Singapore Company Guide **mm2 Asia**

Version 6 | Bloomberg: MM2 SP | Reuters: MM2A.SI

Refer to important disclosures at the end of this report

DBS Group Research . Equity

BUY

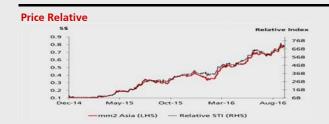
Last Traded Price (9 Sep 2016): \$\$0.77 (STI: 2,873.33) Price Target 12-mth: \$\$0.95 (23% upside) (Prev \$\$0.83)

Potential Catalyst: Earnings-accretive acquisitions
Analyst

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

What's New

- Rising contribution from Advertising, another component of core business
- Presence in entire film creation value chain opens up numerous avenues to venture further
- Expect North Asia to account for >70% of core revenue from FY17F
- Maintain BUY with higher TP of S\$0.95



Forecasts and Valuation				
FY Mar (S\$ m)	2015A	2016A	2017F	2018F
Revenue	24.3	38.3	154	187
EBITDA	9.92	19.4	31.5	37.9
Pre-tax Profit	6.58	9.99	22.1	28.6
Net Profit	5.08	8.90	18.4	23.7
Net Pft (Pre Ex.)	5.13	8.90	18.4	23.7
Net Pft Gth (Pre-ex) (%)	68.1	73.4	106.3	29.2
EPS (S cts)	1.23	1.97	3.51	4.53
EPS Pre Ex. (S cts)	1.24	1.97	3.51	4.53
EPS Gth Pre Ex (%)	68	59	78	29
Diluted EPS (S cts)	1.23	1.97	3.51	4.53
Net DPS (S cts)	0.0	0.0	0.0	0.0
BV Per Share (S cts)	4.64	8.01	13.9	18.4
PE (X)	62.6	39.1	21.9	17.0
PE Pre Ex. (X)	62.1	39.1	21.9	17.0
P/Cash Flow (X)	nm	nm	28.8	14.0
EV/EBITDA (X)	31.6	17.9	12.2	9.5
Net Div Yield (%)	0.0	0.0	0.0	0.0
P/Book Value (X)	16.6	9.6	5.5	4.2
Net Debt/Equity (X)	CASH	CASH	CASH	CASH
ROAE (%)	44.5	32.1	33.7	28.1
Earnings Rev (%):			0	0
Consensus EPS (S cts):			3.50	4.30
Other Broker Recs:		B: 2	S: 0	H: 0

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

13 Sep 2016

Growing presence in North Asia

North Asia to account for >70% of core revenue. We expect North Asia, including China, Hong Kong and Taiwan, to contribute >70% of core revenue from FY17F, up from 23% in FY16. Upside to earnings could come from more projects, especially in China where the budget is much higher.

We project mm2 to grow at an EPS CAGR of 54% from FY15-FY18, underpinned by growth in productions, expansion into the China market, and contributions from cinema operations and newly acquired entertainment company, UnUsUal Group. The entry of StarHub with a 9.05% stake could raise its profile and pave the way for bigger opportunities ahead. We maintain our BUY call on mm2 with a higher target price of \$\$0.95.

UnUsUal listing. The successful listing of UnUsUal, which mm2 acquired at 10.2x PE back in February 2016, would enable mm2 to crystallise gains and to unlock value, and allow UnUsUal to tap on public funds for expansion.

Valuation:

Maintain BUY with higher TP of \$\$0.95. mm2 is trading at 22x FYMar17F PE and 17x FY18F PE, based on its enlarged share capital, compared to peers' 24x FY17F PE. Using peers' average of 24x, we derive a higher target price of \$\$0.95 (Prev \$\$0.83) before factoring the 1-for-2 stock split announced on 1 September, after rolling our valuation to blended FYMar17F and FY Mar18F EPS. The stock offers potential upside of 23%, and trades at an attractive PEG of 0.28x. Maintain BUY.

Key Risks to Our View:

No long-term financing arrangements for productions. The commencement of each production is dependent on mm2's ability to secure funding.

Availability of good scripts. Lack of good scripts for production may lead to less support from stakeholders.

At A Glance

Issued Capital (m shrs)	514
Mkt. Cap (S\$m/US\$m)	396 / 292
Major Shareholders (%)	
Wee Chye Ang	47.0
Yeo Khee Seng	7.1
Yeo Khee Seng	6.0
Free Float (%)	33.0
3m Avg. Daily Val (US\$m)	1.0
ICB Industry: Consumer Services / Media	

WHAT'S NEW

KL conference takeaway

mm2 participated in our Pulse of Asia Conference – KL Corporate Access Day last week. The response was overwhelming, with about 30 attendees.

Key takeaways:

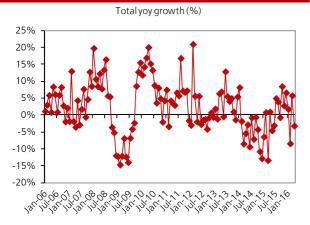
Rising contribution from Advertising, another component of core business

Content Production and Distribution are the key components of mm2's core business. mm2 derives 78% of revenue and 71% in terms of gross profit from its core business in FY16. Besides these, another rising contributor is Advertising revenue.

Advertising revenue jumped threefold from about \$\$1.1m in FY15 to \$\$3.3m in FY16. One of the key contributors to this rising trend is the growing digital platform. Demand for digital content will continue to grow, and mm2 is well positioned to benefit from this growth trend, not just for content but also in terms of more advertising revenue.

Traditional media companies are operating in a challenging environment, with public broadcasters in many countries facing difficulties due to competition from online media and falling advertising revenues. Advertising expenditure for Singapore was flat in the past one year but mm2 was able to increase Ad revenue by threefold.

Singapore Advertising revenue growth (y-o-y %)



Source: DBS Bank

Presence in entire film creation value chain opens up numerous avenues to venture further

As a one-stop shop that provides services in relation to content creation, distribution, post-production services and cinemas, there are still numerous avenues for mm2 to venture. Besides the acquisition of cinemas and UnUsUal, a promoter and organiser of shows and entertainment acts, the group can also venture into other areas like setting up an artiste management company, to discover and groom new artistes.

Growing presence in North Asia

North Asia, including China, Hong Kong and Taiwan, accounts for 23% of FY16's revenue, vs 77% for Singapore and Malaysia. Going forward, we expect this trend to reverse, as the group gains more traction in North Asia. Given the much bigger budget in China, it makes more economical sense to produce more films in China as compared to Singapore and Malaysia. A typical production in China is about RMB30m to RMB50m, vs S\$1m to S\$3m in Singapore and RM1m to RM3m in Malaysia. However, the duration of each production is quite similar across the region. We project revenue contribution from North Asia to increase to 74% in FY17F and 77% in FY18F.

Upside to earnings could come from more projects, especially in China where the budget is much higher.

Geographical breakdown for core business

	% total revenue					
Production + Distribution	FY16A	FY17F	FY18F			
Singapore	58%	18%	16%			
Malaysia	19%	8%	7%			
North Asia (China, HK, Taiwan)	23%	74%	77%			
Total	100%	100%	100%			

Source: DBS Bank

How fast can the core business expand?

mm2 derived about 77% of its revenue for FY16 from Singapore and Malaysia and the balance 23% from North Asia, which includes China, Taiwan and Hong Kong.

Theoretically, there is no capacity constraint for the group as mm2 outsources most of the services. Assuming mm2 can produce six projects in one country, and with its presence in all the five key Chinese markets – Singapore, Malaysia, China, Hong Kong and Taiwan, mm2 can produce 30 projects in one year. We are projecting a total of 37 productions from April 2016 to September 2017, with five productions in China.



Production pipeline from April 2016 to September 2017

Country	SG	MY	НК	TW	CN	Total
No. of productions	14	5	5	8	5	37

Source: DBS Bank, company

The limitations, however, are finding the right scripts, and to match them with good directors, artistes, etc. To overcome the constraints of finding the right scripts, mm2 has been producing adaptations of successful movies, which is basically remaking movies to suit the local setting and culture, which would be more appealing to the locals there.

Benefitting from changing landscape in the media industry

Amidst a challenging media environment with increased competition from online sources, the changing media landscape has led Mediacorp to review its operations to better position the company to attract viewers by producing quality local content. mm2 is in a good position to be part of the solution for Mediacorp as it is already the leader in producing local content. mm2 can also help to market the content with its regional presence.

Potential for M&A?

mm2 has made several acquisitions in the past one year plus, to maintain its competitive advantage. For the cinema segment, it has already acquired five cinemas in Malaysia, with a market share of about 4%. We would not rule out further acquisitions in Malaysia to increase its market share further. Other than Malaysia, mm2 could also consider entering China, especially the 3rd tier cities where cinemas are lacking, and also in Singapore.

For the core business segment, mm2 has been working with its local partners in China to produce movies and dramas, and also on adaptation of movies. Further collaboration with partners from other regions like China could result in more cost savings.

Valuation

mm2 is trading at 22x FYMar17F PE and 17x FY18F PE, based on its enlarged share capital, compared to peers' 24x FY17F PE. Using peers' average of 24x, we derive a higher target price of \$\$0.95 (Prev \$\$0.83) before factoring the 1-for-2 stock split announced on 1 September, after rolling our valuation to blended FYMar17F and FY Mar18F EPS. The stock offers potential upside of 23%, and trades at an attractive PEG of 0.28x. Maintain BUY.

CRITICAL DATA POINTS TO WATCH

Earnings Drivers:

Acquisitions to strengthen competitive edge and build income hase

mm2 has made several acquisitions to maintain its competitive advantage. In April 2015, mm2 acquired a 51% stake in a 3D animation company, Vividthree Productions, to strengthen its competitive advantage as a movie producer. Subsequent to that, mm2 acquired five cineplexes in Malaysia. The ownership of cinemas will provide a source of recurring income to the group and cost savings in the longer term, as mm2 usually has to pay about 50% of its gross intake for rental of cinemas. Cinema operation is a profitable business, and could be profitable even with less than 50% of the seats occupied. In December 2015, mm2 acquired a majority stake in a tech set-up that develops interactive solutions for digital users. The most recent one is UnUsUal Group for S\$26m. This will enable mm2 to better project its presence in the Southeast Asia and North Asia markets.

Consolidating its position in local market; tapping on StarHub's strong brand name

As the industry leader, mm2 is poised for more opportunities ahead. With the recent entry of StarHub with a 9.05% stake, mm2 can tap on the former's strong brand name and this could raise its profile and pave the way for bigger opportunities ahead. mm2 could also leverage on StarHub to attract more sponsorship for its productions. StarHub can choose to tap on mm2's cineplex business to showcase its content, as well as gain access to top-rated concerts and artistes through UnUsUal, in which mm2 owns a 51% stake.

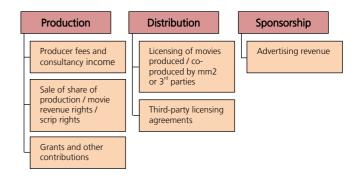
Going for niche markets in North Asia; adaptation of successful

movies. In terms of strategy in China, instead of competing directly with the local big boys, mm2's strategy is to go for small, niche markets and replicate its proven business model that it has in Singapore. For example, remaking successful titles like "The Journey" or Jack Neo's "I not Stupid" movie in a specific province like Sichuan, which has a population of about 80m, which is >10x bigger than Singapore. mm2 can adapt the movie to the local setting, which would be more appealing to the locals there.

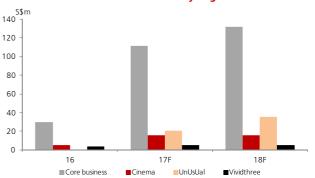
Besides production of movies, mm2 can also produce variety shows, either on its own or tie-ups with one of its shareholders, Hesheng Media, which is one of the largest integrated media companies in China.

Distribution of movies, another core competency of mm2 other than production and advertising, is also another channel that can broaden mm2's income in China.

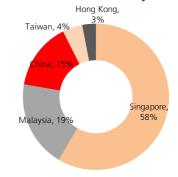
Revenue Contribution



Revenue Breakdown by Segment



FY16 Revenue Breakdown by Country



Profitability Trend



Source: Company, DBS Bank

Balance Sheet:

Net cash position. mm2 was in a net cash position as at March 2016. Though we do not rule out the possibility of the group taking on more debt, as it is constantly on the lookout for acquisitions that can complement its existing business and also to build its recurring income base, the full impact from its recent acquisitions should lead to stronger earnings and equity base.

Asset-light business model. More than half of its assets are current assets, comprising mainly cash and receivables, even with the acquisition of cinemas and UnUsUal.

Share Price Drivers:

UnUsUal listing. The successful listing of UnUsUal, which mm2 acquired at 10.2x PE back in February 2016, would enable mm2 to crystallise gains and to unlock value, and allow UnUsUal to tap on public funds for expansion.

Growing production and distribution income.

Its core business, which includes production, distribution and sponsorship, is expected to account for at least 70% of total revenue going forward. In terms of production project pipeline, we expect more than half of the production to come from North Asia. In China, we are expecting the group to also produce dramas, which will have a much bigger production budget than movies. Even for movies in China, their production budgets and margins are also better than local productions. mm2, together with Clover Films, has also recently clinched the distribution rights for 19 movies in Singapore and Malaysia. Though distribution margins are much lower than production, at about 3% vs ~40%, it is very scalable.

Key Risks:

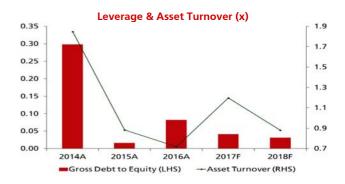
No long-term financing arrangements for productions. The commencement of each production is dependent on mm2's ability to secure funding.

Availability of good scripts. Lack of good scripts for production may lead to less support from stakeholders.

Unable to predict the commercial success of movies produced. The commercial success of its productions is primarily determined by inherently unpredictable audience reactions.

Company Background

mm2 Asia is a leading producer of films and TV/online content in Asia. As a producer, mm2 provides services over the entire film-making process – from financing and production to marketing and distribution, and thus has diversified revenue streams.



Number of Titles (Production & Distribution)

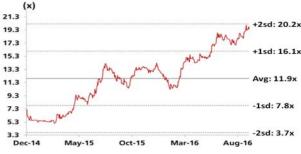
Year	Number of Titles (Production)	Number of Titles (Distribution)
FY Mar 2012	3	2
FY Mar 2013	6	8
FY Mar 2014	6	18
FY Mar 2015	9	26
FY Mar 2016	14	24
Apr 16 to Sep 17*	37	

^{*} projection

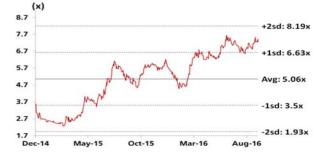
Details of cinemas acquired

Cinema	Place	Capacity
Cathay Cineplex	Johor Bahru	14 screens, 2,826 seats
City Square		
Cathay Cineplex	Damansara	16 screens, 2,472 seats
Damansara		
Mega Cineplex Prai	Penang	6 screens, 1,420 seats
Mega Cineplex	Langkawi	3 screens 536 seats
Langkawi		
Mega Cineplex	Bertam	4 screens 756 seats
Bertam		





PB Band (x)



Source: Company, DBS Bank





mm2 Asia

Segmental Breakdown	20144	20154	20164	2017F	20105	Source: Compan	y, DDS Darik
FY Mar	2014A	2015A	2016A	2017F	2018F		
Revenues (S\$m)				445 =	400.4		
Core Business	16.1	24.3	29.8	112.5	130.4		
Production				51.9	59.9		
Distribution				47.6	56.5		
Sponsorship				3.0	4.0		= 0 .0 .0
TV Content				10.0	10.0		Full-year contribution
Cinema			4.9	16.0	16.0		from the five cinema
UnUsUal			2.6	20.6 \	35.8		
Vividthree	16.1	24.2	3.6	5.0	5.0		
Total	16.1	24.3	38.3	154.1	187.1		Partial contributions
Gross profit (S\$m)	F 4	0.6	12.1	24.4	27.7		from UnUsUal
Core Business	5.1	9.6	13.1	24.1	27.7		
Production				20.8	23.9		
Distribution				1.4	1.7		
Sponsorship				0.5	0.6		
TV Content			2.0	1.5	1.5		
Cinema			2.8	8.8	8.8		
UnUsUal			2.5	7.6	13.2		
Vividthree			2.5	3.5	3.5		
Total	5.1	9.6	18.4	44.1	53.3		
Gross profit Margins (%)		20					
Core Business	32	39	44	21	21		
Production				40	40		
Distribution				3	3.		
Sponsorship				15	15		Much lower margin o
TV Content				15	15		about 3% for
Cinema			57	55	55		distribution business;
UnUsUal				37	37		vs about 40% for
Vividthree			69	70	70		production
Total	31.6	39.5	48.0	28.6	28.5	l	
ncome Statement (S\$m)							
FY Mar	2014A	2015A	2016A	2017F	2018F		
Revenue	16.1	24.3	38.3	154	187		
Cost of Goods Sold	(11.0)	(14.7)	(20.0)	(110)	(134)		
Gross Profit	5.09	9.58	18.4	44.1	53.3		
Other Opng (Exp)/Inc	(1.4)	(3.0)	(0.8)	(21.6)	(24.3)		
Operating Profit	3.72	6.62	10.4	22.5	28.9		
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0		
Associates & JV Inc	0.0	0.0	0.0	0.0	0.0		
Net Interest (Exp)/Inc	0.0	0.0	(0.4)	(0.4)	(0.4)		
Exceptional Gain/(Loss)	0.0	(0.1)	0.0	0.0	0.0		
Pre-tax Profit	3.70	6.58	9.99	22.1	28.6		
Tax	(0.7)	(1.5)	(1.1)	(3.8)	(4.9)		
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	3.04	5.08	8.90	18.4	23.7		
Net Profit before Except.	3.05	5.13	8.90	18.4	23.7		
EBITDA	7.16	9.92	19.4	31.5	37.9		
Growth							
Revenue Gth (%)	N/A	50.7	57.9	302.0	21.4		
FRITDA C+b (0/)	, .	30.7 20.F	05.3		20.5		

95.2

56.7

73.4

48.0

27.1

23.2

32.1

16.7

27.3

0.0

26.8

62.6

116.7

106.3

28.6

14.6

11.9

33.7

14.3

30.4

0.0

58.1

38.5

78.3

68.1

39.5

27.3

20.9

44.5

18.5

37.7

0.0

NM

nm

nm

nm

31.6

23.0

18.8

166.5

34.8

104.8

0.0

NM

20.5

28.7

29.2

28.5

15.5

12.7

28.1

11.2

26.1

0.0

74.8

EBITDA Gth (%)

Opg Profit Gth (%)

Margins & Ratio

Gross Margins (%)

ROAE (%)

ROA (%)

ROCE (%)

Opg Profit Margin (%)

Net Profit Margin (%)

Div Payout Ratio (%)

Net Interest Cover (x)

Net Profit Gth (Pre-ex) (%)

				100 N
Ouarterly /	/ Interim	Income :	Statement	(SSm)

FY Mar	1H15	2H15	1H16	2H16
Revenue	9.7	14.6	12.7	25.6
Cost of Goods Sold	(4.0)	(10.7)	(4.3)	(15.6)
Gross Profit	5.7	3.9	8.4	10.0
Other Oper. (Exp)/Inc	(1.2)	(1.8)	(3.0)	(5.4)
Operating Profit	4.5	2.1	5.4	4.6
Other Non Opg (Exp)/Inc	0.0	(0.0)	0.0	(0.0)
Associates & JV Inc	0.0	0.0	0.0	0.0
Net Interest (Exp)/Inc	0.0	0.0	0.0	0.0
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0
Pre-tax Profit	4.5	2.0	5.4	4.6
Tax	(0.9)	(0.6)	(0.9)	(0.2)
Minority Interest	0.0	0.0	0.0	0.0
Net Profit	3.6	1.5	4.5	4.4
Net profit bef Except.	3.6	1.5	4.5	4.4
EBITDA	5.3	4.6	6.7	4.6
Growth				
Revenue Gth (%)		51	(13)	102
EBITDA Gth (%)		(13)	45	(31)
Opg Profit Gth (%)		(54)	161	(15)
Net Profit Gth (Pre-ex) (%)		(60)	208	(2)
Margins				
Gross Margins (%)	58.7	26.7	66.1	39.0
Opg Profit Margins (%)	46.7	14.1	42.4	17.9
Net Profit Margins (%)	37.4	10.0	35.5	17.1
Balance Sheet (S\$m)				

Volatile margins mainly due to different stages of revenue recognition

FY Mar	2014A	2015A	2016A	2017F	2018F
Net Fixed Assets	0.10	0.10	3.65	18.1	22.6
Invts in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other LT Assets	3.90	6.36	26.1	17.6	9.18
Cash & ST Invts	0.60	5.76	4.74	21.7	45.4
Inventory	1.49	4.77	9.83	40.3	49.0
Debtors	11.4	20.6	24.4	90.5	110
Other Current Assets	0.0	0.0	0.26	0.26	0.26
Total Assets	17.5	37.6	69.0	188	236
_					
ST Debt	0.10	0.22	0.20	0.20	0.20
Creditor	11.4	14.7	23.8	106	129
Other Current Liab	0.24	1.46	4.21	4.92	6.02
LT Debt	1.02	0.09	2.85	2.85	2.85
Other LT Liabilities	0.94	1.92	0.75	0.75	0.75
Shareholder's Equity	3.65	19.2	36.2	72.6	96.3
Minority Interests	0.13	0.0	0.98	0.98	0.98
Total Cap. & Liab.	17.5	37.6	69.0	188	236
Non-Cash Wkg. Capital	1.23	9.19	6.49	19.9	23.9
Net Cash/(Debt)	(0.5)	5.45	1.69	18.7	42.4
Debtors Turn (avg days)	128.6	240.0	214.2	136.0	195.3
Creditors Turn (avg days)	273.9	417.3	640.7	234.8	344.0
Inventory Turn (avg days)	35.9	100.2	243.0	90.5	130.5
Asset Turnover (x)	1.8	0.9	0.7	1.2	0.9
Current Ratio (x)	1.1	1.9	1.4	1.4	1.5
Quick Ratio (x)	1.0	1.6	1.0	1.0	1.1
Net Debt/Equity (X)	0.1	CASH	CASH	CASH	CASH
Net Debt/Equity ex MI (X)	0.1	CASH	CASH	CASH	CASH
Capex to Debt (%)	46.0	645.4	279.3	492.0	164.0
Z-Score (X)	15.8	12.3	8.1	3.8	3.6

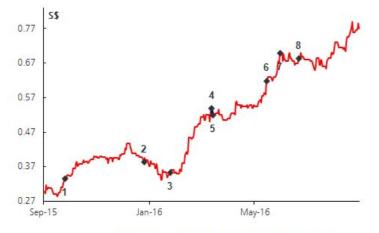
Source: Company, DBS Bank

Cash Flow Statement (S\$m)

FY Mar	2014A	2015A	2016A	2017F	2018F
Pre-Tax Profit	3.70	6.58	9.99	22.1	28.6
Dep. & Amort.	3.45	3.29	8.98	8.98	8.98
Tax Paid	(0.7)	(1.5)	(1.1)	(3.1)	(3.8)
Assoc. & JV Inc/(loss)	0.0	0.0	0.0	0.0	0.0
Chg in Wkg.Cap.	(7.0)	(12.0)	(22.6)	(14.1)	(5.1)
Other Operating CF	1.00	1.00	0.0	0.0	0.0
Net Operating CF	0.53	(2.6)	(4.7)	14.0	28.7
Capital Exp.(net)	(0.5)	(2.0)	(8.5)	(15.0)	(5.0) -
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	0.0	0.0	0.0	0.0	0.0
Other Investing CF	0.0	0.0	0.0	0.0	0.0
Net Investing CF	(0.5)	(2.0)	(8.5)	(15.0)	(5.0)
Div Paid	0.0	0.0	0.0	0.0	0.0
Chg in Gross Debt	0.0	2.94	2.35	0.0	0.0
Capital Issues	0.0	7.75	9.10	18.0	0.0
Other Financing CF	0.46	(1.7)	(0.7)	0.0	0.0
Net Financing CF	0.46	9.05	10.7	18.0	0.0
Currency Adjustments	0.0	0.0	0.0	0.0	0.0
Chg in Cash	0.47	4.44	(2.5)	17.0	23.7
Opg CFPS (S cts)	1.81	2.27	3.96	5.36	6.46
Free CFPS (S cts)	0.00	(1.1)	(2.9)	(0.2)	4.53

Source: Company, DBS Bank

Target Price & Ratings History



S.No.	Date of Report	Closing Price	Target Price	Rating
1;	06 Oct 15	0.34	0.42	NOT RATED
2:	05 Jan 16	0.39	0.52	BUY
3:	04 Feb 16	0.36	0.52	BUY
4:	23 Mar 16	0.54	0.52	BUY
5:	24 Mar 16	0.52	0.63	BUY
6:	25 May 16	0.62	0.75	BUY
7:	10 Jun 16	0.70	0.75	BUY
8:	01 Jul 16	0.69	0.83	BUY

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

Source: DBS Bank Analyst: Lee Keng LING DBS Bank recommendations are based an Absolute Total Return* Rating system, defined as follows:

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

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

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

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

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

Share price appreciation + dividends

Completed Date: 13 Sep 2016 08:03:06 Dissemination Date: 13 Sep 2016 09:07:39

GENERAL DISCLOSURE/DISCLAIMER

This report is prepared by DBS Bank Ltd. This report is solely intended for the clients of DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte 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")) do not make any representation or warranty as to its accuracy, completeness or correctness. Opinions expressed are subject to change without notice. This document 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 and 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.

DBS Vickers Securities (USA) Inc ("DBSVUSA")"), a U.S.-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 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. As of 13 Sep 2016, the analyst(s) and his/her spouse and/or relatives who are financially dependent on the analyst(s), do not hold interests in the securities recommended in this report ("interest" includes direct or indirect ownership of securities). 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.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES

- 1. DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"), their subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of 31 Aug 2016.
- 2. DBS Bank Ltd does not market make 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.

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. ("DBS") or DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"), both of which 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 and DBSVS are regulated by the Monetary Authority of Singapore under the laws of Singapore, which differ from Australian laws. Distribution of this report is intended only for "wholesale investors" within the meaning of the CA.
Hong Kong	This report is being distributed in Hong Kong by or on behalf of, and is attributable to DBS Vickers (Hong Kong) Limited which is licensed and regulated by the Hong Kong Securities and Futures Commission and/or by DBS Bank (Hong Kong) Limited which is regulated by the Hong Kong Monetary Authority and the Securities and Futures Commission. Where this publication relates to a research report, unless otherwise stated in the research report(s), DBS Bank (Hong Kong) Limited is not the issuer of the research report(s). This publication including any research report(s) is/are distributed on the express understanding that, whilst the information contained within is believed to be reliable, the information has not been independently verified by DBS Bank (Hong Kong) Limited. This report is intended for distribution in Hong Kong only to professional investors (as defined in the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) and any rules promulgated thereunder.) For any query regarding the materials herein, please contact Paul Yong (CE. No. ASE988) at equityresearch@dbs.com.
Indonesia	This report is being distributed in Indonesia by PT DBS Vickers Securities Indonesia.
Malaysia	This report is distributed in Malaysia by AllianceDBS Research Sdn Bhd ("ADBSR"). Recipients of this report, received from ADBSR are to contact the undersigned at 603-2604 3333 in respect of any matters arising from or in connection with this report. In addition to the General Disclosure/Disclaimer found at the preceding page, recipients of this report are advised that ADBSR (the preparer of this report), its holding company Alliance Investment Bank Berhad, their respective connected and associated corporations, affiliates, their directors, officers, employees, agents and parties related or associated with any of them may have positions in, and may effect transactions in the securities mentioned herein and may also perform or seek to perform broking, investment banking/corporate advisory and other services for the subject companies. They may also have received compensation and/or seek to obtain compensation for broking, investment banking/corporate advisory and other services from the subject companies.
	Wong Ming Tek, Executive Director, ADBSR

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. Research reports distributed are only intended for institutional clients only and no other person may act upon it.
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	This research report is being distributed in The Dubai International Financial Centre ("DIFC") by DBS Bank Ltd., (DIFC Branch) having its office at PO Box 506538, 3 rd Floor, Building 3, East Wing, Gate Precinct, Dubai International Financial Centre (DIFC), Dubai, United Arab Emirates. DBS Bank Ltd., (DIFC Branch) is regulated by The Dubai Financial Services Authority. This research report is intended only for professional clients (as defined in the DFSA rulebook) and no other person may act upon it.
United 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 Bank Ltd

12 Marina Boulevard, Marina Bay Financial Centre Tower 3 Singapore 018982 Tel. 65-6878 8888 e-mail: equityresearch@dbs.com Company Regn. No. 196800306E

