

# Hong Leong Financial Group (HLFG MK)

## 1HFY22 earnings above expectations

### Maintain BUY

We raise HLFG's FY22-24E earnings by 5-7% on the back of higher earnings from HL Bank. On the back of a higher TP for HL Bank, our SOP-derived TP for HLFG is raised too to MYR22.10 from MYR20.55 previously. We maintain a BUY on HLFG.

### Above expectations

HLFG's 1HFY22 earnings were above expectations predominantly because of higher-than-expected earnings from HL Bank. Our FY22/23E earnings are raised 5%/7% to accommodate an upward revision to HL Bank's net profit forecasts. HLFG declared an interim DPS of 15sen (nil in 1HFY21).

### HL Bank's earnings above expectations

HL Bank's 2QFY22 core net profit of MYR739m (+10% YoY, -17% QoQ) was above expectations, taking 1HFY22 core net profit to MYR1,629m (+16.4% YoY) or 53%/54% of our full-year forecast/consensus respectively. The variance arose predominantly from further NIM expansion QoQ and much stronger earnings from Bank of Chengdu (BOCD), which saw its pretax profit contribution jump 40% YoY. BOCD now contributes to 22% of group pretax, up from 20% in 1HFY21. We understand that the bank has no exposure to troubled property developers in China.

### Insurance division fared well

HL Capital's 1HFY22 pretax profit declined 45% YoY in 1HFY22 due to lower trading activity on the stock market and reduced investment banking earnings. HL Assurance Holdings saw its pretax profit rise 13% YoY in 1HFY22 due to a higher life fund surplus, lower operating expenses and higher contribution from the general insurance division.

FYE Jun (MYR m)	FY20A	FY21A	FY22E	FY23E	FY24E
Operating income	5,258	6,199	6,452	6,825	7,121
Pre-provision profit	2,898	3,806	3,978	4,265	4,472
Core net profit	1,927	2,265	2,249	2,662	2,795
Core EPS (MYR)	1.70	2.00	1.98	2.35	2.47
Core EPS growth (%)	4.2	17.7	(0.7)	18.4	5.0
Net DPS (MYR)	0.38	0.40	0.58	0.68	0.72
Core P/E (x)	7.7	8.9	9.7	8.2	7.8
P/BV (x)	0.7	0.9	0.9	0.8	0.8
Net dividend yield (%)	2.9	2.2	3.0	3.5	3.7
Book value (MYR)	18.21	19.89	21.25	22.88	24.60
ROAE (%)	9.6	10.4	9.5	10.5	10.3
ROAA (%)	0.8	0.9	0.8	0.9	0.9
Consensus net profit	-	-	2,257	2,575	2,785
MKE vs. Consensus (%)	-	-	(1.3)	3.4	0.4

Desmond Ch'ng, BFP, FCA  
desmond.chng@maybank-ib.com  
(603) 2297 8680

# BUY

Share Price	MYR 19.32
12m Price Target	MYR 22.10 (+14%)
Previous Price Target	MYR 20.55

### Company Description

HLFG holds a 64% stake in Hong Leong Bank, a 70% stake in Hong Leong Assurance, 30% of MSIG Insurance, and 81% of Hong Leong Capital, among others.

### Statistics

52w high/low (MYR)	19.50/16.48
3m avg turnover (USDm)	0.9
Free float (%)	16.0
Issued shares (m)	1,148
Market capitalisation	MYR22.2B USD5.3B

### Major shareholders:

Hong Leong Company (Malaysia) Bhd.	51.9%
Guoco Group Ltd.	25.4%
Employees Provident Fund	3.1%

### Price Performance



	-1M	-3M	-12M
Absolute (%)	6	12	14
Relative to index (%)	1	7	13

Source: FactSet

## Hong Leong Financial Group - Results summary

FYE June (MYR m)	Quarterly					Cumulative		
	2Q22	2Q21	% YoY	1Q22	% QoQ	6MFY22	6MFY21	% YoY
Interest income	1,485.2	1,467.3	1.2	1,453.9	2.2	2,939.1	2,935.7	0.1
Interest expense	(499.5)	(578.6)	(13.7)	(501.2)	(0.3)	(1,000.7)	(1,223.1)	(18.2)
<b>Net interest income</b>	<b>985.7</b>	<b>888.7</b>	<b>10.9</b>	<b>952.7</b>	<b>3.5</b>	<b>1,938.4</b>	<b>1,712.6</b>	<b>13.2</b>
Islamic banking income	233.0	234.2	(0.5)	208.1	12.0	441.1	452.8	(2.6)
Non-interest income	325.6	496.5	(34.4)	398.5	(18.3)	724.1	952.8	(24.0)
<b>Operating income</b>	<b>1,544.3</b>	<b>1,619.4</b>	<b>(4.6)</b>	<b>1,559.3</b>	<b>(1.0)</b>	<b>3,103.6</b>	<b>3,118.2</b>	<b>(0.5)</b>
Operating expenses	(581.3)	(596.2)	(2.5)	(579.3)	0.3	(1,160.6)	(1,196.8)	-3.0
<b>Operating profit</b>	<b>963.0</b>	<b>1,023.2</b>	<b>(5.9)</b>	<b>980.0</b>	<b>(1.7)</b>	<b>1,943.0</b>	<b>1,921.4</b>	<b>1.1</b>
Loan loss provisions	(33.2)	(240.6)	(86.2)	(48.5)	(31.6)	(81.7)	(341.7)	(76.1)
Other provisions	0.4	0.4	19.2	0.2	128.2	0.6	(0.3)	nm
Associates & jvs	271.3	184.3	47.2	242.8	11.8	514.1	375.6	36.9
<b>Pretax Profit</b>	<b>1,201.6</b>	<b>967.2</b>	<b>24.2</b>	<b>1,174.4</b>	<b>2.3</b>	<b>2,376.0</b>	<b>1,955.0</b>	<b>21.5</b>
Taxation	(362.8)	(172.0)	110.9	(209.8)	72.9	(572.6)	(305.0)	87.7
Minority interest	(279.4)	(267.6)	4.4	(324.0)	(13.8)	(603.4)	(535.4)	12.7
<b>Net profit</b>	<b>559.5</b>	<b>527.6</b>	<b>6.0</b>	<b>640.6</b>	<b>(12.7)</b>	<b>1,200.0</b>	<b>1,114.6</b>	<b>7.7</b>
Recurring net profit	559.5	527.6	6.0	672.5	(16.8)	1,232.0	1,114.6	10.5
<b>Segmental analysis</b>								
Commercial bank	825.4	647.6	27.5	824.1	0.2	1,649.5	1,370.7	20.3
Investment bank	21.3	53.4	(60.1)	36.9	(42.1)	58.2	106.1	(45.2)
Insurance	87.9	110.5	(20.4)	84.1	4.5	172.0	151.9	13.3
Other segments	(4.4)	(28.6)	(84.7)	(13.4)	(67.6)	(17.8)	(49.4)	(63.9)
Associates/JVs	271.3	184.3	47.2	242.8	11.8	514.1	375.6	36.9
<b>Pretax profit</b>	<b>1,201.6</b>	<b>967.2</b>	<b>24.2</b>	<b>1,174.4</b>	<b>2.3</b>	<b>2,376.0</b>	<b>1,955.0</b>	<b>21.5</b>
EPS (sen)	49.3	46.5	6.0	56.5	(12.7)	105.8	98.3	7.6
Gross DPS (sen)	15.0	0.0	-	0.0	-	15.0	-	-
Cost-to-income (%)	37.6	36.8	0.8	37.2	0.5	37.4	38.4	(1.0)
Tax rate (%)	30.2	17.8	12.4	17.9	12.3	24.1	15.6	8.5

Sources: Company, Maybank IBG Research

## SOTP TP raised to MYR22.10

Our SOTP TP is raised to MYR22.10 from MYR20.55 on rolling forward valuations and imputing a higher TP for HL Bank of MYR24.70 from MYR20.80, pegged to a CY23 PBV of 1.4x, supported by a CY23 ROE of 11.6%. BUY maintained.

### Sum-of-the-parts

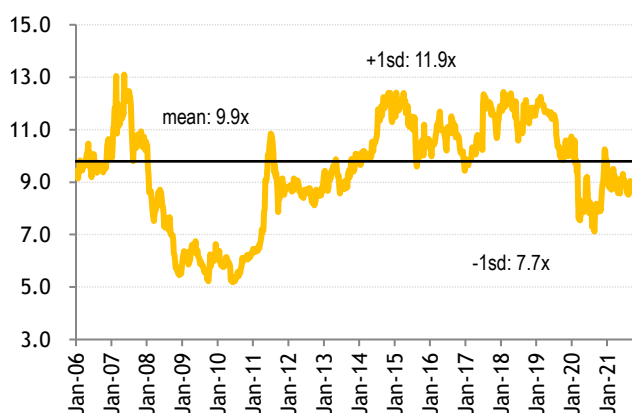
Entity	Shs' funds (RM'm)	As at	Multiple (x)	Sharehdg	Value (RM'm)	Comments
HL Bank	32,627	CY23E	1.4	64.4%	30,243.1	CY23 ROE of 11.6%
HL Assurance (EV)	2,867	end-Jun 21	1.0	70.0%	2,006.9	1x Embedded Value
MSIG	3,223	end-Jun 21	1.5	30.0%	1,450.2	In line with peers
HL MSIG Takaful	206	end-Dec 21	1.0	65.0%	124.0	At book value
HL Capital	927	end-Dec 21	1.0	81.3%	754.3	At book value
					<b>34,578.5</b>	
Actual holding co net debt		end-Dec 21			(2,874.7)	
<b>Total sum-of-parts</b>					<b>31,703.7</b>	
Share capital					1,147.5	
Fair value (RM)					27.63	
Holding co discount					20%	
<b>Target price (RM)</b>					<b>22.10</b>	

Source: Company, Maybank IBG Research

## Risk statement

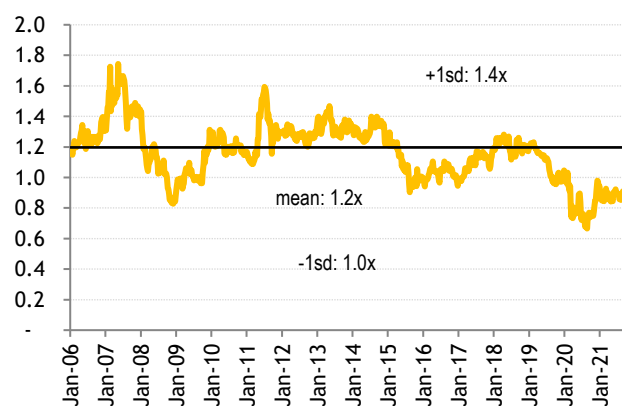
There are several risk factors for our earnings estimates, target price and rating for HLFH. Any slowdown in the domestic economy would have a negative impact on the HL Bank's earnings, as would a pick-up in deposit competition. Meanwhile, deterioration in China's economic outlook, particularly in Sichuan Province where 18%-owned Bank of Chengdu is located, would negatively impact associate contributions. 70%-owned HLA's premium growth is dependent on consumer sentiment while its financial performance would be susceptible to fluctuations in interest rates. 30%-owned MSIG operates in a competitive environment whereby the 'detariffication' of motor and fire tariffs is likely to result in price competition. HL Capital, meanwhile, is subject to capital-market volatility.

HLFG: One-year forward rolling PER (x)



Source: Bank, Maybank IBG Research

HLFG: One-year forward rolling P/BV (x)



Source: Bank, Maybank IBG Research

FYE 30 Jun	FY20A	FY21A	FY22E	FY23E	FY24E
<b>Key Metrics</b>					
Core P/E (x)	7.7	8.9	9.7	8.2	7.8
Core FD P/E (x)	7.7	8.9	9.7	8.2	7.8
P/BV (x)	0.7	0.9	0.9	0.8	0.8
P/NTA (x)	0.8	1.0	1.0	0.9	0.9
Net dividend yield (%)	2.9	2.2	3.0	3.5	3.7
<b>INCOME STATEMENT (MYR m)</b>					
Interest income	6,563.1	5,795.1	8,491.1	8,984.2	9,435.5
Interest expense	(3,591.6)	(2,236.1)	(4,548.7)	(4,737.3)	(4,967.8)
<b>Net interest income</b>	<b>2,971.5</b>	<b>3,559.0</b>	<b>3,942.4</b>	<b>4,246.9</b>	<b>4,467.7</b>
Islamic banking income	846.5	919.4	947.0	975.4	1,004.7
Net insurance income	0.0	0.0	0.0	0.0	0.0
Net fees and commission	0.0	0.0	0.0	0.0	0.0
Other income	0.0	0.0	0.0	0.0	0.0
<b>Total non-interest income</b>	<b>1,439.8</b>	<b>1,720.5</b>	<b>1,562.5</b>	<b>1,602.8</b>	<b>1,648.9</b>
<b>Operating income</b>	<b>5,257.8</b>	<b>6,198.9</b>	<b>6,451.9</b>	<b>6,825.1</b>	<b>7,121.3</b>
Staff costs	0.0	0.0	0.0	0.0	0.0
Other operating expenses	0.0	0.0	0.0	0.0	0.0
<b>Operating expenses</b>	<b>(2,359.4)</b>	<b>(2,392.5)</b>	<b>(2,474.2)</b>	<b>(2,559.8)</b>	<b>(2,649.8)</b>
<b>Pre-provision profit</b>	<b>2,898.4</b>	<b>3,806.3</b>	<b>3,977.8</b>	<b>4,265.3</b>	<b>4,471.5</b>
Loan impairment allowances	(329.6)	(650.0)	(136.2)	(134.4)	(153.8)
Other allowances	(0.2)	(0.7)	(0.4)	(0.4)	(0.4)
Associates & JV income	731.0	815.8	932.4	1,008.7	1,091.3
<b>Pretax profit</b>	<b>3,299.5</b>	<b>3,971.5</b>	<b>4,773.6</b>	<b>5,139.2</b>	<b>5,408.7</b>
Income tax	(520.6)	(595.1)	(1,399.1)	(1,100.3)	(1,157.5)
Minorities	(921.5)	(1,111.1)	(1,146.3)	(1,376.7)	(1,455.8)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
<b>Reported net profit</b>	<b>1,857.5</b>	<b>2,265.3</b>	<b>2,228.2</b>	<b>2,662.1</b>	<b>2,795.3</b>
<b>Core net profit</b>	<b>1,926.6</b>	<b>2,265.3</b>	<b>2,248.6</b>	<b>2,662.1</b>	<b>2,795.3</b>
<b>BALANCE SHEET (MYR m)</b>					
Cash & deposits with banks	20,378.0	14,121.2	13,004.9	12,627.2	11,656.3
Sec. under resale agreements	50.2	0.0	0.0	0.0	0.0
Derivatives financial assets	0.0	0.0	0.0	0.0	0.0
Dealing securities	23,721.0	28,039.2	28,600.0	29,172.0	29,755.4
Available-for-sale securities	49,518.6	60,495.3	64,797.9	69,407.7	74,346.6
Investment securities	0.0	0.0	0.0	0.0	0.0
Loans & advances	145,520.8	154,778.8	165,324.8	173,591.1	181,453.4
Central bank deposits	0.0	0.0	0.0	0.0	0.0
Investment in associates/JVs	5,626.0	6,872.9	7,594.1	8,374.8	9,219.9
Insurance assets	0.0	0.0	0.0	0.0	0.0
Fixed assets	2,178.1	2,035.5	2,279.8	2,553.4	2,859.8
Intangible assets	2,615.2	2,670.6	2,669.0	2,667.4	2,665.8
Other assets	3,995.2	4,266.5	4,289.9	4,326.8	4,306.2
<b>Total assets</b>	<b>253,603.2</b>	<b>273,280.0</b>	<b>288,560.5</b>	<b>302,720.4</b>	<b>316,263.5</b>
Deposits from customers	171,593.5	182,914.0	194,299.3	204,014.3	213,254.6
Deposits from banks & FIs	8,574.3	14,179.5	14,888.4	15,632.9	16,414.5
Derivatives financial instruments	0.0	0.0	0.0	0.0	0.0
Subordinated debt	0.0	0.0	0.0	0.0	0.0
Other securities in issue	0.0	0.0	0.0	0.0	0.0
Other borrowings	3,866.3	3,675.8	3,675.8	3,675.8	3,675.8
Insurance liabilities	16,462.7	17,731.8	19,859.6	22,242.7	24,911.9
Other liabilities	22,053.6	20,845.6	19,192.8	17,256.7	14,682.2
<b>Total liabilities</b>	<b>222,550.4</b>	<b>239,346.5</b>	<b>251,915.9</b>	<b>262,822.3</b>	<b>272,938.9</b>
Share capital	2,267.0	2,267.0	2,267.0	2,267.0	2,267.0
Reserves	18,631.0	20,551.4	22,116.3	23,993.0	25,963.7
Shareholders' funds	20,898.0	22,818.4	24,383.3	26,260.0	28,230.7
Preference shares	0.0	0.0	0.0	0.0	0.0
Minority interest	10,154.7	11,115.0	12,261.3	13,638.0	15,093.8
Total equity	31,052.8	33,933.4	36,644.6	39,898.1	43,324.6
<b>Total liabilities &amp; equity</b>	<b>253,603.2</b>	<b>273,280.0</b>	<b>288,560.5</b>	<b>302,720.4</b>	<b>316,263.5</b>

FYE 30 Jun	FY20A	FY21A	FY22E	FY23E	FY24E
<b>Key Ratios</b>					
<b>Growth (%)</b>					
Net interest income	(0.1)	19.8	10.8	7.7	5.2
Non-interest income	(9.8)	19.5	(9.2)	2.6	2.9
Operating expenses	(0.9)	1.4	3.4	3.5	3.5
Pre-provision profit	0.0	31.3	4.5	7.2	4.8
Core net profit	3.5	17.6	(0.7)	18.4	5.0
Gross loans	na	na	na	na	na
Customer deposits	6.0	6.6	6.2	5.0	4.5
Total assets	6.6	7.8	5.6	4.9	4.5
<b>Profitability (%)</b>					
Non-int. income/Total income	27.4	27.8	24.2	23.5	23.2
Average lending yields	3.15	2.62	3.51	3.51	3.50
Average cost of funds	1.95	1.13	2.15	2.12	2.12
Net interest margin	1.84	2.06	2.02	2.04	2.03
Cost/income	44.9	38.6	38.3	37.5	37.2
<b>Liquidity (%)</b>					
Loans/customer deposits	84.8	84.6	85.1	85.1	85.1
<b>Asset quality (%)</b>					
Net NPL	0.4	0.3	0.3	0.2	0.2
Gross NPL	0.6	0.5	0.4	0.3	0.3
(SP+GP)/average gross loans	0.2	0.4	0.1	0.1	0.1
Loan loss coverage	141.5	246.6	187.5	250.0	250.0
<b>Capital adequacy (%)</b>					
CET1	13.9	14.0	14.5	15.1	15.8
Tier 1 capital	14.5	14.6	14.8	15.4	16.1
Risk-weighted capital	16.7	16.7	16.2	16.8	17.5
<b>Returns (%)</b>					
ROAE	9.6	10.4	9.5	10.5	10.3
ROAA	0.8	0.9	0.8	0.9	0.9
Shareholders equity/assets	8.2	8.3	8.4	8.7	8.9

Source: Company; Maybank

## Research Offices

### ECONOMICS

**Suhaimi ILIAS**  
Chief Economist  
Malaysia | Philippines | Global  
(603) 2297 8682  
suhaimi\_ilias@maybank-ib.com

**CHUA Hak Bin**  
Regional Thematic Macroeconomist  
(65) 6231 5830  
chuahb@maybank.com

**LEE Ju Ye**  
Singapore | Thailand | Indonesia  
(65) 6230 5844  
leejuye@maybank.com

**Dr Zamros DZULKAFLI**  
(603) 2082 6818  
zamros.d@maybank-ib.com

**Fatin Nabila MOHD ZAINI**  
(603) 2297 8685  
fatinnabila.mohdzaini@maybank-ib.com

### FX

**Saktiandi SUPAAT**  
Head of FX Research  
(65) 6320 1379  
saktiandi@maybank.com.sg

**Christopher WONG**  
(65) 6320 1347  
wongkl@maybank.com.sg

**TAN Yanxi**  
(65) 6320 1378  
tanyx@maybank.com.sg

**Fiona LIM**  
(65) 6320 1374  
fionalim@maybank.com.sg

### STRATEGY

**Anand PATHMAKANTHAN**  
ASEAN  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com

### FIXED INCOME

**Winson PHOON, ACA**  
(65) 6340 1079  
winsonphoon@maybank.com

**SE THO Mun Yi**  
(603) 2074 7606  
munyi.st@maybank-ib.com

### REGIONAL EQUITIES

**Anand PATHMAKANTHAN**  
Head of Regional Equity Research  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com

**WONG Chew Hann, CA**  
Head of ASEAN Equity Research  
(603) 2297 8686  
wchewh@maybank-ib.com

**ONG Seng Yeow**  
Research, Technology & Innovation  
(65) 6231 5839  
ongsengyeow@maybank.com

### MALAYSIA

**Anand PATHMAKANTHAN** *Head of Research*  
(603) 2297 8783  
anand.pathmakanthan@maybank-ib.com  
• Strategy

**WONG Chew Hann, CA**  
(603) 2297 8686  
wchewh@maybank-ib.com  
• Non-Bank Financials (stock exchange)  
• Construction & Infrastructure

**Desmond CH'NG, BFP, FCA**  
(603) 2297 8680  
desmond.chng@maybank-ib.com  
• Banking & Finance

**LIAW Thong Jung**  
(603) 2297 8688 tjliaw@maybank-ib.com  
• Oil & Gas Services - Regional  
• Automotive

**ONG Chee Ting, CA**  
(603) 2297 8678 ct.ong@maybank-ib.com  
• Plantations - Regional

**YIN Shao Yang, CPA**  
(603) 2297 8916 samuel.y@maybank-ib.com  
• Gaming - Regional  
• Media • Aviation • Non-Bank Financials

**TAN Chi Wei, CFA**  
(603) 2297 8690 chiwei.t@maybank-ib.com  
• Power • Telcos

**WONG Wei Sum, CFA**  
(603) 2297 8679 weisum@maybank-ib.com  
• Property • Glove

**Jade TAM**  
(603) 2297 8687 jade.tam@maybank-ib.com  
• Consumer Staples & Discretionary

**Syifaa' Nur FARAH**  
(603) 2297 8675  
nurfarahsyifaa.mohamadfuad@maybank-ib.com  
• Construction • Renewable Energy • REITs

**Arvind JAYARATNAM**  
(603) 2297 8692  
arvind.jayaratnam@maybank.com  
• Petrochemicals • Technology

**Shafiq KADIR**  
(603) 2297 8691  
msshafiqk.abkadir@maybank-ib.com  
• Healthcare • Software

**LOH Yan Jin**  
(603) 2297 8687  
lohyanjin.loh@maybank-ib.com  
• Ports • Shipping

**TEE Sze Chiah** *Head of Retail Research*  
(603) 2082 6858 szechiah.t@maybank-ib.com  
• Retail Research

**Nik Ihsan RAJA ABDULLAH, MSTA, CFTe**  
(603) 2297 8694  
nikmohdihsan.ra@maybank-ib.com  
• Chartist

**Amirah AZMI**  
(603) 2082 8769 amirah.azmi@maybank-ib.com  
• Retail Research

### SINGAPORE

**Thilan WICKRAMASINGHE** *Head of Research*  
(65) 6231 5840 thilanw@maybank.com  
• Banking & Finance - Regional  
• Consumer

**CHUA Su Tye**  
(65) 6231 5842 chuasutye@maybank.com  
• REITs - Regional

**LAI Gene Lih, CFA**  
(65) 6231 5832 laigenelih@maybank.com  
• Technology • Healthcare

**Eric ONG**  
(65) 6231 5924 ericong@maybank.com  
• SMIDs

**Kelvin TAN**  
(65) 6231 5837 kelvintan1@maybank.com  
• Telcos

### PHILIPPINES

**Jacqui de JESUS** *Head of Research*  
(63) 2 8849 8840  
jacqui.dejesus@maybank.com  
• Strategy • Conglomerates

**Rachelleen RODRIGUEZ, CFA**  
(63) 2 8849 8843  
rachelleen.rodriquez@maybank.com  
• Banking & Finance • Transport • Telcos

**Daphne SZE**  
(63) 2 8849 8847  
daphne.sze@maybank.com  
• Consumer

**Miguel SEVIDAL**  
(63) 2 8849 8844  
miguel.sevidal@maybank.com  
• REITs • Property

**Fiorenzo de JESUS**  
(63) 2 8849 8846  
fiorenzo.dejesus@maybank.com  
• Utilities

### VIETNAM

**Quan Trong Thanh** *Head of Research*  
(84 28) 44 555 888 ext 8184  
thanh.quan@maybank.com  
• Banks

**Hoang Huy, CFA**  
(84 28) 44 555 888 ext 8181  
hoanghuy@maybank.com  
• Strategy • Technology • Industrials

**Le Nguyen Nhat Chuyen**  
(84 28) 44 555 888 ext 8082  
chuyen.le@maybank.com  
• Oil & Gas • Logistics

**Nguyen Thi Sony Tra Mi**  
(84 28) 44 555 888 ext 8084  
trami.nguyen@maybank.com  
• Consumer

**Tyler Manh Dung Nguyen**  
(84 28) 44 555 888 ext 8085  
manhdung.nguyen@maybank.com  
• Utilities • Property

**Nguyen Thi Ngan Tuyen**  
*Head of Retail Research*  
(84 28) 44 555 888 ext 8081  
tuyen.nguyen@maybank.com  
• Retail Research

**Nguyen Thanh Lam**  
(84 28) 44 555 888 ext 8086  
thanhlam.nguyen@maybank.com  
• Chartist

### INDIA

**Jigar SHAH** *Head of Research*  
(91) 22 4223 2632 jigars@maybank.com  
• Strategy • Oil & Gas • Automobile • Cement

**Neerav DALAL**  
(91) 22 4223 2606 neerav@maybank.com  
• Software Technology • Telcos

**Vikram RAMALINGAM**  
(91) 22 4223 2607  
vikram@maybank.com  
• Automobile • Media

### INDONESIA

**Rahmi MARINA**  
(62) 21 8066 8689  
rahmi.marina@maybank.com  
• Banking & Finance

**Willy GOUTAMA**  
(62) 21 8066 8500  
willygoutama@maybank.com  
• Consumer

**Satriawan, CTA**  
(62) 21 8066 8682  
satriawan@maybank.com  
• Chartist

### THAILAND

**Maria LAPIZ** *Head of Institutional Research*  
Dir (66) 2257 0250 | (66) 2658 6300 ext 1399  
maria.l@maybank.com  
• Strategy • Consumer • Materials • Services

**Jesada TECHAHUSDIN, CFA**  
(66) 2658 6300 ext 1395  
jesada.t@maybank.com  
• Banking & Finance

**Vanida GEISLER, CPA**  
(66) 2658 6300 ext 1394  
vanida.g@maybank.com  
• Property • REITs

**Yuwanee PROMMAPORN**  
(66) 2658 6300 ext 1393  
yuwanee.p@maybank.com  
• Services • Healthcare

**Ekachai TARAPORNTIP** *Head of Retail Research*  
(66) 2658 5000 ext 1530  
ekachai.t@maybank.com

**Surachai PRAMUALCHAROENKIT**  
(66) 2658 5000 ext 1470  
surachai.p@maybank.com  
• Auto • Conmat • Contractor • Steel

**Suttatip PEERASUB**  
(66) 2658 5000 ext 1430  
suttatip.p@maybank.com  
• Food & Beverage • Commerce

**Jaroonpan WATTANAWONG**  
(66) 2658 5000 ext 1404  
jaroonpan.w@maybank.com  
• Transportation • Small cap

**Thanatphat SUKSRICHAVALIT**  
(66) 2658 5000 ext 1401  
thanatphat.s@maybank.com  
• Media • Electronics

**Wijit ARAYAPISIT**  
(66) 2658 5000 ext 1450  
wijit.a@maybank.com  
• Strategist

**Theerasate PROMPONG**  
(66) 2658 5000 ext 1400  
theerasate.p@maybank.com  
• Equity Portfolio Strategist

**Apiwat TAVESIRIVATE**  
(66) 2658 5000 ext 1310  
apiwat.t@maybank.com  
• Chartist and TFXE

## APPENDIX I: TERMS FOR PROVISION OF REPORT, DISCLAIMERS AND DISCLOSURES

### DISCLAIMERS

This research report is prepared for general circulation and for information purposes only and under no circumstances should it be considered or intended as an offer to sell or a solicitation of an offer to buy the securities referred to herein. Investors should note that values of such securities, if any, may fluctuate and that each security's price or value may rise or fall. Opinions or recommendations contained herein are in form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from the relevant jurisdiction's stock exchange in the equity analysis. Accordingly, investors' returns may be less than the original sum invested. Past performance is not necessarily a guide to future performance. This report is not intended to provide personal investment advice and does not take into account the specific investment objectives, the financial situation and the particular needs of persons who may receive or read this report. Investors should therefore seek financial, legal and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

The information contained herein has been obtained from sources believed to be reliable but such sources have not been independently verified by Maybank Investment Bank Berhad, its subsidiary and affiliates (collectively, "Maybank IBG") and consequently no representation is made as to the accuracy or completeness of this report by Maybank IBG and it should not be relied upon as such. Accordingly, Maybank IBG and its officers, directors, associates, connected parties and/or employees (collectively, "Representatives") shall not be liable for any direct, indirect or consequential losses or damages that may arise from the use or reliance of this report. Any information, opinions or recommendations contained herein are subject to change at any time, without prior notice.

This report may contain forward looking statements which are often but not always identified by the use of words such as "anticipate", "believe", "estimate", "intend", "plan", "expect", "forecast", "predict" and "project" and statements that an event or result "may", "will", "can", "should", "could" or "might" occur or be achieved and other similar expressions. Such forward looking statements are based on assumptions made and information currently available to us and are subject to certain risks and uncertainties that could cause the actual results to differ materially from those expressed in any forward looking statements. Readers are cautioned not to place undue relevance on these forward-looking statements. Maybank IBG expressly disclaims any obligation to update or revise any such forward looking statements to reflect new information, events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

Maybank IBG and its officers, directors and employees, including persons involved in the preparation or issuance of this report, may, to the extent permitted by law, from time to time participate or invest in financing transactions with the issuer(s) of the securities mentioned in this report, perform services for or solicit business from such issuers, and/or have a position or holding, or other material interest, or effect transactions, in such securities or options thereon, or other investments related thereto. In addition, it may make markets in the securities mentioned in the material presented in this report. One or more directors, officers and/or employees of Maybank IBG may be a director of the issuers of the securities mentioned in this report to the extent permitted by law.

This report is prepared for the use of Maybank IBG's clients and may not be reproduced, altered in any way, transmitted to, copied or distributed to any other party in whole or in part in any form or manner without the prior express written consent of Maybank IBG and Maybank IBG and its Representatives accepts no liability whatsoever for the actions of third parties in this respect.

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. This report is for distribution only under such circumstances as may be permitted by applicable law. The securities described herein may not be eligible for sale in all jurisdictions or to certain categories of investors. Without prejudice to the foregoing, the reader is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

### Malaysia

Opinions or recommendations contained herein are in the form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from Bursa Malaysia Securities Berhad in the equity analysis.

### Singapore

This report has been produced as of the date hereof and the information herein may be subject to change. Maybank Research Pte. Ltd. ("MRPL") in Singapore has no obligation to update such information for any recipient. For distribution in Singapore, recipients of this report are to contact MRPL in Singapore in respect of any matters arising from, or in connection with, this report. If the recipient of this report is not an accredited investor, expert investor or institutional investor (as defined under Section 4A of the Singapore Securities and Futures Act), MRPL shall be legally liable for the contents of this report, with such liability being limited to the extent (if any) as permitted by law.

### Thailand

Except as specifically permitted, no part of this presentation may be reproduced or distributed in any manner without the prior written permission of Maybank Securities (Thailand) Public Company Limited. Maybank Securities (Thailand) Public Company Limited ("MST") accepts no liability whatsoever for the actions of third parties in this respect.

Due to different characteristics, objectives and strategies of institutional and retail investors, the research products of MST Institutional and Retail Research departments may differ in either recommendation or target price, or both. MST reserves the rights to disseminate MST Retail Research reports to institutional investors who have requested to receive it. If you are an authorised recipient, you hereby tacitly acknowledge that the research reports from MST Retail Research are first produced in Thai and there is a time lag in the release of the translated English version.

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey may be changed after that date. MST does not confirm nor certify the accuracy of such survey result.

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, MST does not confirm, verify, or certify the accuracy and completeness of the assessment result.

### US

This third-party research report is distributed in the United States ("US") to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Maybank Securities USA Inc ("MSUS"), a broker-dealer registered in the US (registered under Section 15 of the Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by MSUS in the US shall be borne by MSUS. This report is not directed at you if Maybank IBG is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that MSUS is permitted to provide research material concerning investments to you under relevant legislation and regulations. All U.S. persons receiving and/or accessing this report and wishing to effect transactions in any security mentioned within must do so with: Maybank Securities USA Inc. 400 Park Avenue, 11th Floor, New York, New York 10022, 1-(212) 688-8886 and not with, the issuer of this report.



## UK

This document is being distributed by Maybank Securities (London) Ltd (“MSUK”) which is authorized and regulated, by the Financial Conduct Authority and is for Informational Purposes only. This document is not intended for distribution to anyone defined as a Retail Client under the Financial Services and Markets Act 2000 within the UK. Any inclusion of a third party link is for the recipients convenience only, and that the firm does not take any responsibility for its comments or accuracy, and that access to such links is at the individuals own risk. Nothing in this report should be considered as constituting legal, accounting or tax advice, and that for accurate guidance recipients should consult with their own independent tax advisers.

## DISCLOSURES

### Legal Entities Disclosures

**Malaysia:** This report is issued and distributed in Malaysia by Maybank Investment Bank Berhad (15938- H) which is a Participating Organization of Bursa Malaysia Berhad and a holder of Capital Markets and Services License issued by the Securities Commission in Malaysia. **Singapore:** This report is distributed in Singapore by MRPL (Co. Reg No 198700034E) which is regulated by the Monetary Authority of Singapore. **Indonesia:** PT Maybank Sekuritas Indonesia (“PTMSI”) (Reg. No. KEP-251/PM/1992) is a member of the Indonesia Stock Exchange and is regulated by the Financial Services Authority (Indonesia). **Thailand:** MST (Reg. No.0107545000314) is a member of the Stock Exchange of Thailand and is regulated by the Ministry of Finance and the Securities and Exchange Commission. **Philippines:** Maybank Securities Inc (Reg. No.01-2004-00019) is a member of the Philippines Stock Exchange and is regulated by the Securities and Exchange Commission. **Vietnam:** Maybank Securities Limited (License Number: 117/GP-UBCK) is licensed under the State Securities Commission of Vietnam. **Hong Kong:** MIB Securities (Hong Kong) Limited (Central Entity No AAD284) is regulated by the Securities and Futures Commission. **India:** MIB Securities India Private Limited (“MIBSI”) is a participant of the National Stock Exchange of India Limited and the Bombay Stock Exchange and is regulated by Securities and Exchange Board of India (“SEBI”) (Reg. No. INZ000010538). MIBSI is also registered with SEBI as Category 1 Merchant Banker (Reg. No. INM 000011708) and as Research Analyst (Reg No: INH000000057) **US:** Maybank Securities USA Inc is a member of/and is authorized and regulated by the FINRA - Broker ID 27861. **UK:** Maybank Securities (London) Ltd (Reg No 2377538) is authorized and regulated by the Financial Conduct Authority.

### Disclosure of Interest

**Malaysia:** Maybank IBG and its Representatives may from time to time have positions or be materially interested in the securities referred to herein and may further act as market maker or may have assumed an underwriting commitment or deal with such securities and may also perform or seek to perform investment banking services, advisory and other services for or relating to those companies.

**Singapore:** As of 1 March 2022, Maybank Research Pte. Ltd. and the covering analyst do not have any interest in any companies recommended in this research report.

**Thailand:** MST may have a business relationship with or may possibly be an issuer of derivative warrants on the securities /companies mentioned in the research report. Therefore, Investors should exercise their own judgment before making any investment decisions. MST, its associates, directors, connected parties and/or employees may from time to time have interests and/or underwriting commitments in the securities mentioned in this report.

**Hong Kong:** As of 1 March 2022, MIB Securities (Hong Kong) Limited and the authoring analyst do not have any interest in any companies recommended in this research report.

**India:** As of 1 March 2022, and at the end of the month immediately preceding the date of publication of the research report, MIBSI, authoring analyst or their associate / relative does not hold any financial interest or any actual or beneficial ownership in any shares or having any conflict of interest in the subject companies except as otherwise disclosed in the research report. In the past twelve months MIBSI and authoring analyst or their associate did not receive any compensation or other benefits from the subject companies or third party in connection with the research report on any account what so ever except as otherwise disclosed in the research report.

Maybank IBG may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment and may receive compensation for the services provided from the companies covered in this report.

## OTHERS

### Analyst Certification of Independence

The views expressed in this research report accurately reflect the analyst’s personal views about any and all of the subject securities or issuers; and no part of the research analyst’s compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

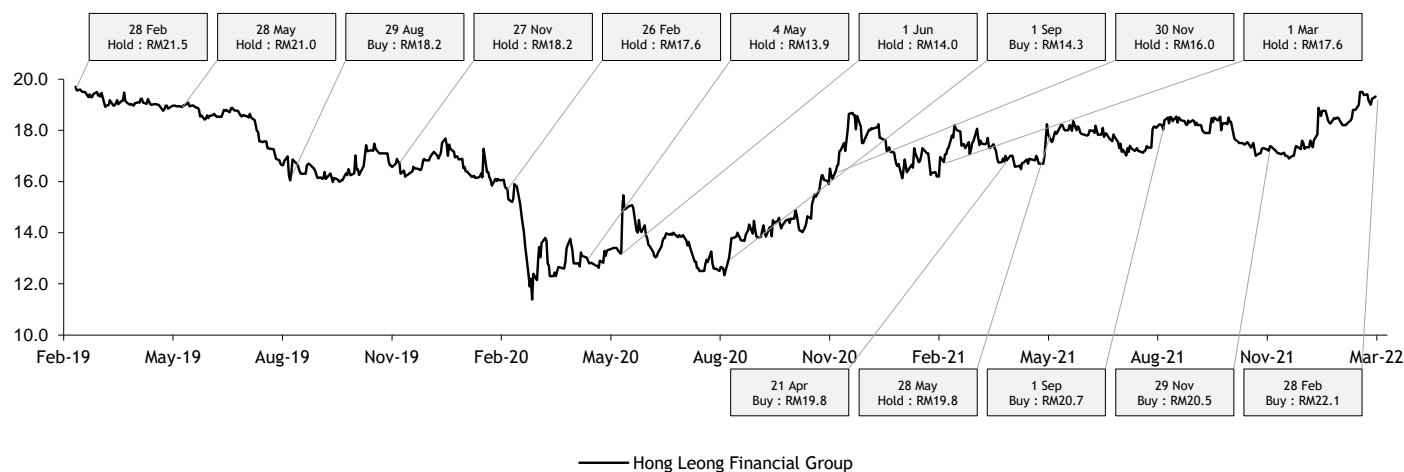
### Reminder

Structured securities are complex instruments, typically involve a high degree of risk and are intended for sale only to sophisticated investors who are capable of understanding and assuming the risks involved. The market value of any structured security may be affected by changes in economic, financial and political factors (including, but not limited to, spot and forward interest and exchange rates), time to maturity, market conditions and volatility and the credit quality of any issuer or reference issuer. Any investor interested in purchasing a structured product should conduct its own analysis of the product and consult with its own professional advisers as to the risks involved in making such a purchase.

No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without the prior consent of Maybank IBG.



Historical recommendations and target price: Hong Leong Financial Group (HLFG MK)



**Definition of Ratings**

Maybank IBG Research uses the following rating system

- BUY** Return is expected to be above 10% in the next 12 months (including dividends)
- HOLD** Return is expected to be between 0% to 10% in the next 12 months (including dividends)
- SELL** Return is expected to be below 0% in the next 12 months (including dividends)

**Applicability of Ratings**

The respective analyst maintains a coverage universe of stocks, the list of which may be adjusted according to needs. Investment ratings are only applicable to the stocks which form part of the coverage universe. Reports on companies which are not part of the coverage do not carry investment ratings as we do not actively follow developments in these companies.

### Malaysia

Maybank Investment Bank Berhad  
(A Participating Organisation of  
Bursa Malaysia Securities Berhad)  
33rd Floor, Menara Maybank,  
100 Jalan Tun Perak,  
50050 Kuala Lumpur  
Tel: (603) 2059 1888;  
Fax: (603) 2078 4194  
Stockbroking Business:  
Level 8, Tower C, Dataran Maybank,  
No.1, Jalan Maarof  
59000 Kuala Lumpur  
Tel: (603) 2297 8888  
Fax: (603) 2282 5136

### Singapore

Maybank Securities Pte Ltd  
Maybank Research Pte Ltd  
50 North Canal Road  
Singapore 059304

Tel: (65) 6336 9090

### Hong Kong

MIB Securities (Hong Kong) Limited  
28/F, Lee Garden Three,  
1 Sunning Road, Causeway Bay,  
Hong Kong

Tel: (852) 2268 0800

Fax: (852) 2877 0104

### London

Maybank Securities (London) Ltd  
PNB House  
77 Queen Victoria Street  
London EC4V 4AY, UK

Tel: (44) 20 7332 0221

Fax: (44) 20 7332 0302

### New York

Maybank Securities USA Inc  
400 Park Avenue, 11th Floor  
New York, New York 10022,  
U.S.A.

Tel: (212) 688 8886

Fax: (212) 688 3500

### Indonesia

PT Maybank Sekuritas Indonesia  
Sentral Senayan III, 22<sup>nd</sup> Floor  
Jl. Asia Afrika No. 8  
Gelora Bung Karno, Senayan  
Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188

Fax: (62) 21 2557 1189

### India

MIB Securities India Pte Ltd  
1101, 11<sup>th</sup> floor, A Wing, Kanakia  
Wall Street, Chakala, Andheri -  
Kurla Road, Andheri East,  
Mumbai City - 400 093, India

Tel: (91) 22 6623 2600

Fax: (91) 22 6623 2604

### Philippines

Maybank Securities Inc  
17/F, Tower One & Exchange Plaza  
Ayala Triangle, Ayala Avenue  
Makati City, Philippines 1200

Tel: (63) 2 8849 8888

Fax: (63) 2 8848 5738

### Thailand

Maybank Securities (Thailand) PCL  
999/9 The Offices at Central World,  
20<sup>th</sup> - 21<sup>st</sup> Floor,  
Rama 1 Road Pathumwan,  
Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales)

Tel: (66) 2 658 6801 (research)

### Vietnam

Maybank Securities Limited  
4A-15+16 Floor Vincom Center Dong  
Khoi, 72 Le Thanh Ton St. District 1  
Ho Chi Minh City, Vietnam

Tel : (84) 844 555 888

Fax : (84) 8 38 271 030

### Sales Trading

Kevin Foy  
Regional Head Sales Trading  
kevinfoy@maybank.com  
Tel: (65) 6636-3620  
US Toll Free: 1-866-406-7447

#### Indonesia

Helen Widjaja  
helen.widjaja@maybank.com  
(62) 21 2557 1188

#### New York

James Lynch  
jlynch@maybank-keusa.com  
Tel: (212) 688 8886

#### Philippines

Keith Roy  
keith\_roy@maybank.com  
Tel: (63) 2 848-5288

#### London

Greg Smith  
gsmith@maybank.co.uk  
Tel: (44) 207-332-0221

#### India

Sanjay Makhija  
sanjaymakhija@maybank.com  
Tel: (91)-22-6623-2629