Singapore Company Guide **iFAST Corporation**

Version 19 | Bloomberg: IFAST SP | Reuters: IFAS.SI

Refer to important disclosures at the end of this report

DBS Group Research . Equity

BUY (Upgrade from HOLD)

Last Traded Price (22 Apr 2020): S\$0.86 (**STI :** 2,550.04) **Price Target 12-mth:** S\$1.27 (48% upside) (Prev S\$1.10)

Analyst

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

What's New

- Record-high profit in 1Q20; up 135% y-o-y and 22.9% q-o-q
- Margin improvement from higher revenue and moderate cost increase
- AUA eased 6.4% q-o-q (+9.1% y-o-y) to S\$9.54bn, outperforming global financial markets
- Upgrade to BUY with higher TP of S\$1.27



Forecasts and Valuation				
FY Dec (S\$m)	2018A	2019A	2020F	2021F
Revenue	121	125	139	150
EBITDA	17.1	24.3	23.5	25.8
Pre-tax Profit	12.4	11.1	14.3	16.1
Net Profit	10.7	9.31	12.0	13.5
Net Pft (Pre Ex.)	10.7	9.31	12.0	13.5
Net Pft Gth (Pre-ex) (%)	42.7	(12.9)	29.3	12.3
EPS (S cts)	4.01	3.46	4.46	5.01
EPS Pre Ex. (S cts)	4.01	3.46	4.46	5.01
EPS Gth Pre Ex (%)	42	(14)	29	12
Diluted EPS (S cts)	4.01	3.46	4.46	5.01
Net DPS (S cts)	3.15	3.15	3.51	3.94
BV Per Share (S cts)	32.1	33.5	34.3	35.4
PE (X)	21.5	24.8	19.3	17.2
PE Pre Ex. (X)	21.5	24.8	19.3	17.2
P/Cash Flow (X)	13.0	12.9	10.3	10.3
EV/EBITDA (X)	12.0	8.6	8.9	8.0
Net Div Yield (%)	3.7	3.7	4.1	4.6
P/Book Value (X)	2.7	2.6	2.5	2.4
Net Debt/Equity (X)	CASH	CASH	CASH	CASH
ROAE (%)	12.8	10.6	13.2	14.4
Earnings Rev (%):			18	18
Consensus EPS (S cts):			3.80	4.30
Other Broker Recs:		B: 0	S: 0	H: 1

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

23 Apr 2020

Rising alongside Fintech

Upgrade to BUY; beneficiary of acceleration of Fintech services adoption pace. IFAST report a strong set of 1Q20 results despite major sell-offs in financial markets globally. In the medium-to-long term, the COVID-19 crisis is expected to lead to an acceleration in the pace of digitalisation of financial services, and the pace of adoption of Fintech services by consumers, where iFAST is a beneficiary.

Near term, market volatility and continued investment in its platform will continue to affect iFAST's bottom line, while its China operation is still loss-making. However, the pace of increase in operating expenses is expected to moderate to 6.8-9.5% y-o-y in 2020, from the double-digit increase in the last few years. We expect the increase in revenue to more than offset the pace of rising costs.

More room for AUA growth. We maintain our AUA growth assumption of 8% p.a. for FY20F and FY21F. We believe that there is still room for growth as the current AUA level remains low, at about 10% of the c.S\$100bn in AUM of the authorised and recognised collective investment schemes in Singapore.

Potential catalysts: Stronger growth in AUA; turnaround in China operation; obtaining operational leverage via higher margins.

Valuation:

Upgrade to BUY with higher TP of S\$1.27. We revise up our FY20F and FY21F earnings forecasts by 18% each after imputing higher non-recurring revenue, while retaining our AUA growth assumption. Our TP of S\$1.27 (previously S\$1.10) is still based on the Dividend Discount Model (DDM) valuation methodology, given that it is a cash-led business.

Key Risks to Our View:

Operations vulnerable to changes in laws and regulations; market sentiment.

At A Glance

Issued Capital (m shrs)	270
Mkt. Cap (S\$m/US\$m)	232 / 163
Major Shareholders (%)	
Lim Chung Chun	22.4
Singapore Press Holdings Ltd	15.0
Lim Wee Kian	7.5
Free Float (%)	55.1
3m Avg. Daily Val (US\$m)	0.09
GIC Industry: Financial / Diversified Financials	







WHAT'S NEW

Record-high profit in 1Q20

Record-high profit in 1Q20: iFAST reported 1Q20 net profit of \$\$3.64m, an increase of 135% compared to 1Q19 (+22.9% q-o-q). This was achieved on the back of a 41.5% y-o-y increase in gross revenue. Both the record-high profit and revenue in 1Q20 were achieved despite a major sell-off in financial markets globally during the quarter. A first interim DPS of 0.75 Scts has been declared, similar to 1Q19.

Margin improvement. Net margins improved to 9.4% in 1Q20, from 8.7% in 4Q19 and 7.4% in FY19, driven by higher revenue and slower increase in costs. Excluding the application for the digital banking licence in Singapore, iFAST expects its operating expenses to increase by approximately 6.8-9.5% y-o-y to approximately \$\$59.9-61.4m in 2020, lower than the double-digit increase over the past few years.

AUA outperformed global financial markets. AUA declined 4.6% q-o-q (+9.1% y-o-y) to S\$9.54bn during the quarter. The quantum of the decline in AUA was not huge, as compared to the steep sell-down in global financial markets. This was because in 1Q20, the Group saw a record two-fold y-o-y increase in net inflows of funds, both from B2C and B2B segments. On FSMOne.com, the seamless online services attracted a record number of new account holders in 1Q20. The B2B segment also saw increase in revenue as wealth advisers were active in advising their clients amidst the volatile market.

All key markets registered growth in revenue; Singapore and Hong Kong saw strong growth in profits. In Singapore, net revenue grew 24.8% y-o-y to \$\$12.2m in 1Q20, while net profit before tax rose 76.1% y-o-y to \$\$3.5m. The improvements in net revenue and profit were due to record inflows into the various investment products and improving margins. Hong Kong registered a 134% y-o-y surge in profit. Stocks and ETFs turnover doubled in 1Q20 as compared to 4Q19, while the turnover for unit trusts and bonds recorded double-digit growth in the quarter. In Malaysia, net revenue grew 11.4% y-o-y but profit dipped 6.4% mainly due to the completion of IT projects last year. In China, AUA grew 24.1% y-o-y and 17.8% q-o-q despite the volatile market conditions resulting from the COVID-19 outbreak. But it continued to register a net loss of S\$1.08m in 1Q20 (S\$1.13m in 1Q19).

1Q20 AUA Breakdown

AUA	1Q19	4019	1Q20
	гүгэ	1 Q13	IQZU
By Market			
Singapore	66.6%	65.5%	65.5%
Hong Kong	23.2%	22.9%	22.8%
Malaysia	7.9%	8.7%	8.8%
Others	2.3%	2.9%	2.9%
By Product			
Unit Trusts	84.4%	82.6%	78.9%
Stocks & ETFs	4.5%	6.1%	7.4%
Bonds	7.2%	7.7%	7.7%
Cash Account	3.9%	3.6%	6.0%

Source: DBS Bank; Company

Impact of COVID-19. As at 22 April 2020, the Group had regained the S\$10bn AUA level that was seen at the end of 2019. Being an online wealth management platform, iFAST is less adversely impacted than the general economy. In the medium-to-long term, the COVID-19 crisis is expected to lead to an acceleration in the pace of digitalisation of financial services, and the pace of adoption of Fintech services by consumers.

Pursuing digital bank licence. iFAST led a consortium comprising Yillion Group and Hande Group and submitted an application for a digital wholesale bank licence in Singapore. iFAST will own a 65% stake in the proposed digital bank. A digital bank licence would allow iFAST to effectively acquire global mass affluent customers and deposits at low costs. Competition remains keen, with about 14 applicants in this category. The award of the digital bank licence by MAS has been pushed back to 2H20 from June, in view of the COVID-19 situation.

Upgrade to BUY with higher TP of \$\$1.27. We revised up our FY20F and FY21F earnings forecasts by 18% each after imputing higher non-recurring revenue, while retaining our AUA growth assumption of 8% p.a. for both years. Non-recurring revenue are mainly derived from transaction fees from stocks and ETF, administrative service fees and also IT solution fee from provision of IT Fintech solutions to business partners. In terms of product mix, investment in stocks and ETFs increased to 7.4% in 1Q20, from 4.5% in 1Q19 and 6.1% in 4Q19.

On the back of the higher earnings, our TP is raised to S\$1.27 (previously S\$1.10), still based on the Dividend Discount Model (DDM) valuation methodology, given that it is a cashled business. Upgrade to BUY.



Quarterly / Interim Income Statement (S\$m)

FY Dec	1Q2019	4Q2019	1Q2020	% chg yoy	% chg qoq
Revenue	27.2	33.8	38.5	41.5	13.8
Cost of Goods Sold	(12.2)	(16.9)	(19.7)	61.5	16.6
Gross Profit	15.0	17.0	18.8	25.3	11.0
Other Oper. (Exp)/Inc	(12.9)	(13.7)	(14.5)	13.1	5.9
Operating Profit	2.16	3.24	4.29	98.1	32.3
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	-	-
Associates & JV Inc	(0.1)	0.11	(0.1)	47.8	nm
Net Interest (Exp)/Inc	(0.2)	0.04	0.17	nm	290.7
Exceptional Gain/(Loss)	0.0	0.0	0.0	-	-
Pre-tax Profit	1.87	3.40	4.38	134.8	29.1
Tax	(0.3)	(0.4)	(0.8)	148.1	79.7
Minority Interest	0.0	0.0	0.04	-	-
Net Profit	1.55	2.96	3.64	134.7	22.9
Net profit bef Except.	1.55	2.96	3.64	134.7	22.9
EBITDA	5.04	6.92	7.92	57.2	14.5
Margins (%)					
Gross Margins	55.2	50.1	48.9		
Opg Profit Margins	8.0	9.6	11.1		
Net Profit Margins	5.7	8.7	9.4		

Source of all data: Company, DBS Bank



CRITICAL DATA POINTS TO WATCH Critical Factors

Growth in AUA

AUA for iFAST grew at a CAGR of 17.9% from FY16-19. We are expecting AUA to increase 8% each for FY20F and FY21F, as the group continues to add on new products and services on its platforms. Growth opportunities in Asia's wealth management industry remain very substantial, and iFAST is well positioned to benefit from these opportunities in the medium-to-long term, especially with its scalable business model. We believe that there is still room for growth as the current AUA level remains low, at about 10% of the c.S\$100bn in AUM of the authorised and recognised collective investment schemes in Singapore.

Turnaround and contribution of China operation

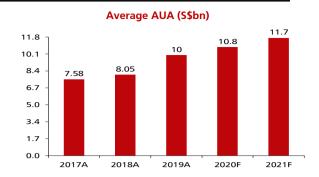
As iFAST is still in the early stages of building its brand among potential clients and investment practitioners in China's wealth management industry, the outlook could be promising once iFAST starts to reap the fruits of its labour in China. But for now, iFAST is still incurring a loss of slightly over S\$1m per quarter for its China operation. We expect the group's China operation to break even at least in FY22F. iFAST could explore more JVs, like the recent tie-up with Raffles Family Office to better serve the booming ultra-high-net-worth market, to fast track its business in China.

Gaining market share via technology disruptor

iFAST's scalable business model could be a threat to existing traditional stockbrokers. iFAST's platform 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, leading to lower commissions; and 3) Removal of contra-loss risk as its stockbroking service works on a prefunded basis. The number of accounts opened increased c.30% y-o-y in 2019 while the number of products launched grew c.20% y-o-y. Though the penetration rate for inter-based investment model is still relatively low, this is set to increase, in line with the proliferation of Fintech. In 1Q20, iFAST saw a record number of new accounts in its key markets.

Operational efficiency

In recent years, recurring net revenue-to-AUA has been lower than the operating expense-to-AUA as costs remained high in the last few years as the group beefed up its platforms, with China operation still incurring losses. This trend is expected to reverse once iFAST grows in scale and its China operation becomes profitable, likely from FY22F onwards.

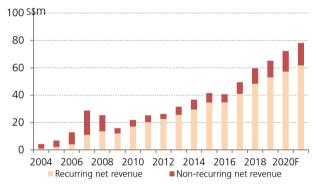


Business model Fund Trailer Fee Platform Fee Upfront Fee Wrap Fee Wrap Fee Others ^

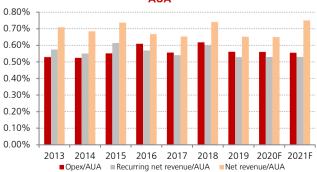
Recurring and non-recurring net revenue (S\$m)

^ Fx conversion fees, Fintech

solutions service fees



Net revenue and operating expenses as a ratio of average AUA



Source: Company, DBS Bank

* financial advisory



Balance Sheet:

Healthy net cash. Net cash balance remained healthy at S\$17.8m as at end-1Q20. Net cash from operating activities surged 2.8-fold to \$8.03m in 1Q20. This was due mainly to higher cash generated from operating activities.

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. We expect this trend to remain at least till FY22. iFAST expects a moderate increase in operating expenses of 6.8-9.5% y-o-y in 2020, lower than the double-digit increase in the last few 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.

Securing virtual banking licence in Singapore. iFAST will be pursuing the digital bank licence in Singapore and is in talks with potential partners for the upcoming application. If successful, the Group's integrated wealth management platform would be further enhanced. The award of the digital bank licence by MAS has been pushed back to 2H20 from June.

Key Risks:

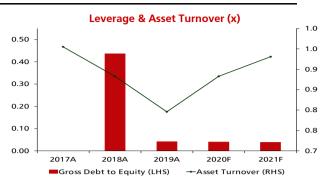
Highly regulated industry. The securities and financial services industry is highly regulated and iFAST is subject to a breadth of laws and regulations across the regions it operates in. Security breaches are also a risk that could result in adverse publicity and damage to reputation. iFAST's operations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

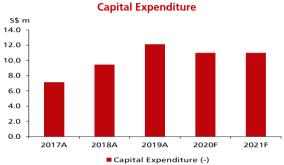
Environment, Social, Governance:

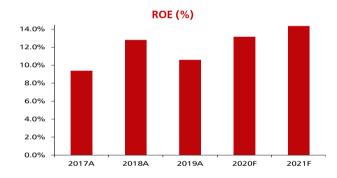
As a Fintech company that operates various online trading platforms, iFAST is committed to ensuring a high level of security to protect the interest of its stakeholders. Being in a highly regulated industry, iFAST is in compliance with both regulatory and licencing requirements.

Company Background

iFAST is an internet-based investment product distribution platform. As at end-March 2020, the Group offered over 7,000 funds from over 270 fund houses, over 1,300 direct bonds, stocks and ETFs (Singapore, Hong Kong and US stockbroking capabilities), as well as discretionary portfolio management services. iFAST has more than 400 financial institutions and other corporations, and over 9,000 wealth advisers are using its B2B platforms. More than 460,000 customer accounts have also been opened across the five markets the Group is operating in.











Source: Company, DBS Bank





Kev	Δς	CIIM	nti	ang
ILCA	\sim	Juli	ıpu	0113

FY Dec	2017A	2018A	2019A	2020F	2021F
Average AUA (S\$bn)	7.58	8.05	10.0	10.8	11.7
Opex / average AUA (%)	0.557	0.618	0.561	0.560	0.555

Segmental Breakdown

FY Dec	2017A	2018A	2019A	2020F	2021F
Net Revenues (S\$m)					
B2B business	34.0	41.1	44.3	50.7	54.7
B2C business	15.5	18.5	20.9	21.7	23.4
Total	49.5	59.6	65.2	72.4	78.1
Net Revenue (S\$m)					
Recurring revenue	41.0	48.3	52.9	57.9	62.5
Non-recurring revenue	8.50	11.3	12.3	14.5	15.6
Total	49.5	59.6	65.2	72.4	78.1
Net Revenue (S\$m)					
Singapore	34.8	39.3	42.0	42.0	45.3
Hong Kong	10.8	14.3	16.7	23.9	25.8
Malaysia	3.5	5.3	6.0	4.3	4.7
China	0.4	0.8	0.6	2.2	2.3
Total	49.5	59.6	65.2	72.4	78.1

Income Statement (S\$m)

FY Dec	2017A	2018A	2019A	2020F	2021F
Revenue	101	121	125	139	150
Cost of Goods Sold	(51.7)	(61.6)	(60.2)	(66.8)	(72.1)
Gross Profit	49.5	59.6	65.2	72.4	78.2
Other Opng (Exp)/Inc	(41.1)	(48.6)	(54.0)	(58.2)	(62.3)
Operating Profit	8.34	11.0	11.2	14.1	15.9
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	(0.3)	0.52	(0.1)	(0.1)	(0.1)
Net Interest (Exp)/Inc	0.74	0.83	(0.1)	0.22	0.26
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	8.75	12.4	11.1	14.3	16.1
Tax	(1.3)	(1.7)	(1.8)	(2.3)	(2.6)
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	7.49	10.7	9.31	12.0	13.5
Net Profit before Except.	7.49	10.7	9.31	12.0	13.5
EBITDA	12.3	17.1	24.3	23.5	25.8
Growth					
Revenue Gth (%)	25.5	19.8	3.4	11.0	8.0
EBITDA Gth (%)	62.5	39.6	42.2	(3.5)	10.1
Opg Profit Gth (%)	80.0	32.0	1.6	26.5	12.1
Net Profit Gth (Pre-ex) (%)	64.8	42.7	(12.9)	29.3	12.3
Margins & Ratio					
Gross Margins (%)	48.9	49.2	52.0	52.0	52.0
Opg Profit Margin (%)	8.2	9.1	8.9	10.2	10.6
Net Profit Margin (%)	7.4	8.8	7.4	8.6	9.0
ROAE (%)	9.4	12.8	10.6	13.2	14.4
ROA (%)	7.1	7.8	5.9	7.6	8.4
ROCE (%)	10.2	11.1	8.0	11.4	12.5
Div Payout Ratio (%)	106.3	78.6	91.0	78.6	78.6
Net Interest Cover (x)	NM	NM	174.7	NM	NM

Source: Company, DBS Bank





Affected by slowdown in global markets

Quarterly	/ / Interim	Income Statement	(SSm)

FY Dec	1Q2019	2Q2019	3Q2019	4Q2019	1Q2020
Revenue	27.2	30.6	33.8	33.8	38.5
Cost of Goods Sold	(12.2)	(14.3)	(16.9)	(16.9)	(19.7)
Gross Profit	15.0	16.4	16.9	17.0	18.8
Other Oper. (Exp)/Inc	(12.9)	(13.4)	(14.0)	(13.7)	(14.5)
Operating Profit	2.16	2.96	2.82	3.24	4.29
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	(0.1)	(0.1)	0.09	0.11	(0.1)
Net Interest (Exp)/Inc	(0.2)	0.03	0.03	0.04	0.17
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	1.87	2.87 ~	2.93	3.40	4.38
Tax	(0.3)	(0.5)	(0.5)	(0.4)	(8.0)
Minority Interest	0.0	0.0	0.0	0.0	0.04
Net Profit	1.55	2.39	2.41	2.96	3.64
Net profit bef Except.	1.55	2.39	2.41	2.96	3.64
EBITDA	5.04	6.06	6.30	6.92	7.92
Growth					
Revenue Gth (%)	(2.9)	12.7	10.2	0.2	13.8
EBITDA Gth (%)	18.2	20.2	4.0	9.8	14.5
Opg Profit Gth (%)	4.9	36.6	(4.7)	15.0	32.3
Net Profit Gth (Pre-ex) (%) Margins	(39.8)	54.4	0.6	22.9	22.9
Gross Margins (%)	55.2	53.4	49.9	50.1	48.9
Opg Profit Margins (%)	8.0	9.7	8.3	9.6	11.1
Net Profit Margins (%)	5.7	7.8	7.1	8.7	9.4
Balance Sheet (S\$m)					
FY Dec	2017A	2018A	2019A	2020F	2021F
Net Fixed Assets	2.31	3.25	3.69	8.64	13.2
Invts in Associates & JVs	1.62	2.95	5.38	5.33	5.28
Other LT Assets	18.4	24.1	43.4	40.8	37.5
Cash & ST Invts	33.5	61.3	24.8	27.0	28.0
Inventory	22.4	24.1	19.1	19.1	19.1
Debtors	37.2	41.0	59.0	55.4	59.9
Other Current Assets	1.35	1.26	1.79	1.79	1.79
Total Assets	117	158	157	158	165
ST Debt	0.0	37.4	3.81	3.81	3.81
Creditor	33.2	32.0	45.2	42.8	46.2
Other Current Liab	1.08	1.66	5.90	6.64	6.92
LT Debt	0.0	0.0	0.0	0.0	0.0
Other LT Liabilities	1.21	1.60	12.7	12.7	12.7
Shareholder's Equity	81.2	85.6	90.1	92.6	95.5
Minority Interests	0.02	(0.2)	(0.4)	(0.4)	(0.4)
Total Cap. & Liab.	117	158	157	158	165
Non-Cash Wkg. Capital	26.7	32.7	28.9	26.9	27.7
Net Cash/(Debt)	33.5	23.9	21.0	23.2	24.1
Debtors Turn (avg days)	110.5	117.6	145.4	150.0	140.0
Creditors Turn (avg days)	187.2	212.3	299.5	279.6	261.7
Inventory Turn (avg days)	209.6	151.5	167.9	121.7	112.5
Asset Turnover (x)	1.0	0.9	0.8	0.9	0.9
Current Ratio (x)	2.8	1.8	1.9	1.9	1.9
Quick Ratio (x)	2.0	1.4	1.5	1.5	1.5
	CASH		CASH	CASH	CASH
Net Debt/Equity (X)		CASH			
Net Debt/Equity ex MI (X) Capex to Debt (%)	CASH N/A	CASH 25.3	CASH 318.2	CASH 289.0	CASH 289.0
Сарех 10 рерг (%)	IWA	25.5	318.2	289.0	269.0

Source: Company, DBS Bank



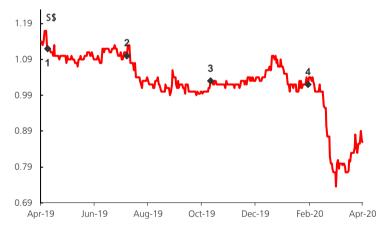


Cash Flow Statement (S\$m)

FY Dec	2017A	2018A	2019A	2020F	2021F
Pre-Tax Profit	8.75	12.4	11.1	14.3	16.1
Dep. & Amort.	4.24	5.59	13.2	9.37	10.0
Tax Paid	(1.1)	(1.7)	(1.5)	(2.3)	(2.6)
Assoc. & JV Inc/(loss)	0.33	(0.5)	0.05	0.05	0.05
Chg in Wkg.Cap.	(1.3)	(1.3)	(4.8)	1.18	(1.0)
Other Operating CF	2.31	3.19	0.0	0.0	0.0
Net Operating CF	13.2	17.6	17.9	22.6	22.6
Capital Exp.(net)	(7.1)	(9.4)	(12.1)	(11.0)	(11.0)
Other Invts.(net)	13.1	6.23	0.0	0.0	0.0
Invts in Assoc. & JV	(0.9)	(8.0)	(2.5)	0.0	0.0
Div from Assoc & JV	0.07	0.05	0.04	0.0	0.0
Other Investing CF	0.0	(15.0)	6.23	0.0	0.0
Net Investing CF	5.18	(19.0)	(8.3)	(11.0)	(11.0)
Div Paid	(7.5)	(8.4)	(8.5)	(9.5)	(10.6)
Chg in Gross Debt	0.0	37.3	(33.3)	0.0	0.0
Capital Issues	0.08	0.0	0.0	0.0	0.0
Other Financing CF	0.85	0.27	(5.7)	0.0	0.0
Net Financing CF	(6.6)	29.1	(47.4)	(9.5)	(10.6)
Currency Adjustments	(0.7)	0.0	(0.1)	0.0	0.0
Chg in Cash	11.0	27.8	(37.9)	2.17	0.96
Opg CFPS (S cts)	5.50	7.10	8.48	7.95	8.74
Free CFPS (S cts)	2.30	3.07	2.17	4.31	4.29

Source: Company, DBS Bank

Target Price & Ratings History



S.No.	Report	Price	Target Price	Rating
1:	30 Apr 19	1.12	1.05	HOLD
2:	29 Jul 19	1.10	1.05	HOLD
3:	01 Nov 19	1.03	1.05	HOLD
4:	20 Feb 20	1.02	1.10	HOLD

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

Source: DBS Bank Analyst: Lee Keng LING



DBS Bank 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: 23 Apr 2020 17:05:44 (SGT) Dissemination Date: 23 Apr 2020 20:14:07 (SGT)

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

GENERAL DISCLOSURE/DISCLAIMER

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

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

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

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

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

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



Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

Any assumptions made in this report that refers to commodities, are for the purposes of making forecasts for the company (or companies) mentioned herein. They are not to be construed as recommendations to trade in the physical commodity or in the futures contract relating to the commodity referred to in this report.

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

ANALYST CERTIFICATION

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

COMPANY-SPECIFIC / REGULATORY DISCLOSURES

- 1. DBS Bank Ltd, DBS HK, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS") or their subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of 31 Mar 2020.
- 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.





RESTRICTION	NO SN	DISTRIBLE	LION

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). DBS Bank Ltd., Hong Kong Branch is a limited liability company incorporated in Singapore.
	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.
	A Company of the Comp
	Wong Ming Tek, Executive Director, ADBSR
Singapore	This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 196800306E) or DBSVS (Company Regn No. 198600294G), both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an arrangement under Regulation 32C of the Financial Advisers Regulations. Where the report is distributed in Singapore to a person who is not an Accredited Investor, Expert Investor or an Institutional Investor, DBS Bank Ltd accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact DBS Bank Ltd at 6327 2288 for matters arising from, or in connection with the report.





Thailand	This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd.
United Kingdom	This report is produced by DBS Bank Ltd which is regulated by the Monetary Authority of Singapore.
-	This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised and regulated by the Financial Conduct Authority in the United Kingdom.
	In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication.
Dubai International Financial Centre	This research report is being distributed by DBS Bank Ltd., (DIFC Branch) having its office at 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 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 13th Floor One Island East, 18 Westlands Road, Quarry Bay, 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

19th Floor, Menara Multi-Purpose, Capital Square, 8 Jalan Munshi Abdullah 50100 Kuala Lumpur, Malaysia. Tel.: 603 2604 3333

Contact: Wong Ming Tek (128540 U)

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