Indonesia Company Guide Japfa Comfeed Indonesia

Version 20 | Bloomberg: JPFA IJ | Reuters: JPFA.JK

DBS Group Research . Equity

HOLD (Downgrade from BUY)

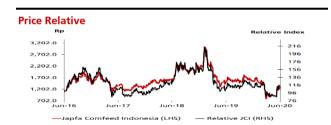
Last Traded Price (26 Jun 2020): Rp1,200 (JCI : 4,904.10) Price Target 12-mth: Rp1,200 (0%) (Prev Rp1,400)

Analyst

Cheria Christi Widjaja +62 2130034931 christiwidjaja@dbs.com Andy SIM, CFA +65 6682 3718 andysim@dbs.com

What's New

- Expect 2Q20 results to be abysmal
- Recent price recovery cannot compensate for deep losses in April
- Cut FY20 revenue/earnings forecasts by 6%/22%
- Downgrade to HOLD with lower TP of 1,200



Forecasts and Valuation FY Dec (Rpbn)	2018A	2019A	2020F	2021F
Revenue	34,013	36,743	34,738	38,354
EBITDA	4,487	4,065	3,090	4,226
Pre-tax Profit	3,090	2,573	1,419	2,406
Net Profit	2,168	1,765	1,055	1,789
Net Pft (Pre Ex.)	2,168	1,765	1,055	1,789
Net Pft Gth (Pre-ex) (%)	132.3	(18.6)	(40.2)	69.5
EPS (Rp)	185	151	90.0	153
EPS Pre Ex. (Rp)	185	151	90.0	153
EPS Gth Pre Ex (%)	126	(19)	(40)	70
Diluted EPS (Rp)	185	151	90.0	153
Net DPS (Rp)	98.6	50.0	20.2	45.8
BV Per Share (Rp)	819	919	988	1,095
PE (X)	6.5	8.0	13.3	7.9
PE Pre Ex. (X)	6.5	8.0	13.3	7.9
P/Cash Flow (X)	7.3	7.5	6.0	5.0
EV/EBITDA (X)	4.6	5.5	7.0	5.1
Net Div Yield (%)	8.2	4.2	1.7	3.8
P/Book Value (X)	1.5	1.3	1.2	1.1
Net Debt/Equity (X)	0.6	0.7	0.6	0.5
ROAE (%)	24.5	17.3	9.4	14.6
Earnings Rev (%):		0	(22)	(12)
Consensus EPS (Rp):		N/A	129	162
Other Broker Recs:		B: 17	S: 1	H: 0

Source of all data on this page: Company, DBSVI, DBS Bank, Bloomberg Finance L.P. Refer to important disclosures at the end of this report

29 Jun 2020

Holding back on breeding pre-2Q results

Downgrade to HOLD from BUY with lower TP of Rp1,200. We downgrade Japfa Comfeed Indonesia (JPFA) to HOLD, from BUY, as we trim our FY20F EBITDA forecast by 14% to reflect the possibility of weaker-than-expected 2Q20 results. In addition, JPFA's share price has soared by 35% since our last report on 15 May 2020. JPFA currently trades at 7x EV/EBITDA FY20F or close to its 10-year mean, which we believe is fair for now. Our TP of Rp1,200 is pegged to 6.8x EV/EBITDA FY20F or its 10-year mean.

Preview of 2Q20 results: Weak prices in April likely to overshadow recent price rebound. Although broiler and DOC prices have rebounded since mid-May, we expect the sales volumes of feed and DOC to drop in May and June. The sharp decline in broiler and DOC prices in April would have caused losses for farmers, who would have consequently adopted a more cautious production stance given the unfolding COVID-19 situation. This adds on to the anticipation of weaker demand post-Lebaran season. Therefore, we believe a price recovery in DOC and broiler during May and June might not be able to mitigate the impact in April. We cut our FY20 revenue/ earnings forecasts further by 6%/22% to reflect the possibility of weaker-than-expected 2Q20 results. Our forecast reflects core net profit before FX loss or any one-time charge.

Potential catalysts: Upside risks would be more aggressive culling programmes instituted by the authorities to keep supply and demand in balance. Conversely, a deteriorating pandemic situation could affect demand and hence prices and volumes.

Valuation:

Our new TP of Rp1,200 is pegged to 6.8x EV/EBITDA FY20F or its 10-year mean. Our TP implies 13x PE FY20F.

Key Risks to Our View:

Risks include: (i) disruptions caused by the COVID-19 outbreak persisting beyond our assumptions, and (ii) lower-than-expected broiler/DOC prices due to weak demand/oversupply.

At A Glance

Issued Capital (m shrs)	11,727
Mkt. Cap (Rpbn/US\$m)	14,072 / 990
Major Shareholders (%)	
Japfa Ltd	52.4
Free Float (%)	47.6
3m Avg. Daily Val (US\$m)	3.1
GIC Industry : Consumer Staples / Food, Beverage & T	obacco







WHAT'S NEW

Holding back for the time being

Hold off for time being; TP revised to Rp1,200, downgrade to HOLD. Japfa Comfeed Indonesia's (JPFA) share price has soared by 35% since our last update on 15 May 2020. In that note, we had expected a weak 2Q20 financial performance given the price trends seen for broiler and DOC in April and impact on demand from COVID-19 but we had also expected the situation should turn for the better sequentially. There has been a rebound in broiler and DOC prices in May/June, but we expect this to only partially mitigate the effects in April. As such, we are cutting our FY20F EBITDA forecast by 14%.

Given the limited upside, we downgrade JPFA to HOLD with a lower TP of Rp1,200. JPFA currently trades at 7x EV/EBITDA FY20F or close to its 10-year mean, which we believe is fair for now. Our TP of Rp1,200 is pegged to 6.8x EV/EBITDA FY20F or its 10-year mean.

2Q20 results preview: Recent rebound in broiler and DOC prices unlikely to compensate for weak prices in April

Broiler price rose by c.62%/20% m-o-m in May/June 2020. According to the Indonesian Poultry Farmers Association or Pinsar, the average broiler price rose to Rp19,600/kg in May and Rp23,400/kg in June from Rp12,100/kg in April. The reason behind the price recovery could be (i) uptick in demand during the Lebaran season, and/or (ii) price reversion back to more normal trends after the knee-jerk reaction in price seen in April on the outbreak of COVID-19.

DOC price was still low in May, but picked up in June. Based on the Arboge website, the average DOC price declined to Rp2,700/chick in May from Rp2,800/chick in April. However, DOC price recovered in June, reaching Rp6,700/chick. We think that the price recovery in June could have been due to lower supply in DOC on the back of the scale back in production following the lower demand and price in April.

However, recent price recovery in broiler and DOC cannot compensate for deep losses in April. Although broiler and DOC prices have rebounded since mid-May, we expect the sales volumes of feed and DOC to drop in May and June. The sharp decline in broiler and DOC prices in April would have caused losses for farmers, who would have consequently adopted a more cautious production stance given the unfolding COVID-19 situation. This adds on to the anticipation of weaker demand post-Lebaran season. Therefore, we believe a price recovery in DOC and broiler during May and June might not be able to mitigate the impact in April.

Feed volume sales likely to take a step back as well. On the back of our expectations that broiler and DOC volumes would

have scaled back on expectations of weaker demand, we are now expecting feed volumes to taper correspondingly. Even though the feed business tends to have stable margins, we believe the lower sales volume caused by farmers cutting their production will have an impact on JPFA's feed margin. We revise down our feed margin projection to 10.9% from 12.5% previously for FY20F to factor in operating deleverage caused by lower sales volume.

Revise down earnings forecasts

Cut our FY20 revenue forecasts by 6%. We have pencilled in higher DOC and broiler price assumptions, but lowered our sales volume growth assumptions for FY20F. For the feed business, we now assume a drop in sales volume by 2% y-o-y, from 4.5% growth previously. For the DOC and broiler segments, we now project sales volume growth of 1% and - 2% (vs. 5% and 8% previously). Meanwhile, we have pencilled in higher DOC and broiler price assumptions of Rp5,200/chick and Rp16,800/kg (vs. Rp4,800/chick and Rp16,000/kg previously) to factor in a price recovery in May/June.

Slash FY20 earnings forecasts by 22%. We now project a lower EBIT margin of 6.1% (vs. 6.8% previously) in FY20F, driven by lower feed and DOC margin assumptions of 10.9% and -4% (vs. 12.5% and -2% previously). This is to factor in operating deleverage caused by lower sales volume.

Outlook

3Q20 would be better. The government has eased the social distancing restrictions since 8 June 2020. The offices, malls, wet markets and restaurants have started to open again. Therefore, we expect chicken demand pick gradually up in 3Q20. We also think that farmers will start to increase their production as prices of both broiler and DOC have recovered. Furthermore, if the broiler and DOC prices stay at the current level, there might be an upside to our current forecast numbers.

Valuation

Downgrade to HOLD from BUY with lower TP of Rp1,200. We downgrade our call to HOLD for JPFA, as we cut our FY20F EBITDA number by 14% to reflect the possibility of weaker-than-expected 2Q20 results. In addition, JPFA's share price has soared by 35% since our last report on 15 May 2020. JPFA currently trades at 7x EV/EBITDA FY20F or close to its 10-year mean, which we believe is fair for now. Our TP of Rp1,200 is pegged to 6.8x EV/EBITDA FY20F or its 10-year mean.

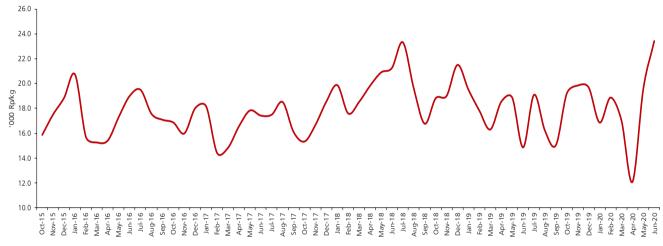


JPFA: Forward EV/EBITDA band in 10 years



Source: Bloomberg Finance L.P, DBSVI, DBS Bank

Indonesia broiler price trends



Source: Pinsar

Earnings Revision

		2020F			2021F	
(Rpbn)	Old	New	% change	Old	New	% change
Revenue	36,977.9	34,737.6	-6.1%	42,158.6	38,354.2	-9.0%
Gross profit	6,087.2	5,663.6	-7.0%	7,871.1	7,103.5	-9.8%
Gross margin	16.5%	16.3%		18.7%	18.5%	
Operating profit	2,503.3	2,103.7	-16.0%	3,490.0	3,117.8	-10.7%
Operating margin	6.8%	6.1%		8.3%	8.1%	
EBITDA	3,580.1	3,089.7	-13.7%	4,700.6	4,226.2	-10.1%
EBITDA margin	9.7%	8.9%		11.1%	11.0%	
Net profit	1,357.0	1,055.2	-22.2%	2,026.5	1,788.7	-11.7%
Net margin	3.7%	3.0%		4.8%	4.7%	

Source: DBSVI estimates

CRITICAL DATA POINTS TO WATCH

Critical Factors

DOC as a proxy to demand. Price for the DOC segment has been historically positive for the share price. So is volume. We believe DOC price and volume have a strong relationship with demand for chicken, thus affecting its share price directly.

Broiler price has correlated with share price. We believe that broiler price is a good measure of chicken demand. Our study shows that JPFA's share price tends to increase when broiler price is on an uptrend, and vice versa. Higher broiler price will lead to higher EBIT margin for the company.

Animal feed as one of the largest cost factors for broiler. Any increase in animal feed price might affect the commercial farm's EBIT margin as feed is one of the largest cost factors for broiler. If the price of animal feeds increases, we can expect a lower EBIT margin for commercial farms.

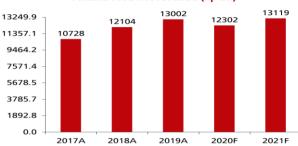
Corn makes up half of animal feed. Since corn import restrictions were imposed, JPFA has to use 100% local corn. Rising local corn price will be passed on to animal feed, thus weighing down on its share price. A lot of corn field has been planted since the government banned corn imports. Success in achieving self-sufficiency in corn will provide a positive catalyst for JPFA's share price.

Animal feed volume growth supports share price. When animal feed sales volume increases, JPFA's share price also tends to increase, except for a period of economic downtrend in 2013-2015. Higher volume growth for animal feeds indicates that there is demand growth for poultry products.

Less impact from USD fluctuation. Since the import ban on corn and feed wheat was instituted, the company had to use local corn. The import ban has reduced JPFA's operational risk against USD movement. It still sources 100% of its soybean meal requirement from imports.

Live more, Bank less

Animal feed net revenue (Rp bn)



Animal feed operating profit margins (%)



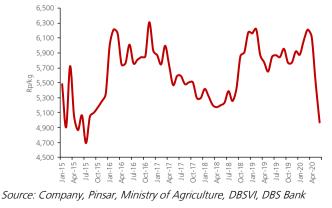
DOC price (Rp/chick)



Broiler price (Rp/Kg)
19791.5
16729
16729
16729
1874.9
7916.6
3958.3
0.0

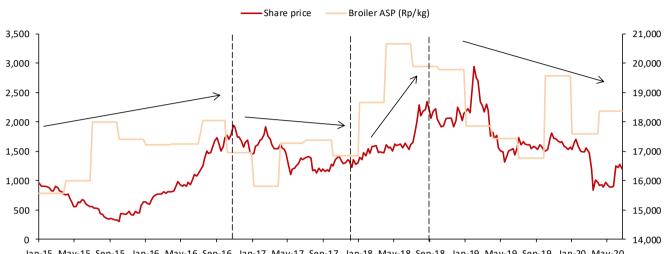


Indonesia corn price trends



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

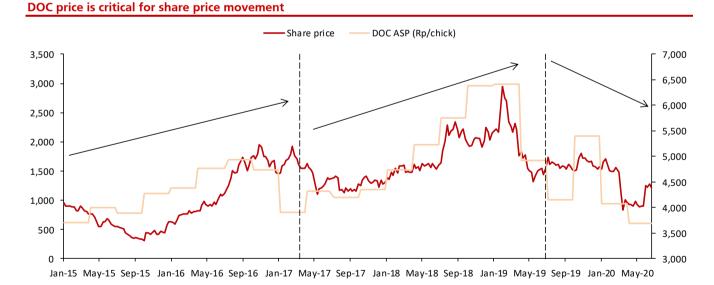
Share price movement vs broiler price



Jan-15 May-15 Sep-15 Jan-16 May-16 Sep-16 Jan-17 May-17 Sep-17 Jan-18 May-18 Sep-18 Jan-19 May-19 Sep-19 Jan-20 May-20 Source: Bloomberg Finance L.P., Pinsar, DBSVI, DBS Bank

Broiler price has correlated with share price. We believe that broiler price is a good measure of chicken demand. Our study shows that JPFA's share price tends to increase when broiler price is on an uptrend, and vice versa. In addition,

higher broiler price will lead to higher EBIT margin for the company.



Source: Bloomberg Finance L.P., company, DBSVI, DBS Bank

DOC price reflects demand. Price for the DOC segment has been historically positive for the share price. So is volume.

We believe DOC price and volume have a strong relationship with demand for chicken, thus affecting its



share price directly. JPFA's share price tends to increase when DOC price is on the uptrend, and vice versa.





Source: Bloomberg Finance L.P., company, DBSVI, DBS Bank

Animal feed volume as earnings and share price driver. When animal feed sales volume increases, JPFA's share price also tends that there is demand growth for poultry products. to increase, except for a period of economic downtrend in

2013-2015. Higher volume growth for animal feeds indicates

Balance Sheet:

Lower capital spending. With the uncertainty posed by COVID-19, we understand that the company will continue to complete the projects that have been started, while taking a more judicious approach for new ones yet to commence.

Improving leverage. As of end-December 2019, its total borrowings rose to Rp8.6tr from Rp6.9tr in December 2018 due to higher bank borrowings to support the company's expansion. We expect net gearing ratio to drop to 0.59x (vs. 0.71x in FY19) by end-FY20F due to lower capital expenditure (capex) compared to last year.

Share Price Drivers:

Improved demand outside Java. In our view, chicken consumption in Java is already huge. Gross domestic product (GDP) improvement outside Java will be the next catalyst for higher chicken consumption in Indonesia.

Key Risks:

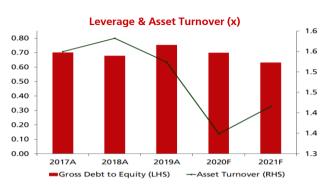
Disease outbreaks. Anything affecting livestock at the group's poultry farms would have a material effect on the group's business and financial status. While the group has implemented strict biosecurity measures to reduce risks, there are no guarantees that JPFA would be immune. An outbreak (such as bird flu) would likely have an adverse impact on demand.

Change in government regulations. Licensing, change in raw material import policy (as demonstrated by the corn import restriction in Aug 2015) and price/volume controls across various jurisdictions may adversely affect JPFA's profitability. The group is also exposed to volatile movements in raw material costs and currencies across its key markets.

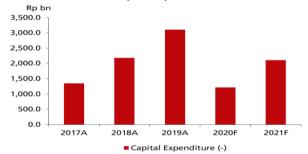
Company Background

The group was established in 1971 under Java Pelletizing Factory as a copra pellet producer. Following its listing in the Jakarta and Surabaya stock exchanges in 1989 and the acquisition of four poultry feed producers in 1990, its name was changed to Japfa Comfeed Indonesia (JPFA IJ). The group is now run by the second generation of the Santosa family. Under them, the group has transformed into one of the largest and most integrated poultry companies in Indonesia.

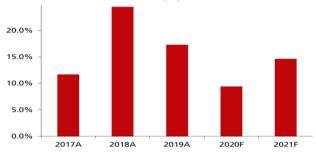


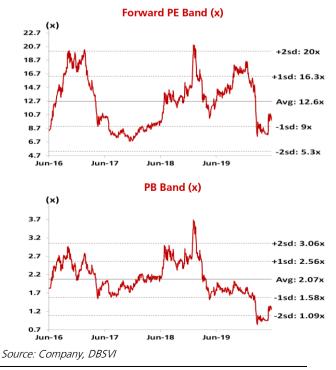


Capital Expenditure



ROE (%)







Key Assumptions

FY Dec	2017A	2018A	2019A	2020F	2021
Feed net revenue (Rp bn)	10,728	12,104	13,002	12,302	13,119
Feed operating margins	9.70	10.2	12.4	10.9	11.5
DOC price (Rp/chick)	4,190	5,527	5,217	5,200	5,800
Broiler price (Rp/Kg)	16,729	19,596	17,788	16,800	17,800
egmental Breakdown					
FY Dec	2017A	2018A	2019A	2020F	2021
Revenues (Rpbn)					
Animal Feeds	10,728	12,104	13,002	12,302	13,119
DOC	2,306	3,215	3,181	2,680	3,168
Commercial Farm and	12,239	13,641	14,962	13,900	15,759
Aquaculture	2,155	2,511	3,178	3,437	3,824
Others	2,174	2,541	2,420	2,419	2,486
Total	29,603	34,013	36,743	34,738	38,354
Operating profit Margins					
Animal Feeds	9.7	10.2	12.4	10.9	11.5
DOC	12.0	22.6	14.0	(4.0)	10.0
Commercial Farm and	2.5	7.3	(0.3)	2.1	2.6
Aquaculture	4.1	0.4	5.8	6.0	6.5
Total	7.3	10.9	8.7	6.1	8.1
ncome Statement (Rpbn)					
FY Dec	2017A	2018A	2019A	2020F	2021
-			36,743		
Revenue Cost of Goods Sold	29,603 (24,586)	34,013		34,738	38,354
		(26,805)	(29,617)	(29,074)	(31,251)
Gross Profit	5,017	7,208	7,126	5,664	7,104
Other Opng (Exp)/Inc	(2,862)	(3,484)	(3,944)	(3,560)	(3,986)
Operating Profit	2,155	3,724	3,182	2,104	3,118
Other Non Opg (Exp)/Inc	89.6	120	(32.1)	50.0	50.0
Associates & JV Inc	0.0	0.0	0.0	0.0	0.0
Net Interest (Exp)/Inc	(535)	(754)	(577)	(734)	(762)
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit Tax	1,710	3,090	2,573	1,419	2,406 (529)
	(667)	(837)	(689)	(312)	
Minority Interest Preference Dividend	(110)	(85.2) 0.0	(119) 0.0	(52.0) 0.0	(88.1)
Net Profit	0.0 933				0.0
Net From	955	2,168	1,765	1,055	1,789
	022	2 160	1 765	1 055	
Net Profit before Except.	933	2,168	1,765	1,055	
Net Profit before Except. EBITDA	933 2,856	2,168 4,487	1,765 4,065	1,055 3,090	
Net Profit before Except. EBITDA Growth	2,856	4,487	4,065	3,090	4,226
Net Profit before Except. EBITDA Growth Revenue Gth (%)	2,856 9.4	4,487 14.9	4,065 8.0	3,090 (5.5)	4,226 10.4
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%)	2,856 9.4 (23.2)	4,487 14.9 57.1	4,065 8.0 (9.4)	3,090 (5.5) (24.0)	4,226 10.4 36.8
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%)	2,856 9.4 (23.2) (30.3)	4,487 14.9 57.1 72.8	4,065 8.0 (9.4) (14.6)	3,090 (5.5) (24.0) (33.9)	4,226 10.4 36.8 48.2
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%)	2,856 9.4 (23.2)	4,487 14.9 57.1	4,065 8.0 (9.4)	3,090 (5.5) (24.0)	4,226 10.4 36.8 48.2
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio	2,856 9.4 (23.2) (30.3) (54.8)	4,487 14.9 57.1 72.8 132.3	4,065 8.0 (9.4) (14.6) (18.6)	3,090 (5.5) (24.0) (33.9) (40.2)	4,226 10.4 36.8 48.2 69.5
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%)	2,856 9.4 (23.2) (30.3) (54.8) 16.9	4,487 14.9 57.1 72.8 132.3 21.2	4,065 8.0 (9.4) (14.6) (18.6) 19.4	3,090 (5.5) (24.0) (33.9) (40.2) 16.3	4,226 10.4 36.8 48.2 69.5 18.5
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%)	2,856 9.4 (23.2) (30.3) (54.8) 16.9 7.3	4,487 14.9 57.1 72.8 132.3 21.2 10.9	4,065 8.0 (9.4) (14.6) (18.6) 19.4 8.7	3,090 (5.5) (24.0) (33.9) (40.2) 16.3 6.1	4,226 10.4 36.8 48.2 69.5 18.5 8.1
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%)	2,856 9.4 (23.2) (30.3) (54.8) 16.9 7.3 3.2	4,487 14.9 57.1 72.8 132.3 21.2 10.9 6.4	4,065 8.0 (9.4) (14.6) (18.6) 19.4 8.7 4.8	3,090 (5.5) (24.0) (33.9) (40.2) 16.3 6.1 3.0	4,226 10.4 36.8 48.2 69.5 18.5 8.1 4.7
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%) ROAE (%)	2,856 9.4 (23.2) (30.3) (54.8) 16.9 7.3 3.2 11.7	4,487 14.9 57.1 72.8 132.3 21.2 10.9 6.4 24.5	4,065 8.0 (9.4) (14.6) (18.6) 19.4 8.7 4.8 17.3	3,090 (5.5) (24.0) (33.9) (40.2) 16.3 6.1 3.0 9.4	4,226 10.4 36.8 48.2 69.5 18.5 8.1 4.7 14.6
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%) ROAE (%) ROA (%)	2,856 9.4 (23.2) (30.3) (54.8) 16.9 7.3 3.2 11.7 4.9	4,487 14.9 57.1 72.8 132.3 21.2 10.9 6.4 24.5 10.1	4,065 8.0 (9.4) (14.6) (18.6) 19.4 8.7 4.8 17.3 7.3	3,090 (5.5) (24.0) (33.9) (40.2) 16.3 6.1 3.0 9.4 4.1	1,789 4,226 10.4 36.8 48.2 69.5 18.5 8.1 4.7 14.6 6.6
Net Profit before Except. EBITDA Growth Revenue Gth (%) EBITDA Gth (%) Opg Profit Gth (%) Net Profit Gth (Pre-ex) (%) Margins & Ratio Gross Margins (%) Opg Profit Margin (%) Net Profit Margin (%) ROAE (%)	2,856 9.4 (23.2) (30.3) (54.8) 16.9 7.3 3.2 11.7	4,487 14.9 57.1 72.8 132.3 21.2 10.9 6.4 24.5	4,065 8.0 (9.4) (14.6) (18.6) 19.4 8.7 4.8 17.3	3,090 (5.5) (24.0) (33.9) (40.2) 16.3 6.1 3.0 9.4	4,226 10.4 36.8 48.2 69.5 18.5 8.1 4.7 14.6

Source: Company, DBSVI, DBS Bank



Quarterly / Interim Income : FY Dec	1Q2019	2Q2019	3Q2019	4Q2019	1Q2020
	•		*	•	
Revenue	8,565	9,678	8,935	9,565	9,080
Cost of Goods Sold	(7,141)	(7,781)	(7,534)	(7,161)	(7,487)
Gross Profit	1,424	1,897	1,401	2,405	1,593
Other Oper. (Exp)/Inc	(904)	(955)	(963)	(1,122)	(1,017)
Operating Profit	520	942	437	1,283	576
Other Non Opg (Exp)/Inc	29.5	(7.6)	95.1	(149)	78.3
Associates & JV Inc	0.0	0.0	0.0	0.0	0.0
Net Interest (Exp)/Inc	(88.3)	(149)	(213)	(127)	(187)
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	461	786	319	1,007	467
Tax	(135)	(181)	(96.7)	(276)	(101)
Minority Interest	(15.8)	(86.4)	(8.6)	(8.0)	(22.3)
Net Profit	311	519	214	722	344
Net profit bef Except.	311	519	214	722	344
EBITDA	723	1,160	661	1,521	839
Growth					
Revenue Gth (%)	(1.3)	13.0	(7.7)	7.1	(5.1)
EBITDA Gth (%)	(22.8)	60.5	(43.0)	130.1	(44.8)
Opg Profit Gth (%)	(29.6)	81.1	(53.6)	193.3	(55.1)
Net Profit Gth (Pre-ex) (%)	(37.3)	66.9	(58.8)	237.8	(52.4)
Margins					
Gross Margins (%)	16.6	19.6	15.7	25.1	17.5
Opg Profit Margins (%)	6.1	9.7	4.9	13.4	6.3
Net Profit Margins (%)	3.6	5.4	2.4	7.5	3.8
Balance Sheet (Rpbn)					
FY Dec	2017A	2018A	2019A	2020F	2021F
Net Fixed Assets	6,511	7,935	10,063	10,293	11,294
Invts in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other LT Assets	2,259	2,687	2,931	2,931	2,931
Cash & ST Invts	1,642	1,088	939	1,824	1,988
Inventory	6,414	, 7,779	7,649	7,727	8,134
Debtors	1,541	1,693	1,968	1,903	, 1,891
Other Current Assets	, 1,593	, 1,856	1,636	1,636	, 1,636
Total Assets	19,960	23,038	25,185	26,313	27,874
ST Debt	707	2.060	2 125	2 125	2 125
Creditor	797	2,069	3,125	3,125	3,125
Other Current Liab	3,216 756	3,449 1,386	2,689 1,220	2,947 1,220	3,168 1,220
				5,494	5,494
LT Debt	5,272	4,863	5,494		
	1 256	1 055	1 200		1 200
Other LT Liabilities	1,256	1,055	1,209	1,209	1,209
Shareholder's Equity	8,097	9,607	10,772	11,590	12,842
Shareholder's Equity Minority Interests	8,097 565	9,607 607	10,772 676	11,590 728	12,842 816
Shareholder's Equity	8,097	9,607	10,772	11,590	12,842 816
Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital	8,097 565 19,960 5,575	9,607 607 23,038 6,492	10,772 676 25,185 7,344	11,590 728 26,313 7,099	12,842 816 27,874 7,274
Shareholder's Equity Minority Interests Total Cap. & Liab.	8,097 565 19,960	9,607 607 23,038	10,772 676 25,185	11,590 728 26,313	12,842 816 27,874 7,274
Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital	8,097 565 19,960 5,575	9,607 607 23,038 6,492	10,772 676 25,185 7,344	11,590 728 26,313 7,099	12,842 816 27,874 7,274 (6,631)
Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt)	8,097 565 19,960 5,575 (4,427)	9,607 607 23,038 6,492 (5,844)	10,772 676 25,185 7,344 (7,680)	11,590 728 26,313 7,099 (6,795)	12,842 816 27,874 7,274 (6,631) 18.1
Shareholder's Equity Minority Interests Total Cap. & Liab. Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days)	8,097 565 19,960 5,575 (4,427) 17.0	9,607 607 23,038 6,492 (5,844) 17.3	10,772 676 25,185 7,344 (7,680) 18.2	11,590 728 26,313 7,099 (6,795) 20.3	12,842 816 27,874 7,274 (6,631) 18.1 37.0
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)	8,097 565 19,960 5,575 (4,427) 17.0 42.3	9,607 607 23,038 6,492 (5,844) 17.3 46.7	10,772 676 25,185 7,344 (7,680) 18.2 39.0	11,590 728 26,313 7,099 (6,795) 20.3 36.6	12,842 816 27,874 (6,631) 18.1 37.0 96.0
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)	8,097 565 19,960 5,575 (4,427) 17.0 42.3 91.0	9,607 607 23,038 6,492 (5,844) 17.3 46.7 99.5	10,772 676 25,185 7,344 (7,680) 18.2 39.0 98.0	11,590 728 26,313 7,099 (6,795) 20.3 36.6 99.9	12,842 816 27,874 (6,631) 18.1 37.0 96.0 1.4
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)	8,097 565 19,960 5,575 (4,427) 17.0 42.3 91.0 1.5	9,607 607 23,038 6,492 (5,844) 17.3 46.7 99.5 1.6	10,772 676 25,185 7,344 (7,680) 18.2 39.0 98.0 1.5	11,590 728 26,313 7,099 (6,795) 20.3 36.6 99.9 1.3	12,842 816 27,874 (6,631) 18.1 37.0 96.0 1.4 1.8
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)	8,097 565 19,960 5,575 (4,427) 17.0 42.3 91.0 1.5 2.3	9,607 607 23,038 6,492 (5,844) 17.3 46.7 99.5 1.6 1.8	10,772 676 25,185 7,344 (7,680) 18.2 39.0 98.0 1.5 1.7	11,590 728 26,313 7,099 (6,795) 20.3 36.6 99.9 1.3 1.8	12,842 816 27,874 (6,631) 18.1 37.0 96.0 1.4 1.8 0.5
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)	8,097 565 19,960 5,575 (4,427) 17.0 42.3 91.0 1.5 2.3 0.7 0.5	9,607 607 23,038 6,492 (5,844) 17.3 46.7 99.5 1.6 1.8 0.4	10,772 676 25,185 7,344 (7,680) 18.2 39.0 98.0 1.5 1.7 0.4	11,590 728 26,313 7,099 (6,795) 20.3 36.6 99.9 1.3 1.8 0.5	12,842 816 27,874 (6,631) 18.1 37.0 96.0 1.4 1.8 0.5 0.5
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)	8,097 565 19,960 5,575 (4,427) 17.0 42.3 91.0 1.5 2.3 0.7	9,607 607 23,038 6,492 (5,844) 17.3 46.7 99.5 1.6 1.8 0.4 0.6	10,772 676 25,185 7,344 (7,680) 18.2 39.0 98.0 1.5 1.7 0.4 0.7	11,590 728 26,313 7,099 (6,795) 20.3 36.6 99.9 1.3 1.8 0.5 0.6	12,842

Source: Company, DBSVI, DBS Bank

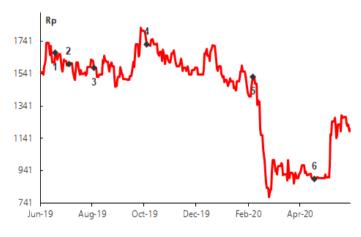


Cash Flow Statement (Rpbn)

FY Dec	2017A	2018A	2019A	2020F	2021F
Pre-Tax Profit	1,710	3,090	2,573	1,419	2,406
Dep. & Amort.	701	763	883	986	1,109
Tax Paid	(667)	(837)	(689)	(312)	(529)
Assoc. & JV Inc/(loss)	0.0	0.0	0.0	0.0	0.0
Chg in Wkg.Cap.	(455)	(918)	(852)	245	(175)
Other Operating CF	(519)	(171)	(35.6)	0.0	0.0
Net Operating CF	771	1,927	1,880	2,338	2,811
Capital Exp.(net)	(1,345)	(2,179)	(3,106)	(1,216)	(2,110)
Other Invts.(net)	(44.5)	(0.9)	0.0	0.0	0.0
Invts in Assoc. & JV	0.0	(32.8)	(120)	0.0	0.0
Div from Assoc & JV	34.5	39.4	12.6	0.0	0.0
Other Investing CF	(9.4)	(66.9)	(22.1)	0.0	0.0
Net Investing CF	(1,364)	(2,240)	(3,235)	(1,216)	(2,110)
Div Paid	(570)	(1,156)	(586)	(237)	(537)
Chg in Gross Debt	74.3	609	1,870	0.0	0.0
Capital Issues	0.0	303	2.60	0.0	0.0
Other Financing CF	28.3	(39.1)	(54.0)	0.0	0.0
Net Financing CF	(467)	(284)	1,233	(237)	(537)
Currency Adjustments	1.50	41.5	(26.0)	0.0	0.0
Chg in Cash	(1,059)	(555)	(149)	885	165
Opg CFPS (Rp)	107	243	233	178	255
Free CFPS (Rp)	(50.3)	(21.5)	(105)	95.7	59.8

Source: Company, DBSVI, DBS Bank

Target Price & Ratings History



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

Source: DBSVI, DBS Bank Analyst: Cheria Christi Widjaja Andy SIM, CFA

S.No.	Date of Report	Closing Price	12-mth Target Price	Rating
1:	15 Jul 19	1670	1200	FULLY VALUED
2:	31 Jul 19	1600	1200	FULLY VALUED
3:	30 Aug 19	1575	1200	FULLY VALUED
4:	31 Oct 19	1720	1200	FULLY VALUED
5:	04 Mar 20	1520	1900	BUY
6:	15 May 20	890	1400	BUY



DBSVI, 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: 29 Jun 2020 14:19:24 (WIB) Dissemination Date: 29 Jun 2020 17:51:12 (WIB)

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

GENERAL DISCLOSURE/DISCLAIMER

This report is prepared by PT DBS Vickers Sekuritas Indonesia ("DBSVI"), 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 PT DBS Vickers Sekuritas Indonesia ("DBSVI"), 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 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.

Live more, Bank less

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 associate¹ 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 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 May 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.



RESTRICTIONS ON DISTRIBUTION

RESTRICTIONS ON	DISTRIBUTION
General	This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.
Australia	This report is being distributed in Australia by DBS Bank Ltd, DBSVS or DBSV HK. DBS Bank Ltd holds Australian Financial Services Licence no. 475946.
	DBSVS and DBSV HK are exempted from the requirement to hold an Australian Financial Services Licence under the Corporation Act 2001 ("CA") in respect of financial services provided to the recipients. Both DBS Bank Ltd and DBSVS are regulated by the Monetary Authority of Singapore under the laws of Singapore, and DBSV HK is regulated by the Hong Kong Securities and Futures Commission under the laws of Hong Kong, which differ from Australian laws.
	Distribution of this report is intended only for "wholesale investors" within the meaning of the CA.
Hong Kong	This report has been prepared by 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).DBS Bank Ltd., Hong Kong Branch is a limited liability company incorporated in Singapore.
	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 (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.
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 PT DBS Vickers Sekuritas Indonesia which is regulated by the Otoritas Jasa Keuangan (OJK). 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 PT DBS Vickers Sekuritas Indonesia ("DBSVI"), DBS Bank. 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 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

