to-AUA exceeded operating expense-to-AUA in the last few years, indicating that iFAST's business has reached a substantial scale. However, with its entry into China, we expect a reversal in trend, at least in the next 1-2 years. Thereafter, recurring net revenue-to-AUA should continue to exceed operating expense-to-AUA. iFAST's business would be on a much stronger footing once its China operations are up and running.

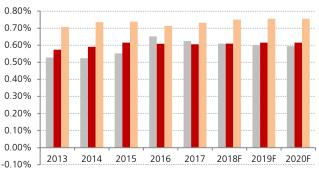




Recurring and non-recurring net revenue (S\$m)



Net revenue and operating expenses as a ratio of average AUA

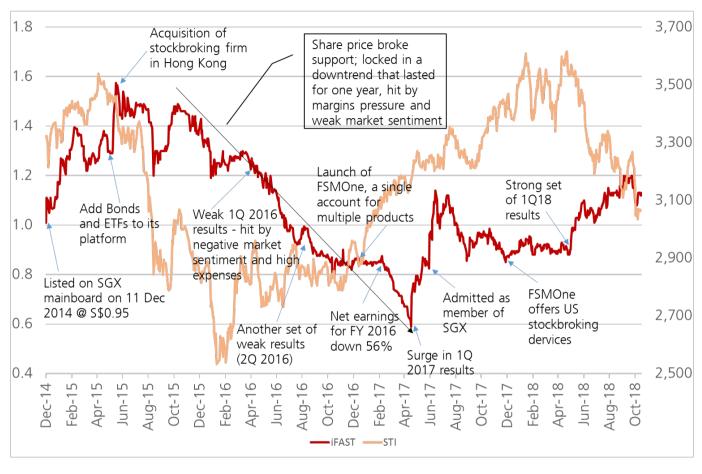


■Opex/AUA ■Recurring net revenue/AUA ■Net revenue/AUA

Source: Company, DBS Bank



Appendix 1: A look at Company's listed history – what drives its share price?



Source: DBS Bank, Bloomberg Finance L.P.



Balance Sheet:

Clean balance sheet. iFAST took a term loan of about S\$9.98m in 3Q18 for the financing of the initial capital for the virtual banking business that the group is pursuing in Hong Kong. Despite this, net cash is still healthy as cash balance stood at S\$36.3m as at September 2018. We understand that iFAST continues to be on the lookout for M&A opportunities to expand its business regionally. Cash flows from operations are expected to remain healthy but they will be partly offset by capex over FY18F-20F.

Share Price Drivers:

Obtaining operating leverage. Operating expense is high as the group continues to push towards broadening the range and depth of its products and services, especially in China. Although operating expense-to-AUA exceeds recurring net revenue-to-AUA for now, the gap is narrowing and we expect this trend to reverse in the next 1-2 years.

Market dynamics. Any unfavourable factors or changes in the economic, political and social conditions and/or policies may affect iFAST's business. This could cause volatility in its revenues.

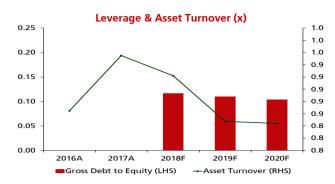
Inorganic growth is a wildcard. A clear route for inorganic growth is via M&A. Potential targets would include wealth/fund management houses that no longer wish to carry out direct distribution of their own products as it usually involves cumbersome administrative work.

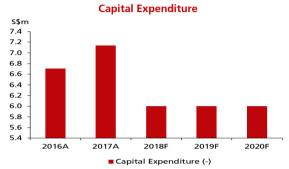
Key Risks:

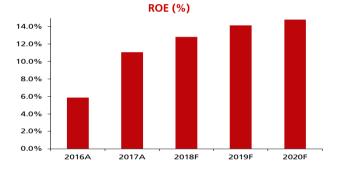
Highly regulated industry. The securities and financial services industry is highly regulated and iFAST is subject to a variety of laws and regulations across the regions it operates in. Security breaches are also a risk that could result in adverse publicity and damage to reputation. iFAST's operations are also vulnerable to market sentiment.

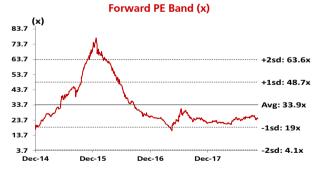
Company Background

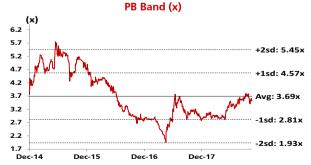
iFAST is an internet-based investment product distribution platform which provides a comprehensive range of investment products and services, to financial advisory firms, banks, financial institutions, multinational companies, as well as retail and high-net-worth investors in Asia. As at end-September 2018, the group offered over 5,700 funds from over 240 fund houses, over 1,000 direct bonds, stocks and ETFs (Singapore, Hong Kong and US stockbroking capabilities), as well as discretionary portfolio management services. iFAST has more than 330 financial institutions and other corporations, and over 7,600 wealth advisers are using its B2B platforms. More than 300,000 customer accounts have also been opened across the five markets the group is operating in.











Source: Company, DBS Bank





	_					
Kev	, Δ.	CII	m	ntı	\mathbf{a}	nc

FY Dec	2016A	2017A	2018F	2019F	2020F
Average AUA (S\$bn)	6.10	7.58	8.49	8.91	9.36
Trailer fees (% of AUA)	0.59	0.59	0.59	0.59	0.59
Platform fees (% of AUA)	0.31	0.31	0.31	0.31	0.31 /
Wrap fees (% of AUA)	0.10	0.10	0.10	0.10	0.10

Expect 12% growth in AUA for FY18F and 5% for FY19F and FY20F

FY Dec	2016A	2017A	2018F	2019F	2020F
Net Revenues (S\$m)					
B2B business	28.4	34.0	42.8	45.2	47.5
B2C business	12.3	15.5	18.3	19.4	20.4
Total	40.7	49.5	58.9	62.3	65.4
Net Revenues (S\$m)					
Recurring revenue	34.7	41.0	48.9	51.7	54.3
Non-recurring revenue	5.98	8.50	12.2	12.9	13.6
Total	40.7	49.5	58.9	62.3	65.4
Geographical breakdown	(S\$m)				
Singapore	29.5	34.8	34.2	36.1	29.5
Hong Kong	8.7	10.8	19.5	20.6	8.7
Malaysia	2.3	3.5	3.5	3.7	2.3
China	0.2	0.4	1.8	1.9	0.2
Total net revenue	40.7	49.5	58.9	62.3	65.4

Income Statement (S\$m)

FY Dec	2016A	2017A	2018F	2019F	2020F
Revenue	80.6	101	122	129	136
Cost of Goods Sold	(40.7)	(51.7)	(61.1)	(64.6)	(67.9)
Gross Profit	39.9	49.5	61.1	64.6	67.9
Other Opng (Exp)/Inc	(35.3)	(39.8)	(48.7)	(50.2)	(51.8)
Operating Profit	4.63	9.67	12.4	14.4	16.1
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	(0.2)	(0.3)	(0.3)	(0.3)	(0.3)
Net Interest (Exp)/Inc	0.84	0.74	0.08	0.11	0.0
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	5.31	10.1	12.2	14.2	15.8
Tax	(0.8)	(1.3)	(1.5)	(1.8)	(2.0)
Minority Interest	0.0	0.0	0.0	0.0	0.0
Preference Dividend	0.0	0.0	0.0	0.0	0.0
Net Profit	4.55	8.83	10.7	12.4	13.8
Net Profit before Except.	4.55	8.83	10.7	12.4	13.8
EBITDA	7.54	13.6	17.3	20.0	21.8
Growth					
Revenue Gth (%)	(5.6)	25.5	20.8	5.7	5.0
EBITDA Gth (%)	(52.0)	80.2	27.2	15.5	9.3
Opg Profit Gth (%)	(67.5)	108.9	28.5	15.9	11.5
Net Profit Gth (Pre-ex) (%)	(68.4)	94.2	20.8	16.6	10.9
Margins & Ratio					
Gross Margins (%)	49.5	48.9	50.0	50.0	50.0
Opg Profit Margin (%)	5.7	9.6	10.2	11.2	11.8
Net Profit Margin (%)	5.6	8.7	8.7	9.6	10.2
ROAE (%)	5.9	11.1	12.8	14.1	14.8
ROA (%)	4.9	8.3	8.0	8.2	8.6
ROCE (%)	6.9	11.8	12.0	12.7	13.2 /
Div Payout Ratio (%)	160.9	90.2	60.0	60.0	60.0
Net Interest Cover (x)	NM	NM	NM	NM	NM

2017 earnings boosted by broadened investment products and services, besides benefitting from improved market sentiment

Dividend payout ratio in FY17 of at least 60% (excluding China operations and exceptional items), as guided by management. We have assumed a sustainable 60% payout for subsequent years

Source: Company, DBS Bank





Quarterly	/ / Interim	Income S	Statement ((S\$m)

FY Dec	3Q2017	4Q2017	1Q2018	2Q2018	3Q2018
Revenue	26.2	28.2	31.0	30.9	31.4
Cost of Goods Sold	(13.2)	(14.9)	(16.6)	(16.0)	(15.9)
Gross Profit	13.0	13.3	14.4	15.0	15.5
Other Oper. (Exp)/Inc	(10.4)	(11.0)	(11.6)	(11.7)	(12.5)
Operating Profit	2.61	2.35	2.78	3.22	2.94
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	(0.1)	0.0	0.0	(0.1)	0.0
Net Interest (Exp)/Inc	0.18	0.20	0.23	0.25	0.23
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	2.73	2.53	2.99	3.40	3.16
Tax	(0.5)	(0.1)	(0.3)	(0.5)	(0.6)
Minority Interest	0.0	0.0	0.0	0.0	0.0
Net Profit	2.27	2.45	2.70	2.88	2.54
Net profit bef Except.	2.27	2.45	2.70	2.88	2.54
EBITDA	3.68	3.60	4.06	4.48	4.30
Growth					
Revenue Gth (%)	6.4	7.4	9.9	(0.1)	1.5
EBITDA Gth (%)	8.6	(2.1)	12.8	10.4	(4.0)
Opg Profit Gth (%)	2.5	(10.1)	18.7	15.5	(8.6)
Net Profit Gth (Pre-ex) (%)	5.2	8.1	10.0	7.0	(11.9)
Margins					
Gross Margins (%)	49.6	47.2	46.4	48.4	49.3
Opg Profit Margins (%)	9.9	8.3	9.0	10.4	9.4
Net Profit Margins (%)	8.6	8.7	8.7	9.3	8.1
Balance Sheet (S\$m)					
FY Dec	2016A	2017A	2018F	2019F	2020F

FY Dec	2016A	2017A	2018F	2019F	2020F
Net Fixed Assets	2.19	2.31	5.72	8.78	11.7
Invts in Associates & JVs	1.83	1.62	1.29	0.96	0.64
Other LT Assets	10.7	18.4	16.2	13.5	10.7
Cash & ST Invts	22.5	33.5	47.9	52.9	58.6
Inventory	32.1	22.4	22.4	22.4	22.4
Debtors	24.1	37.2	53.6	56.7	59.5
Other Current Assets	1.74	1.35	1.35	1.35	1.35
Total Assets	95.1	117	148	157	165
ST Debt	0.0	0.0	9.97	9.97	9.97 1
Creditor	15.5	33.2	50.2	53.1	55.8
Other Current Liab	0.51	1.08	1.52	1.77	1.96
LT Debt	0.0	0.0	0.0	0.0	0.0
Other LT Liabilities	0.50	1.21	1.21	1.21	1.21
Shareholder's Equity	78.5	81.2	85.5	90.5	96.0
Minority Interests	0.15	0.02	0.02	0.02	0.02
Total Cap. & Liab.	95.1	117	148	157	165
Name Carle Miles Carrital	41.9	26.7	25.6	25.5	25.5
Non-Cash Wkg. Capital Net Cash/(Debt)	41.9 22.5	26.7 33.5	25.6 37.9	25.5 42.9	25.5 48.7
. ,	22.5 99.6	33.5 110.5	37.9 135.5	42.9 155.7	46.7 156.2
Debtors Turn (avg days)	99.6 142.4	187.2	272.1	321.1	321.7
Creditors Turn (avg days)					
Inventory Turn (avg days)	310.9	209.6	146.2	139.3	132.4
Asset Turnover (x)	0.9	1.0	0.9	0.8	0.8
Current Ratio (x)	5.0	2.8	2.0	2.1	2.1
Quick Ratio (x)	2.9	2.1	1.6	1.7	1.7
Net Debt/Equity (X)	CASH	CASH	CASH	CASH	CASH
Net Debt/Equity ex MI (X)	CASH	CASH	CASH	CASH	CASH
Capex to Debt (%)	N/A	N/A	60.2	60.2	60.2

Source: Company, DBS Bank

To finance the initial capital for the virtual banking business in Hong Kong



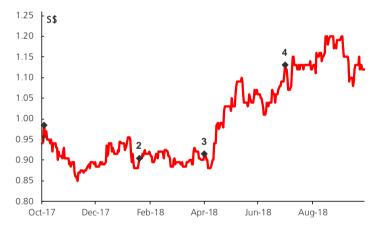


Cash Flow Statement (S\$m)

FY Dec	2016A	2017A	2018F	2019F	2020F
Pre-Tax Profit	5.31	10.1	12.2	14.2	15.8
Dep. & Amort.	3.07	4.24	5.18	5.88	6.07
Tax Paid	(0.5)	(1.1)	(1.5)	(1.8)	(2.0)
Assoc. & JV Inc/(loss)	0.16	0.33	0.33	0.33	0.33
Chg in Wkg.Cap.	(3.0)	(1.3)	0.65	(0.2)	(0.2)
Other Operating CF	0.59	0.97	0.0	0.0	0.0
Net Operating CF	5.63	13.2	16.8	18.5	20.0
Capital Exp.(net)	(6.7)	(7.1)	(6.0)	(6.0)	(6.0)
Other Invts.(net)	2.54	13.1	0.0	0.0	0.0
Invts in Assoc. & JV	(2.7)	(0.9)	0.0	0.0	0.0
Div from Assoc & JV	0.0	0.07	0.0	0.0	0.0
Other Investing CF	0.06	0.0	0.0	0.0	0.0
Net Investing CF	(6.8)	5.18	(6.0)	(6.0)	(6.0)
Div Paid	(7.3)	(7.5)	(6.4)	(7.5)	(8.3)
Chg in Gross Debt	0.0	0.0	9.97	0.0	0.0
Capital Issues	2.41	0.08	0.0	0.0	0.0
Other Financing CF	(0.9)	0.85	0.0	0.0	0.0
Net Financing CF	(5.8)	(6.6)	3.57	(7.5)	(8.3)
Currency Adjustments	0.0	(0.7)	0.0	0.0	0.0
Chg in Cash	(7.1)	11.0	14.4	4.99	5.74
Opg CFPS (S cts)	3.29	5.50	6.07	7.00	7.57
Free CFPS (S cts)	(0.4)	2.30	4.06	4.67	5.26

Source: Company, DBS Bank

Target Price & Ratings History



S.No.	Date of Report	Closing Price	12-mth Target Price	Rating
1:	30 Oct 17	0.99	1.26	BUY
2:	15 Feb 18	0.91	1.26	BUY
3:	30 Apr 18	0.92	1.26	BUY
4:	30 Jul 18	1.13	1.26	BUY

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

Source: DBS Bank Analyst: Lee Keng LING



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: 29 Oct 2018 18:08:52 (SGT) Dissemination Date: 29 Oct 2018 18:38:41 (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.

Company Guide





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 interests 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

- DBS Bank Ltd, DBS HK, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS") or their subsidiaries and/or other affiliates do not have a
 proprietary position in the securities recommended in this report as of 30 Sep 2018.
- 2. Neither DBS Bank Ltd nor DBS 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.

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.

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.





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 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, DBSVS or DBSV HK. DBS Bank Ltd holds Australian Financial Services Licence no. 475946. DBSVS and DBSV HK are 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. Both DBS Bank Ltd and DBSVS
	are regulated by the Monetary Authority of Singapore under the laws of Singapore, and DBSV HK is regulated by the Hong Kong Securities and Futures Commission under the laws of Hong Kong, 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 Bank (Hong Kong) Limited, a registered institution registered with 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 Carol Wu (Reg No. AH8283) at dbsvhk@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.
	Wong Ming Tek, Executive Director, ADBSR
Ci	
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 units 608 - 610, 6th Floor, Gate Precinct Building 5, PO Box 506538, 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 (Hong Kong) Ltd

Contact: Carol Wu 11th Floor The Center 99 Queen's Road Central Central, Hong Kong Tel: 852 3668 4181 Fax: 852 2521 1812

e-mail: dbsvhk@dbs.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

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

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

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