Malaysia Company Guide

Gamuda

Version | Bloomberg: GAM MK | Reuters: GAMU.KL

Refer to important disclosures at the end of this report

DBS Group Research . Equity

17 Sep 2019

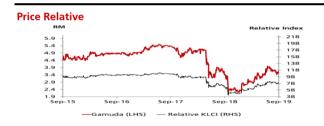
BUY

Last Traded Price (13 Sep 2019): RM3.63 (KLCI : 1,601.25)
Price Target 12-mth: RM4.65 (28% upside) (Prev RM4.65)
Analyst

Tjen San CHONG, CFA +60 3 26043972 tjensan@alliancedbs.com

What's New

- 4QFY19 results should spring no surprises apart from lower property presales
- No competing offer for tolls, MOF offer stands
- Banking on MRT 3 revival and PTMP
- BUY with TP of RM4.65



Forecasts and Valuation				
FY Jul (RMm)	2018A	2019F	2020F	2021F
Revenue	4,227	7,495	7,914	8,817
EBITDA	604	907	961	1,021
Pre-tax Profit	729	905	959	1,021
Net Profit	514	674	717	766
Net Pft (Pre Ex.)	818	674	717	766
Net Pft Gth (Pre-ex) (%)	16.8	(17.7)	6.4	6.9
EPS (sen)	20.8	27.3	29.0	31.0
EPS Pre Ex. (sen)	33.2	27.3	29.0	31.0
EPS Gth Pre Ex (%)	14	(18)	6	7
Diluted EPS (sen)	20.8	27.3	29.0	31.0
Net DPS (sen)	8.88	8.88	8.88	8.88
BV Per Share (sen)	307	322	339	358
PE (X)	17.4	13.3	12.5	11.7
PE Pre Ex. (X)	10.9	13.3	12.5	11.7
P/Cash Flow (X)	16.0	12.2	14.1	13.3
EV/EBITDA (X)	22.3	14.5	13.4	12.3
Net Div Yield (%)	2.4	2.4	2.4	2.4
P/Book Value (X)	1.2	1.1	1.1	1.0
Net Debt/Equity (X)	0.5	0.4	0.4	0.3
ROAE (%)	6.8	8.7	8.8	8.9
Earnings Rev (%): Consensus EPS (sen):		0 26.1	0 25.7	0 25.3
Other Broker Recs:		B: 9	S: 6	H: 7

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

Positioning for a brighter 2020

Gearing up for 2020. Gamuda (GAM) is a step closer to solidifying its role in the Penang Transport Master Plan (PTMP) with the project delivery partner (PDP) agreement to be signed by 4QCY19. This should pave the way for project awards in 2HCY20F. A key positive would be funding by the federal government, which would preclude the need to raise bridging financing and ease working capital requirements. Besides eyeing the revival of the Mass Rapid Transit 3 (MRT 3) project, GAM remains committed to two key overseas markets – Taiwan and Australia - which offer better margins and less competition. We expect larger contractors with reputable track records and strong balance sheets (like GAM) to emerge as winners when the delayed government projects are eventually revived.

Where we differ. Our earnings are above consensus (assume no dilution from warrants) and our target price (TP) is at the high end. Even at our TP of RM4.65, the stock trades at 15x FY20F earnings per share (EPS) which is below its 5-year mean.

Potential catalysts: The most important catalyst for GAM, and the sector, is the revival of key infrastructure projects. GAM's strong reputation, based on work for the MRT Line 1 and 2, as well as its previous appointment as PDP for the PTMP, will put it in the driver's seat to clinch other key government projects – high speed rail (HSR), MRT 3, and Bandar Malaysia – when these are revived.

Valuation:

Our sum of parts (SOP)-derived TP of RM4.65 assumes 50% discount on a RM32bn value for PTMP and discounts for its highway tolls and property business.

Key Risks to Our View:

Slower-than-expected rollout of projects. While there are signs of key projects being revived, delays would result in negative earnings for GAM.

At A Glance

71071 Glarice	
Issued Capital (m shrs)	2,472
Mkt. Cap (RMm/US\$m)	8,975 / 2,149
Major Shareholders (%)	
EPF	11.2
KWAP	6.8
Free Float (%)	
3m Avg. Daily Val (US\$m)	4.5
ICB Industry: Industrials / Capital Goods	
Bloomberg ESG disclosure score (2017)^	33.9
- Environmental / Social / Governance	22.5 / 33.3 / 60.7

^ refer to back page for more information







WHAT'S NEW

Setting the record straight

4QFY19 results preview: Expect no major surprises but property presales will likely fall short of its RM4bn target.

Confusion on tolls: There appears to be no other competing offer for Gamuda's tolls and MOF's offer of RM2.36bn still stands.

Freeing capacity for higher margin projects. Besides PTMP, Gamuda is banking on MRT 3 revival and also projects in Australia.

We had a company visit to get an update on a few outstanding issues on Gamuda. The key points are discussed below.

4QFY19 results preview. 4QFY19 results are due to be released in late September. We foresee no surprises and our FY19F net profit of RM674m should be easily met. This implies 4QFY19 net profit of RM153m (-13% q-o-q). We expect construction margins to hold at the 9%-range, but property presales will fall short of its RM4bn target. Presales from its newer townships such as Gamuda Cove, Gamuda Gardens Twemtyfive.7 and Kundang Estates have been slow but surprisingly its older projects such as Horizon Hills and Jade Hills have been performing quite well. However, this is not expected to impact its earnings with its strong unbilled sales of RM2.2bn,

FY18 property presales was RM3.5bn but stripping out the effect of Gem Residences project in Singapore, FY19F property presales would have still shown 15% y-o-y growth to RM3bn.

Confusion on Gamuda's toll highways. We received some clarification surrounding media reports on potential competing offers from Khazanah and the Ministry of Works for its toll highways. We understand the offer from Khazanah only involves PLUS and not the other toll roads mentioned (Gamuda, IJM and Project Lintasan Kota). The Ministry of Works is also exploring a more holistic solution to solve the toll issue locally but it may not involve Gamuda's toll highways.

The current offer from Ministry of Finance (MOF) of RM2.36bn which is the effective share of Gamuda's four toll highways still stands but the timeline to negotiate and finalise the terms of the definitive agreement has been extended to 31 October 2019 from 31 August 2019. The next milestone remains obtaining cabinet approval and eventually also shareholder approval.

The potential disposal of the toll highways and rollout of PTMP are also not contingent on each other. However, a successful completion will certainly give Gamuda a strong enough war chest to kick start PTMP should the Federal Government choose not to fund the project. Gamuda remains committed to pay a

meaningful amount in special dividends. Assuming a 50% payout of RM2.36bn, this translates into a one-off yield of c.12%.

Penang Transport Master Plan (PTMP). The most recent milestone for PTMP was the Land Public Transport Agency (APAD) approval for the LRT project which came with 30 conditions. However, it was subsequently reported that the Penang State Government is still looking at various options on the mode of public transport deemed the most suitable - LRT, monorail or others.

The next important event would be the signing and formalisation of the PDP agreement which is expected by 4QCY19. Gamuda announced recently that the validity of the PDP agreement has been extended until 29 February 2020 by the State Government. While there is no fee disclosed so far, we expect it to be lower than MRT's PDP fees of 6%.

Another major catalyst would be some form of Federal Government Funding for this project which tentatively is supposed to be financed via a land swap from reclamation works. This would preclude the need for contractors including Gamuda to raise bridging financing for this project where there will be a time lag of a few years before land reclamation commences, approvals for the State are obtained, and land is subsequently monetised.

In an ideal scenario, the State Government of Penang is hopeful of RM20bn in funding comprising i) RM10bn soft loan for Pan Island Link 1 (PIL 1) and RM10bn in LRT Grant. The downside risk from more substantial Federal Government funding is i) potential pressure to convert the project from a PDP format to turnkey, and ii) smaller amount of land reclamation by the State. Island A which is 800 acres will be the first island to be reclaimed and is earmarked to be an industrial park (à la Bayan Lepas 2.0).

We believe Gamuda's role for PTMP is intact in spite of potential changes that could happen. This is because it already has a first mover advantage in terms of design works when this project was conceptualised a few years ago. Additionally, its reputation and expertise for large scale transportation project management is second to none locally.

The timeline of some reclamation works and tenders remains at end-2020.

We also understand besides the PDP fee which Gamuda will receive, there may be a separate fee for a development manager role if it manages to conclude any potential land sales.



Gamuda remains keen on the PIL1 project where more than half of the 20km stretch involves tunnelling. If successful, it will have to relinquish its PDP role for this portion.

Ample capacity for more jobs. Gamuda's tunnelling works for MRT Line 2 will complete in mid-CY20. This will free a lot of capacity and Gamuda appears to be a bit more selective and is not tying up future capacity in lower margin jobs.

It is hopeful on MRT 3 revival which could happen in 2HCY2020/early 2021. The last indicative value for MRT 3 was RM40-45bn. Some 32km out of the 40km stretch would be underground. We believe Gamuda has made a revised proposal with lower cost of RM20-25bn, assuming lower tunnelling works.

In terms of foreign markets, it remains more committed in Australia where it has set up an office in Sydney with a staff strength of 40 to 50 people. Besides forming JVs with Australian

contractors, it is also exploring some M&A where it may take an equity stake. The amount is not expected to be substantial if it happens. Over the next one year, there will be AUD10bn worth of tenders for rail-based projects, and Gamuda is hoping to clinch a portion of this.



CRITICAL DATA POINTS TO WATCH

Key critical factors. The most critical factor for GAM is the revival of government projects. On a more micro level, our findings reveal that significant contract wins, coupled with earnings growth, are the key share price drivers. As the dust settles, we expect larger contractors with reputable track records and strong balance sheets to emerge as winners. In our view, given GAM's strong design and engineering capabilities, the company will explore and propose more relevant projects to the government. Greater transparency, less bureaucracy and potentially less foreign competition caused by changes in government policies will be the long term trend in the sector.

Toll acquisitions. Gamuda has accepted an offer of RM2.36bn (equity value) for the effective stakes (43.6%-70%) for four of its toll highways from the MOF. We understand this offer still stands and there are no competing offers from Khazanah etc. but the timeline to conclude the offer from MOF could be longer than expected. We understand offer price is at full DCF value and the discount rate used is 7.25%. There will be a one-off gain of c.RM1bn given the highways are carried in its books at original cost. For FY18, we estimate its toll roads contributed 20% to core pretax profit.

Government projects gradually revived. The revival of ECRL and Bandar Malaysia is positive for the sector. Thereafter, we expect the HSR and MRT 3 projects to follow suit. MRT 3 is crucial to ensure connectivity to the other two MRT lines and drive ridership into the city. The last indicative value for MRT 3 was RM40-45bn. Approximately 32km out of the 40km stretch would be underground. We believe GAM has tabled a revised proposal at a lower cost of RM20-25bn, assuming lower tunnelling works. GAM with its tunnel boring machines and experience with MRT Line 1 and 2 will be a key beneficiary. It won MRT Line 1 and 2 tunnelling works without having to exercise the Swiss Challenge option.

PTMP to kick off. GAM has a 60% stake in the SRS Consortium, the PDP for this RM32bn project. We think a key catalyst will be Federal Government funding. The key argument is Penang has the highest GDP/capita among all states and further foreign direct investment into the state will only further bolster the Federal Government's coffers. This would be vital to ensure both the Pan Island Link 1 (PIL1) and LRT project (combined value of RM16bn) can be rolled out simultaneously. The existing timeline of some reclamation works and tenders in 2HCY20/early 2021 remains intact. Island A which is 800 acres will be the first island to be reclaimed and is earmarked to be an industrial park. Gamuda remains keen on the PIL1 project where more than half of the 20km stretch involves tunnelling.

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





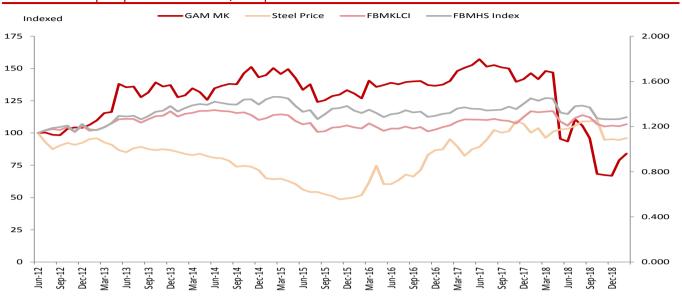






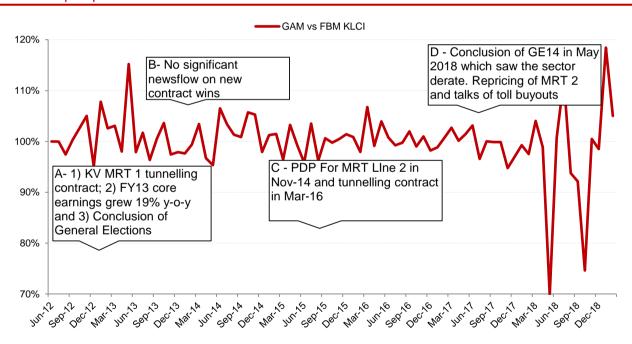






Source: Company, AllianceDBS

Gamuda's share price performance vs contract wins





Gamuda's share price showed the most significant outperformance during the period between June 2012 and July 2013 (Period A). This was due to a combination of positive newsflow from the announcement of the MRT Line 1 tunnelling contract worth RM8.28bn in April 2012 and expectations of strong earnings growth in FY13. FY13 core net earnings grew by c.19% y-o-y after stripping out the one-off arbitration charge. This also coincided with the conclusion of the 13th General Election.

From July 2013 onwards (Period B), Gamuda's share price was on a general downtrend until June 2014 given the lack of significant newsflow post the award of MRT Line 1. From June 2014 to March 2016 (Period C), we think the outperformance was led by a combination of the award of the PDP role for MRT Line 1 in November 2014, PDP for the Penang Transport Master Plan (PTMP) as well as the tunnelling package for MRT Line 2 worth RM15.47bn in March 2016.

Major contract wins for Gamuda since 2012: April 2012 – Announcement on KV MRT Line 1 tunnelling contract worth RM8.28bn.

Nov 2014- Appointment as PDP for MRT Line 2. August 2015 – Appointment as PDP for Penang Transport Master Plan

March 2016 – Awarded tunnelling contract for KV MRT Line 2 worth RM15.47bn.

Post the conclusion of the 14th General Elections in May 2018, Gamuda's share price de-rated significantly due to cancellation and eventual revival of the MRT 2 contract at a lower cost, the deferment of HSR and MRT 3, less than desirable offer for Splash and talks of expropriation of toll roads. Almost all of these concerns have been put to rest which has seen Gamuda's share price show some recovery. As projects are eventually revived, we expect the share price recovery to continue.



Balance Sheet:

Manageable net gearing. GAM's net gearing has strengthened to a more manageable at 0.39x as at 30 April 2019. This is expected to strengthen further if the toll acquisition is approved by the government.

Further land banking possible. GAM is seeking to add to its land bank, with more urgency in Vietnam given that its existing project Celadon City has only four years of development left. Its new project Anchorvale Crescent in Sengkang, Singapore (gross development value (GDV) of S\$650m; S\$1,100-1,200 psf) is expected to do as well as Gem Residences, as the former has been designated as an Executive Condominium (EC) and not likely to be impacted by the government's property cooling measures.

Share Price Drivers:

Revival of large scale government projects. The most important catalyst for GAM is the revival of some of the more crucial government infrastructure projects such as MRT 3 and HSR. In the long term and taking into account the changing landscape of the sector, GAM's reputable track record and strong balance sheet should help it emerge as a winner.

Increased property sales. GAM's property pre-sales over the past few years have been driven by its overseas projects. This helped cushion the slowdown of local property sales. A revival in the local property market would be a catalyst for GAM.

Key Risks:

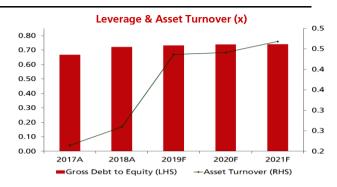
Macroeconomic factors and uncertainties on projects. An economic slowdown and lack of clarity on projects by the new government could adversely affect the group. Some infrastructure projects could be deferred or halted. This may result in slower order book replenishment.

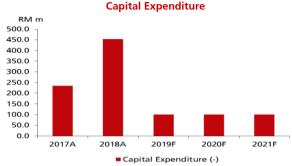
Slowdown in property market. The various tightening policies in the Malaysian property sector could reduce demand for properties (residential and commercial) in the near future. **Environment, Social, Governance:**

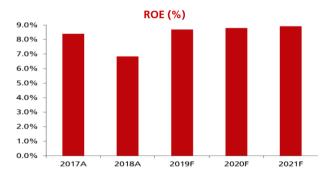
Gamuda's ESG scores have consistently been above its peers despite the fluctuations. Gamuda's ESG scores increased slightly over the past 2 years, which we can attribute to delivering value through innovations, and sustainable cities and human capital development

Company Background

Gamuda's core business segments are engineering & construction, infrastructure concessions and property development.













Key Assumptions					
FY Jul	2017A	2018A	2019F	2020F	2021F
Construction margins	54.7	9.00	7.97	7.16	7.14
Property launches	850	1,330	1,780	2,310	1,680
Construction profit	30.2	45.9	35.9	30.0	35.0
Property profit	27.1	35.7	34.4	40.6	36.0
New order wins	1,500	0.0	0.0	2,000	2,000
Segmental Breakdown					
FY Jul	2017A	2018A	2019F	2020F	2021F
Revenues (RMm)					
Construction	1,234	1,925	4,644	4,587	5,704
Property development	1,486	1,807	2,405	2,868	2,640
Infrastructure	491	496	446	459	473
Total	3,211	4,227	7,495	7,914	8,817
Pretax profit (RMm)					,
Construction	280	378	370	328	407
Property development	252	295	355	444	419
Infrastructure	398	152	307	322	338
Others	(104)	(96.1)	(127)	(136)	(144)
Total	826	729	905	959	1,021
Pretax Margins (%)					
Construction	22.7	19.7	8.0	7.2	7.1
Property development	16.9	16.3	14.8	15.5	15.9
Total	25.7	17.3	12.1	12.1	11.6
Income Statement (RMm)					
FY Jul	2017A	2018A	2019F	2020F	2021F
Revenue	3,211	4,227	7,495	7,914	8,817
	•		•		-
COSLOLGODOS SOIO	(2 629)	(3 651)	(6 490)	(6 845)	(7 653)
Cost of Goods Sold Gross Profit	(2,629) 582	(3,651) 576	(6,490) 1 004	(6,845) 1 070	(7,653) 1 164
Gross Profit	582	576	1,004	1,070	1,164
Gross Profit Other Opng (Exp)/Inc	582 3.72	576 (10.1)	1,004 (156)	1,070 (169)	1,164 (205)
Gross Profit Other Opng (Exp)/Inc Operating Profit	582 3.72 586	576 (10.1) 566	1,004 (156) 849	1,070 (169) 900	1,164 (205) 959
Gross Profit Other Opng (Exp)/Inc	582 3.72	576 (10.1)	1,004 (156)	1,070 (169)	1,164 (205)
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc	582 3.72 586 0.0	576 (10.1) 566 0.0	1,004 (156) 849 0.0	1,070 (169) 900 0.0	1,164 (205) 959 0.0
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc	582 3.72 586 0.0 248	576 (10.1) 566 0.0 129	1,004 (156) 849 0.0 130	1,070 (169) 900 0.0 131	1,164 (205) 959 0.0 133
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc	582 3.72 586 0.0 248 (7.8)	576 (10.1) 566 0.0 129 34.4	1,004 (156) 849 0.0 130 (73.7)	1,070 (169) 900 0.0 131 (72.6)	1,164 (205) 959 0.0 133 (70.4)
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss)	582 3.72 586 0.0 248 (7.8) 0.0	576 (10.1) 566 0.0 129 34.4 0.0	1,004 (156) 849 0.0 130 (73.7) 0.0	1,070 (169) 900 0.0 131 (72.6) 0.0	1,164 (205) 959 0.0 133 (70.4) 0.0
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit	582 3.72 586 0.0 248 (7.8) 0.0	576 (10.1) 566 0.0 129 34.4 0.0	1,004 (156) 849 0.0 130 (73.7) 0.0	1,070 (169) 900 0.0 131 (72.6) 0.0	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend	582 3.72 586 0.0 248 (7.8) 0.0 826 (170)	576 (10.1) 566 0.0 129 34.4 0.0 729 (165)	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181)	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192)	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204)
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1)	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5)	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5)	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5)	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5)
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5)	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except.	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7 11.9	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3) 16.8	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907 77.3 50.2 49.9 (17.7)	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1 6.4	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3)	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7 11.9	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3) 16.8	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907 77.3 50.2 49.9 (17.7)	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1 6.4	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7 11.9	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3) 16.8	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907 77.3 50.2 49.9 (17.7)	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1 6.4	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%) ROAE (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7 11.9	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3) 16.8	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907 77.3 50.2 49.9 (17.7)	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1 6.4	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9 13.2 10.9 8.7 8.9
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%) ROAE (%) ROA (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7 11.9 18.1 18.2 18.7 8.4 4.0	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3) 16.8	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907 77.3 50.2 49.9 (17.7) 13.4 11.3 9.0 8.7 3.9	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1 6.4 13.5 11.4 9.1 8.8 4.0	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9 13.2 10.9 8.7 8.9 4.1
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%) ROAE (%) ROA (%) ROCE (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7 11.9 18.1 18.2 18.7 8.4 4.0 3.5	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3) 16.8 13.6 13.4 12.2 6.8 3.2 3.1	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907 77.3 50.2 49.9 (17.7) 13.4 11.3 9.0 8.7 3.9 4.5	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1 6.4 13.5 11.4 9.1 8.8 4.0 4.6	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9 13.2 10.9 8.7 8.9 4.1 4.6
Gross Profit Other Opng (Exp)/Inc Operating Profit Other Non Opg (Exp)/Inc Associates & JV Inc Net Interest (Exp)/Inc Exceptional Gain/(Loss) Pre-tax Profit Tax Minority Interest Preference Dividend Net Profit Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%) ROAE (%) ROA (%)	582 3.72 586 0.0 248 (7.8) 0.0 826 (170) (54.1) 0.0 602 701 613 51.3 30.5 30.7 11.9 18.1 18.2 18.7 8.4 4.0	576 (10.1) 566 0.0 129 34.4 0.0 729 (165) (50.5) 0.0 514 818 604 31.6 (1.5) (3.3) 16.8 13.6 13.4 12.2 6.8 3.2	1,004 (156) 849 0.0 130 (73.7) 0.0 905 (181) (50.5) 0.0 674 674 907 77.3 50.2 49.9 (17.7) 13.4 11.3 9.0 8.7 3.9	1,070 (169) 900 0.0 131 (72.6) 0.0 959 (192) (50.5) 0.0 717 717 961 5.6 5.9 6.1 6.4 13.5 11.4 9.1 8.8 4.0	1,164 (205) 959 0.0 133 (70.4) 0.0 1,021 (204) (50.5) 0.0 766 766 1,021 11.4 6.3 6.5 6.9 13.2 10.9 8.7 8.9 4.1





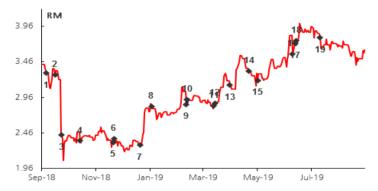
Quarterly / Interim Income					
FY Jul	3Q2018	4Q2018	1Q2019	2Q2019	3Q2019
Revenue	1,238	1,215	903	1,125	1,037
Cost of Goods Sold	(1,085)	(1,145)	(757)	(1,000)	(897)
Gross Profit	153	70.1	146	125	139
Other Oper. (Exp)/Inc	31.7	87.8	43.2	37.7	53.9
Operating Profit	184	158	189	163	193
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	96.5	(191)	63.5	82.2	67.2
Net Interest (Exp)/Inc	(27.1)	(19.4)	(27.3)	(21.2)	(24.9)
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	254	(52.3)	226	223	236
Tax	(41.2)	(37.9)	(39.7)	(34.2)	(45.7)
Minority Interest Net Profit	(12.0) 201	(10.9) (101)	(14.4) 172	(16.2) 173	(13.8) 176
Net profit bef Except.	201	(101)	172	17 3 173	176
EBITDA	281	(32.9)	253	245	260
Growth					
Revenue Gth (%)	23.4	(1.8)	(25.6)	24.5	(7.9)
EBITDA Gth (%)	(3.8)	nm	nm	(3.3)	6.4
Opg Profit Gth (%)	7.8	(14.4)	20.0	(14.2)	18.9
Net Profit Gth (Pre-ex) (%)	(5.0)	(150.4)	(270.2)	0.6	1.6
Margins					
Gross Margins (%)	12.3	5.8	16.2	11.1	13.4
Opg Profit Margins (%)	14.9	13.0	21.0	14.4	18.6
Net Profit Margins (%)	16.2	(8.3)	19.0	15.4	17.0
Balance Sheet (RMm)					
FY Jul	2017A	2018A	2019F	2020F	2021F
Net Fixed Assets	619	1,009	1,051	1,091	1,128
Invts in Associates & JVs	2,914	2,776	2,906	3,037	3,170
Other LT Assets	5,804	5,718	5,718	5,718	5,718
Cash & ST Invts	1,042	1,623	2,413	3,111	3,859
Inventory	228	495	446	446	446
Debtors	2,476	2,508	2,257	2,257	2,257
Other Current Assets	2,689	2,709	2,709	2,709	2,709
Total Assets	15,772	16,839	17,501	18,370	19,288
ST Debt	629	1,427	1,827	2,227	2,627
Creditor	1 402	1 (1)	1 470	1 170	
Cicalto	1,402	1,642	1,478	1,478	1,478
Other Current Liab	536	1,642 644	1,478 644	1,478 644	1,478 644
Other Current Liab LT Debt		•	•	•	•
Other Current Liab LT Debt Other LT Liabilities	536 4,615 746	644 4,310 865	644 4,310 865	644 4,310 865	644 4,310 865
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity	536 4,615 746 7,476	644 4,310 865 7,568	644 4,310 865 7,943	644 4,310 865 8,361	644 4,310 865 8,829
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests	536 4,615 746 7,476 369	644 4,310 865 7,568 384	644 4,310 865 7,943 434	644 4,310 865 8,361 485	644 4,310 865 8,829 535
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity	536 4,615 746 7,476	644 4,310 865 7,568	644 4,310 865 7,943	644 4,310 865 8,361	644 4,310 865 8,829
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital	536 4,615 746 7,476 369 15,772 3,456	644 4,310 865 7,568 384 16,839	644 4,310 865 7,943 434 17,501	644 4,310 865 8,361 485	644 4,310 865 8,829 535 19,288 3,290
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt)	536 4,615 746 7,476 369 15,772	644 4,310 865 7,568 384 16,839	644 4,310 865 7,943 434 17,501 3,290 (3,724)	644 4,310 865 8,361 485 18,370	644 4,310 865 8,829 535 19,288 3,290 (3,078)
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7 24.2	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7 36.5	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5 26.7	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5 24.0	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1 21.4
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7 24.2 0.2	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7 36.5 0.3	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5 26.7 0.4	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5 24.0 0.4	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1 21.4 0.5
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7 24.2 0.2 2.5	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7 36.5 0.3 2.0	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5 26.7 0.4 2.0	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5 24.0 0.4 2.0	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1 21.4 0.5 2.0
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7 24.2 0.2 2.5 1.4	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7 36.5 0.3 2.0 1.1	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5 26.7 0.4 2.0 1.2	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5 24.0 0.4 2.0 1.2	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1 21.4 0.5 2.0 1.3
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x) Net Debt/Equity (X)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7 24.2 0.2 2.5 1.4 0.5	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7 36.5 0.3 2.0 1.1 0.5	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5 26.7 0.4 2.0 1.2 0.4	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5 24.0 0.4 2.0 1.2 0.4	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1 21.4 0.5 2.0 1.3 0.3
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x) Net Debt/Equity (X) Net Debt/Equity ex MI (X)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7 24.2 0.2 2.5 1.4 0.5 0.6	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7 36.5 0.3 2.0 1.1 0.5 0.5	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5 26.7 0.4 2.0 1.2 0.4 0.5	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5 24.0 0.4 2.0 1.2 0.4 0.4	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1 21.4 0.5 2.0 1.3 0.3 0.3
Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x) Net Debt/Equity (X)	536 4,615 746 7,476 369 15,772 3,456 (4,201) 222.6 171.7 24.2 0.2 2.5 1.4 0.5	644 4,310 865 7,568 384 16,839 3,426 (4,114) 215.2 153.7 36.5 0.3 2.0 1.1 0.5	644 4,310 865 7,943 434 17,501 3,290 (3,724) 116.0 88.5 26.7 0.4 2.0 1.2 0.4	644 4,310 865 8,361 485 18,370 3,290 (3,426) 104.1 79.5 24.0 0.4 2.0 1.2 0.4	644 4,310 865 8,829 535 19,288 3,290 (3,078) 93.4 71.1 21.4 0.5 2.0 1.3 0.3



Cash Flow Statement (RMn	1)				
FY Jul	2017A	2018A	2019F	2020F	2021F
Pre-Tax Profit	826	729	905	959	1,021
Dep. & Amort.	27.2	37.6	58.1	60.3	62.4
Tax Paid	(104)	(199)	(181)	(192)	(204)
Assoc. & JV Inc/(loss)	(248)	(129)	(130)	(131)	(133)
Chg in Wkg.Cap.	(1,128)	77.2	136	0.0	0.0
Other Operating CF	94.0	44.0	(53.6)	(63.0)	(73.5)
Net Operating CF	(533)	560	735	633	673
Capital Exp.(net)	(235)	(453)	(100.0)	(100.0)	(100.0)
Other Invts.(net)	0.0	0.0	0.0	0.0	0.0
Invts in Assoc. & JV	0.0	0.0	0.0	0.0	0.0
Div from Assoc & JV	239	178	0.0	0.0	0.0
Other Investing CF	(24.2)	(41.8)	53.6	63.0	73.5
Net Investing CF	(20.2)	(317)	(46.4)	(37.0)	(26.5)
Div Paid	(292)	(295)	(298)	(298)	(298)
Chg in Gross Debt	480	511	400	400	400
Capital Issues	123	53.8	0.0	0.0	0.0
Other Financing CF	(188)	67.7	0.0	0.0	0.0
Net Financing CF	122	337	102	102	102
Currency Adjustments	0.0	0.0	0.0	0.0	0.0
Chg in Cash	(431)	581	790	698	748
Opg CFPS (sen)	24.7	19.6	24.3	25.7	27.3
Free CFPS (sen)	(31.9)	4.35	25.7	21.6	23.2

Source: Company, AllianceDBS

Target Price & Ratings History



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

S.No.	Report	Price	Target Price	Rating
1:	21 Sep 18	3.30	4.72	BUY
2:	01 Oct 18	3.28	4.72	BUY
3:	08 Oct 18	2.43	2.98	HOLD
4:	29 Oct 18	2.35	3.20	BUY
5:	05 Dec 18	2.33	3.50	BUY
6:	06 Dec 18	2.38	3.50	BUY
7:	04 Jan 19	2.29	3.50	BUY
8:	17 Jan 19	2.83	3.50	BUY
9:	25 Feb 19	2.86	3.50	BUY
10:	26 Feb 19	2.93	3.50	BUY
11:	28 Mar 19	2.84	3.50	BUY
12:	29 Mar 19	2.88	3.50	BUY
13:	15 Apr 19	3.13	3.50	BUY
14:	06 May 19	3.33	3.50	BUY
15:	16 May 19	3.20	4.30	BUY
16:	24 Jun 19	3.57	4.30	BUY
17:	27 Jun 19	3.72	4.30	BUY
18:	28 Jun 19	3.76	4.65	BUY
19:	25 Jul 19	3.80	4.65	BUY

Source: AllianceDBS Analyst: Tjen San CHONG



^ Bloomberg ESG Disclosure Scores rate companies annually based on their disclosure of quantitative and policy-related ESG data. It is based on a scoring scale of 0-100, and calculated using a subset of more than 100 raw data points it collects on ESG. It is designed to measure the robustness of companies' disclosure of ESG information in their reporting/the public domain. Based on Bloomberg disclosures, as of 25 Jan 2019, the global ESG disclosure average score is 24.92 and 22.14, 28.26, 49.97 for Environmental, Social and Governance, respectively.

AllianceDBS recommendations are based on 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 share price catalysts within this time frame)

*Share price appreciation + dividends

Completed Date: 17 Sep 2019 10:08:55 (MYT) Dissemination Date: 17 Sep 2019 10:12:22 (MYT)

Sources for all charts and tables are AllianceDBS unless otherwise specified.

GENERAL DISCLOSURE/DISCLAIMER

This report is prepared by AllianceDBS Research Sdn Bhd ("AllianceDBS"). 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 AllianceDBS Research Sdn Bhd ("AllianceDBS").

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 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

- 1. 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 31 Aug 2019
- 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 C	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 an entity(ies) which is not 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). 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.
	And the second s
	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 AllianceDBS Research Sdn Bhd which is regulated by the Securities Commission Malaysia.
	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, 6 th 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 AllianceDBS Research Sdn Bhd (''AllianceDBS''). 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 13th Floor One Island East, 18 Westlands Road, Quarry Bay, Hong Kong Tel: 852 3668 4181 Fax: 852 2521 1812

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: indonesiaresearch@dbs.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