

37.8%

23.2%

1.1%

# Frasers Hospitality Trust (FHT SP) RevPAR Tracking In Line

## Expect stronger 2H22; valuation stretched; HOLD

1H22 DPU was +>100% YoY/-13% HoH, and c.35% of our FY22 forecast. All markets saw GOR (gross operating revenue) increase YoY, and (except for Malaysia) also positive and better GOP (gross operating profit). Sector fundamentals are improving, with reopening borders offering tailwinds to demand recovery. We raise DPUs by 5-6% on stronger RevPAR assumptions and lift our DDM-based TP (COE: 6.2%, LTG: 2.0%) to SGD0.55 from SGD0.50. FHT's assets are well-placed, and we see stronger RevPAR in 2H22E. Its recent share price surge suggests a poor risk-reward at 3.5% FY23 DPU yield and we stay at HOLD. We prefer ART (ART SP, SGD1.16, BUY, TP SGD1.35) for its more diversified portfolio, concentrated long-stay assets and upside from capital distributions amid uneven RevPAR recovery.

## Better Singapore RevPAR visibility in FY23

Its Singapore portfolio saw GOR rise c.9% YoY/8% HoH in 1H22, while GOP jumped c.23% YoY/6% HoH. They were driven by better RevPAR, which rose c.15% YoY/7% HoH to SGD137, as the Intercontinental reopened after serving the government's isolation contracts from Oct-Dec 2021. Singapore's full relaxation should help strengthen RevPAR in 2H22, and we maintain our estimates at +25% YoY. We expect visibility to improve in FY23, as recovery gains momentum, with a lift from corporate travel.

## UK leading overseas recovery, Australia falls

RevPAR for its Australia portfolio fell c.7% YoY/48% HoH, with a tapering of the government's quarantine business from Dec 2021, and demand hurt by the Omicron surge in Jan-Feb 2022. We see improving RevPAR, with the exit of lockdowns and firm forward bookings. Occupancy in the UK rose to 60.6% (from 16.8%/39.4% in 1H21/2H21), while RevPAR jumped >100% YoY/65% HoH. We expect RevPAR recovery to gain traction in 2H22, from rising leisure demand and resumption of corporate travel.

## Sofitel Sydney sale bolsters balance sheet

The Sofitel Sydney Wentworth divestment, completed on 29 Apr, delivered SGD23.7m of gains. With proceeds reducing borrowings, gearing should fall from 42% at end-Mar 2022 to c.34%, while fixed-rate debt rises to c.88% (from 77.1%). FHT boasts a strong balance sheet with 2.2% borrowing cost, and a 50bps rise in rates could lower DPU by c.2%. Acquisition prospects are low in our view, with weaker visibility on RevPAR recovery.

FYE Sep (SGD m)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	89	86	99	125	145
Net property income	60	58	71	77	106
Core net profit	36	16	42	45	71
Core EPU (cts)	1.9	0.8	2.2	2.3	3.6
Core EPU growth (%)	(51.7)	(56.6)	168.4	5.9	56.2
DPU (cts)	1.4	1.0	2.1	2.2	3.5
DPU growth (%)	(68.4)	(30.0)	109.6	6.3	58.9
P/NTA (x)	0.6	0.7	1.0	0.8	0.7
DPU yield (%)	3.3	2.2	3.2	3.4	5.4
ROAE (%)	(8.0)	1.3	2.3	2.2	3.4
ROAA (%)	1.5	0.7	1.8	1.8	2.6
Debt/Assets (x)	0.38	0.42	0.42	0.37	0.35
Consensus DPU	-	-	na	na	na
MKE vs. Consensus (%)	-	-	na	na	na

Chua Su Tye chuasutye@maybank.com (65) 6231 5842

## **HOLD**

Share Price SGD 0.65

12m Price Target SGD 0.55 (-9%)

Previous Price Target SGD 0.50

#### **Company Description**

Frasers Hospitality invests in income-producing hospitality real estate and related assets.

#### Statistics

52w high/low (SGD)	0.66/0.43
3m avg turnover (USDm)	0.9
Free float (%)	37.4
Issued shares (m)	1,869
Market capitalisation	SGD1.2B
	USD869M

Major shareholders: Tcc Group Investments Ltd. Frasers Property Ltd.

# Metro Holdings Ltd. Price Performance



Frasers Hosp. - (LHS, SGD) ——Frasers Hosp. / Straits Times Index - (RHS, %)

- 1741	-3M	-12M
21	45	16
23	40	11
	21 23	21 45

Source: FactSet



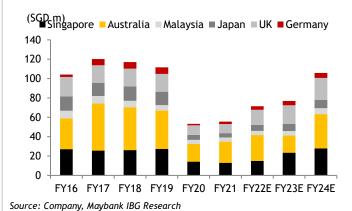
Co. Reg No: 198700034E MICA (P): 099/03/2012

## Maybank

## Value Proposition

- 15 assets valued at SGD2.3b in prime locations in gateway cities in Asia, Australia and Europe. Comprise nine hotels and six serviced residences with a total of 3,914 rooms.
- Sponsor Frasers Property is a diversified real-estate player with SGD39.2b AUM as of end-Mar 2021. Owns & operates more than 17,000 serviced apartments / hotel rooms.
- Strategic partner TCC Group is among Southeast Asia's largest conglomerates.
- Organic growth led by recovery in Singapore's hotel RevPAR & new contributions from Australia, Germany.
- Gearing high at 42.2% and should fall in 1H22, but acquisition growth prospects spoor.

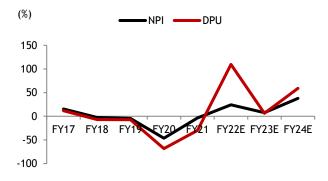
#### NPI breakdown



## **Financial Metrics**

- We expect occupancies across its hotel portfolio to recover well-supported by strong leisure demand.
- We forecast better RevPARs for Singapore, Japan, Germany and the UK to mitigate the weaker Australia operations.
- DPUs to recover in FY20 after weakness in FY18 helped by rising contributions from Intercontinental Singapore and acquisition in Germany.

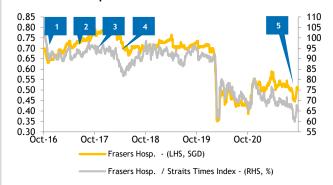
#### NPI and DPU growth profile



Source: Company, Maybank IBG Research

## **Price Drivers**

#### Historical share price trend



Source: Company, Maybank IBG Research

- 1. Feb-16: Completes SGD26m AEI at Intercontinental Singapore, with hotel inventory back to 403 rooms.
- May-16: Raises SGD100m from perpetual securities at 4.45% to acquire 328-room Maritim Hotel Dresden for EUR58.4m (SGD90.4m) at 6.8% NPI yields.
- 3. Sep-16: Launches 32-for-100 renounceable rights which raised SGD266.3m in gross proceeds, to acquire the 380-room Novotel Melbourne on Collins.
- 4. Mar-17: Announces JPY4.25b (SGD53.1m) AEI for the retail component of ANA Crowne Plaza.
- Ocy-21: Announces divestment of Sofitel Sydney Wentworth for AUD305.0m (SGD309.1m) at 4.1%/3.3% FY19/FY21 NPI yield.

## Swing Factors

## Upside

- Earlier-than-expected pick-up in corporate demand.
- Better-than-anticipated RevPAR.
- Accretive acquisitions where cap rates exceed cost of funds, or divestments at low cap rates which unlock asset values.

#### Downside

- Sizeable increases in hotel and serviced residence room supply without corresponding growth in demand.
- Deterioration in global economy, resulting in declines in RevPARs.
- Significant volatility in FX rates could impede hedging efforts and affect DPU.
- Sharper-than-expected rise in interest rates could increase cost of debt and hit earnings, with higher cost of capital lowering valuations.

chuasutye@maybank.com





chuasutye@maybank.com

Risk Rating & Score <sup>1</sup>	14.2 (Low)
Score Momentum <sup>2</sup>	-6.5
Last Updated	31 March 2021
Controversy Score <sup>3</sup> (Updated: 23 Nov 2014)	0 - No Reported Incident

## **Business Model & Industry Issues**

- FHT draws on its available pool of funds to invest in hospitality real estate, undertake asset enhancements, and redevelop properties to optimise value for its unitholders. It is susceptible to sustainability-focused investors with strong preference for investing in companies that meet specific ESG criteria, given its incessant need for additional capital.
- Its activities relating to permissible investments, leverage limits and annual reporting requirements are closely regulated by the MAS under Singapore's code on collective investment schemes. Independence, real estate and capital markets experience on its board is high, with strong representation by members with international experience, essential in our view, as its overseas portfolio is a sizeable growth platform.
- Has introduced near to long term sustainability targets in 2020 to align with its sponsor, including achieving BCA Green Mark (Gold) certification for 80% and to green finance the majority of its assets by 2024, as well as to be net zero carbon by 2050.
- It had expanded reporting to cover 14 properties since FY18, excluding Maritim Hotel Dresden (given master lease limitations) and participated for a 2nd time in the Global Real Estate Sustainability Benchmark Assessment 2020 to maintain a score of 60 and 2-star rating. At the asset level, five UK properties are enrolled in the globally recognised Green Tourism programme.

## Material E issues

- Its InterContinental Singapore was certified BCA Green Mark GoldPLUS (in FY18), while three UK serviced residences and the Park International London were awarded Bronze and Frasers Edinburgh Silver by the Green Tourism programme.
- While carbon emissions and energy and water consumption fell 25.0% YoY, 21.7% YoY and 23.8% YoY in FY20 due to significantly lower occupancies, their intensities rose 19.1% YoY, 24.4% YoY and 20.4% YoY, as utilities were essential to maintain key amenities across its properties.
- Reiterated its targets to achieve energy and water intensity cuts of 3.0% and 1.5% pa for the portfolio from 2018-24.
- Expanded waste reporting in FY20 to 10 (from 8 in FY19) of its sponsored-managed properties, and to raised this to 14 assets by end 2021, while establishing a recycling target.

#### Material S issues

- Front-office excellence training, and epitome training and grooming conducted for all staff at FHT-managed properties, while new, existing staff at InterContinental Singapore trained on chain's approach to hospitality, and new hires and Novotel Melbourne undergo Peopleology service training prior to employment.
- Guests' feedback is collated from in-room, post-stay surveys and travel service platforms to monitor service satisfaction, while independent mystery shopper audits are deployed by external parties to assess service quality.
- Recorded an average of 49 training hours per employee in FY20, above the 40-hour group-level target.
- Gender diversity is high, with female representation at 75% amongst all employees (in FY20), and two-thirds at the management level.

## Key G metrics and issues

- Its six Frasers-branded serviced residences and two London hotels, the Park Western Cromwell and Park International, are managed by its sponsor, which supports its growth via a pipeline of property assets from its development activities, and access to capital markets.
- Board independence is high it does not comprise any members with executive functions, and 4 of its 6 members, including the Chairman are independent.
- Management fee structure, with base fee at 0.3% of its deposited property, performance fee at 5.5% pa of distributable income, and acquisition and disposal fee at 1.0% and 0.5% deal value, is comparable to peers.
- The cumulative remuneration of its key management team, including the CEO, has represented <2.8% of the REIT's distributable income since it was first reported in FY18.
- Payout ratio for its taxable income has been consistently maintained above the minimum 90% threshold for tax transparency. Management retained 80% of its distributable income during 2Q20 in anticipation of weaker performance due to COVID-19.
- Maintains a conservative balance sheet with leverage averaging c.36% over 2017-20.
- Holds a global and diversified portfolio of 14 quality, tradable hospitality assets, yet capital recycling efforts have been slow, with its most recent acquisition activity recorded in 4Q 2016, of the Novotel Melbourne on Collins.

<u>Risk Rating & Score</u> - derived by Sustainalytics and assesses the company's exposure to unmanaged ESG risks. Scores range between 0 - 50 in order of increasing severity with low/high scores & ratings representing negligible/significant risk to the company's enterprise value, respectively, from ESG-driven financial impacts. <u>2Score Momentum</u> - indicates changes to the company's score since the last update - a <u>negative</u> integer indicates a company's improving risk score; a <u>positive</u> integer indicates a deterioration. <u>3Controversy Score</u> - reported periodically by Sustainalytics in the event of material ESG-related incident(s), with the impact severity scores of these events ranging from Category 0-5 (0 - no reports; 1 - negligible risks; ...; 5 - poses serious risks & indicative of potential structural deficiencies at the company).

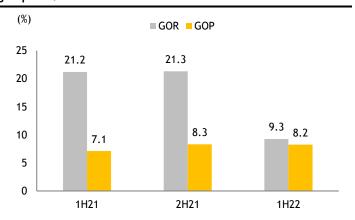
Fig 1: 1H22A comparison

FYE 31 Mar	2H20	1H21	2H21	Change		YTD20	% of FYE	FY21E
	(SGD m)	(SGD m)	(SGD m)	(% YoY)	(% HoH)	(SGD m)		(SGD m)
Gross revenue	39.9	45.6	44.1	10.4	(3.3)	44.1	44.7	98.7
Property expenses	(13.2)	(14.7)	(12.4)	(5.7)	(15.4)	(12.4)	44.8	(27.8)
Net property income	26.7	30.9	31.7	18.4	2.5	31.7	44.6	70.9
Borrowing costs	(9.4)	(11.0)	(10.0)	6.6	(9.3)	(10.0)	46.5	(21.5)
Distributable income to unitholders	7.7	15.5	13.6	75.5	(12.2)	13.6	34.5	39.4
Distribution per unit (SGD cts)	0.18	0.80	0.70	293.2	(12.5)	0.70	34.5	2.04
NAV per unit (SGD)	0.66	0.65	0.65					
Aggregate leverage (%)^	37.7	42.2	42.3	460	10			
All-in financing cost (%)^	2.2	2.0	2.2	0	20			
Singapore Occupancy (%)^	56.0	79.1	68.1	1210	(1100)			
RevPAR growth (%)	(42.9)	16.8	15.3					
NPI margin (%)^	66.9	67.7	71.8	485	404			

<sup>^</sup>Change in basis points

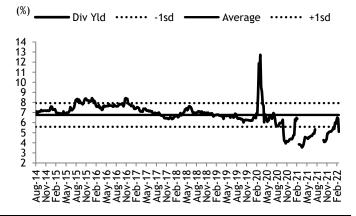
Source: Company data, Maybank IBG Research

Fig 2: Singapore's GOR was up c.9% YoY and 8% HoH, while GOP jumped c.23% YoY and 6% HoH



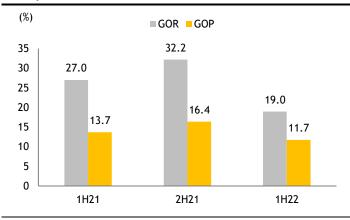
Source: Company data

Fig 4: DPU yields have been compressed by recent acquisitions to just over 1SD below their 5-year avg.



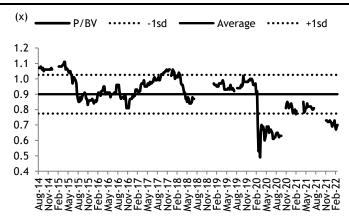
Source: Bloomberg, Maybank IBG Research

Fig 3: Australia's GOR was at +c.13% YoY and -5% HoH, with GOP up c.7% YoY but down 10% HoH



Source: Company data

Fig 5: P/BV has fallen with the decline in NPI but should be supported at 0.8x.



Source: Bloomberg, Maybank IBG Research

Fig 6: S-REITs valuation comparison

Company	Rec.	Price	TP	Upside	Yield	Total	MC	ADTV	Free	BVPS	P/BV	D	ividen	d yield	(%)	Gearing
						return			Float							(D/A)
		(SGD)	(SGD)	(%)	(%)	(%)	(SGD b)	(SGD m)	(%)	(SGD)	(x)	19	20	21E	22E	(%)
Retail							8.2	12.4			0.90	3.8	5.7	5.8	6.0	33
Frasers Ctr Trust (FCT)	Buy	2.45	2.90	18.4	5.1	23.5	4.2	8.5	59	2.31	1.06	3.7	4.9	5.1	5.2	33
Starhill Global (SGREIT)	NR	0.60					1.3	1.5	38	0.85	0.70	5.0	6.7	6.5	7.0	36
SPH REIT (SPHREIT)	Hold	0.98	0.95	(2.6)	5.6	3.1	2.7	2.5	29	1.02	0.95	2.8	5.5	5.6	5.7	30
Retail & Office							28.7	111.7			0.97	4.3	5.1	5.3	5.6	38
Cap. Int. Comm. Trust (CICT)	Buy	2.33	2.55	9.4	5.0	14.4	15.4	56.0	79	2.10	1.11	3.8	4.5	5.0	5.1	39
Mapletree Comm. (MCT)	Buy	1.87	2.25	20.3	5.0	25.3	6.2	33.0	61	1.74	1.07	4.9	5.1	5.0	5.2	34
Suntec REIT (SUN)	Buy	1.84	2.00	8.7	5.2	13.9	5.3	22.8	59	2.11	0.87	3.8	4.7	5.2	5.5	43
Lendlease REIT (LREIT)	NŔ	0.80					1.8		81	0.98	0.81	4.7	6.0	5.9	6.5	35
Office							6.8	12.9			0.82	5.3	5.5	5.7	5.8	39
Keppel REIT (KREIT)	Buy	1.22	1.30	6.6	5.0	11.6	4.5	12.0	57	1.32	0.93	4.7	4.8	5.0	5.1	39
OUE Comm. (OUECT)	NR	0.42					2.3	0.9	28	0.58	0.72	5.8	6.3	6.4	6.5	39
Industrial							40.5	111.7			1.13	5.4	5.9	6.1	6.2	37
Ascendas REIT (AREIT)	Buy	2.86	3.65	27.6	5.8	33.4	12.0	33.8	62	2.38	1.20	5.2	5.3	5.8	6.0	36
Mapletree Ind. (MINT)	Buy	2.61	3.10	18.8	5.2	24.0	7.0	17.3	77	1.97	1.32	4.8	5.3	5.2	5.3	38
Mapletree Log. (MLT)	Buy	1.79	2.10	17.3	5.0	22.3	8.6	28.7	68	1.48	1.21	4.6	4.9	5.0	5.0	37
Keppel DC REIT (KDCREIT)	NR	2.07	2.10	.,.5	3.0	22.3	3.6	13.8	79	1.34	1.55	4.4	4.8	5.1	5.3	36
Frasers Log. & Ind. (FLT)	NR	1.45					5.4	12.0	71	1.24	1.17	4.8	5.3	5.5	5.5	34
AIMS APAC (AAREIT)	Buy	1.42	1.65	16.2	6.8	23.0	1.0	2.2	58	1.92	0.74	6.3	6.7	6.8	6.9	38
ESR REIT (ESREIT)	Buy	0.39	0.55	41.0	8.0	49.0	2.6	3.4	81	0.40	0.98	7.3	8.0	8.0	8.3	40
Sabana SC REIT (SSREIT)	NR	0.46	0.55	11.0	0.0	17.0	0.5	0.3	57	0.52	0.88	6.1	6.7	7.5	7.6	35
Hospitality	1414	0.40					8.0	13.0	- 37	0.32	0.95	3.0	3.1	4.1	4.7	38
Ascott Res. Trust (ART)	Buy	1.16	1.35	16.4	4.3	20.6	3.8	7.5	61	1.19	0.98	2.6	3.6	4.3	4.9	38
CDL HT (CDLHT)	Hold	1.34	1.45	8.2	4.6	12.8	1.6	2.8	61	1.33	1.01	3.6	3.5	4.6	5.5	40
Far East HT (FEHT)	Buy	0.67	0.80	19.4	4.1	23.5	1.3	1.4	47	0.83	0.81	3.6	3.9	4.1	4.9	33
Frasers HT (FHT)	Hold	0.65	0.55	(14.7)	3.2	(11.5)	1.2	1.3	63	0.65	1.00	2.2	1.5	3.2	3.4	42
Offshore REITs	Hotu	0.03	0.33	(17.7)	J.2	(11.3)	19.7	41.7	03	0.03	0.76	8.1	8.0	8.2	8.0	37
Mapletree N. Asia (MAGIC)	NR	1.20					4.2	18.7	62	1.30	0.70	5.1	5.8	5.8	6.1	42
Capita China Trust (CLCT)	NR	1.17					2.0	6.5	70	1.56	0.92	5.5	7.5	8.1	8.4	38
	NR								78		1.07			6.9		35
Ascendas India Trust (AIT)	_ `	1.26	1 10	24.7	9.0	40.6	1.5	3.8 2.7	76 43	1.18 0.99	0.84	7.0 7.8	7.3 8.5	8.9	7.8 9.3	
Sasseur REIT (SASSR)  Dasin Retail Trust (DASIN)	Buy	0.84	1.10	31.7	8.9	40.6	1.0 0.2						15.3			26 37
,	NR	0.30						0.1	89	1.40 0.92	0.21	13.4		15.3 5.9	n.a.	
BHG Retail REIT (BHGREIT)	NR	0.55					0.3	0.0	24		0.60	n.a.	5.5		5.6	35
Lippo Malls Ind. RT (LMIRT)	NR	0.06	0.05	E2 0	0.0	61.0	0.5	0.2	50	0.09	0.63	n.a.	n.a.	n.a.	n.a.	43
Manulife US REIT (MUST)	Buy	0.63	0.95	52.0	9.0	61.0	1.5	1.6	91	0.67	0.93	9.5	8.5	9.0	9.1	43
Prime US REIT (PRIME)	Buy	0.74	1.10	48.6	9.7	58.3	1.2	0.7	63	0.85	0.88	9.3	9.2	9.7	10.1	38
Keppel P.O. US REIT (KORE)	NR	0.73					1.0	0.7	84	0.82	0.88	8.6	8.3	8.6	9.3	38
Cromwell REIT (CEREIT)	NR	2.30					1.9	0.7	83	6.18	0.19	7.6	n.a.	n.a.	n.a.	38
IREIT Global (IREIT)	NR	0.64					0.7	0.3	66	0.79	0.81	8.0	6.3	7.1	6.9	33
EC World REIT (ECWREIT)	NR	0.65					0.5	0.4	45	0.93	0.69	8.0	9.3	9.3	9.6	38
United Hampshire US (UHU)	NR	0.62					0.5	0.2	91	0.75	0.83	8.3	10.1	10.3	10.5	38
Elite Commercial (ELITE)	NR	0.66					0.5	0.3	76	0.59	1.12	6.7	7.7	7.8	8.0	42
Daiwa House Log (DHL)	NR	0.85					0.6	0.6	77	n.a.	n.a.	n.a.	5.9	6.1	6.2	n.a.
Digital Core REIT (DCREIT)	NR	1.00					1.6	4.2	67	n.a.	n.a.	n.a.	4.2	4.3	5.1	n.a.
Healthcare							3.6	4.0			1.45	2.9	2.8	3.0	-	35
Parkway Life REIT (PREIT)	NR	4.84					2.9	3.6	64	2.37	2.04	2.9	2.8	3.0	3.0	35
First REIT (FIRST)	NR	0.32					0.6	0.4	50	0.37	0.86	n.a.	n.a.	n.a.	n.a.	35
Total REITs							116	307			0.93	5.8	6.2	6.5	6.5	37
S-REIT yield spread														1.2		
FSTREI Index														3.7		
SGS 10Y bond yield														2.5		

Prices as of 29 Apr 2022. NR = Not Rated.

 $Source: Bloomberg, FactSet, Companies, Maybank IBG \ Research$ 

FYE 30 Sep	FY20A	FY21A	FY22E	FY23E	FY24E
Key Metrics					
Price/DPU(x)	30.6	46.3	31.3	29.5	18.5
P/BV (x)	0.6	0.7	1.0	0.8	0.7
P/NTA (x)	0.6	0.7	1.0	0.8	0.7
DPU yield (%)	3.3	2.2	3.2	3.4	5.4
FCF yield (%)	7.2	4.4	4.9	5.2	7.2
INCOME STATEMENT (SGD m)					
Revenue	88.6	85.5	99.5	125.1	145.3
	59.8	57.6	71.5	76.8	105.9
Net property income  Management and trustee fees		· ·	(12.2)	-	
Net financing costs	(9.6) (19.8)	(8.8) (20.4)	(21.5)	(14.0) (22.5)	(15.3) (23.5)
Associates & JV	0.0	0.0	0.0	0.0	0.0
Exceptionals	(146.2)	3.8	0.0	0.0	0.0
•	, ,		0.0		0.0
Other pretax income/expenses	0.3	0.2 <b>24.7</b>	30.3	0.2 <b>32.9</b>	59.6
Pretax profit	(123.4)				
Income tax Minorities	10.0	(8.4) 0.0	(1.6)	(1.7)	(3.2)
	0.0		0.0	0.0	0.0
Discontinued operations  Total return avail to unitholders	2.0	2.0 <b>16.3</b>	2.0 <b>28.7</b>	2.0 <b>31.1</b>	2.0 <b>56.5</b>
	(113.4)		-		
Core net profit	35.6	15.5	41.9	44.7	70.5
Distributable inc to unitholders	26.9	10.8	39.9	42.7	68.5
BALANCE SHEET (SGD m)					
Cash & Short Term Investments	92.5	78.2	78.2	78.2	78.2
Accounts receivable	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	221.0	226.7	226.7	226.7	226.7
Inverstment properties	2,029.6	2,024.8	2,037.3	2,347.7	2,531.5
Intangible assets	0.0	0.0	0.0	0.0	0.0
Investment in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other assets	18.3	19.5	19.5	19.5	19.5
Total assets	2,361.3	2,349.2	2,361.6	2,672.0	2,855.9
ST interest bearing debt	0.0	0.0	0.0	0.0	0.0
Accounts payable	18.9	18.4	18.4	18.4	18.4
LT interest bearing debt	886.4	988.5	988.5	988.5	988.5
Other liabilities	102.9	93.8	93.8	93.8	93.8
Total Liabilities	1,008.2	1,100.7	1,100.7	1,100.7	1,100.7
Shareholders Equity	1,353.2	1,248.5	1,260.9	1,571.3	1,755.2
Minority Interest	0.0	0.0	0.0	0.0	0.0
Total shareholder equity	1,353.2	1,248.5	1,260.9	1,571.3	1,755.2
Total liabilities and equity	2,361.3	2,349.2	2,361.6	2,672.0	2,855.9
CASH FLOW (SGD m)					
Cash flow from operations	60.3	39.2	61.2	65.1	91.8
Capex	(0.7)	(0.5)	0.0	0.0	0.0
Acquisitions & investments	(8.9)	(4.4)	0.0	0.0	0.0
Disposal of FA & investments	0.0	0.0	0.0	0.0	0.0
Dividend income from associates	0.0	0.0	0.0	0.0	0.0
Other investing cash flow	0.0	(3.9)	0.0	0.0	0.0
CF from investing activities	(9.6)	(8.9)	0.2	0.2	0.2
Dividends paid	(47.8)	(24.0)	(39.9)	(42.7)	(68.5)
Interest expense	(18.3)	(18.5)	(21.5)	(22.5)	(23.5)
Change in debt	25.0	103.4	0.0	0.0	0.0
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Other financial activities	(4.5)	(104.5)	0.0	0.0	0.0
CF from financing activities	(4.5) ( <b>45.6</b> )	, ,	(61.4)	(65.3)	(92.0)
Effect of exchange rate changes	(45.6)	(43.6)	(61.4) 0.0	(65.3)	(92.0)
Net cash flow	7.5	(1.1)		0.0	
HEL COSTI HOW	7,5	(14.3)	0.0	0.0	0.0

FYE 30 Sep	FY20A	FY21A	FY22E	FY23E	FY24E
Key Ratios					
Growth ratios (%)					
Revenue growth	(40.9)	(3.4)	16.3	25.8	16.1
Net property income growth	(46.4)	(3.7)	24.1	7.5	37.8
Core net profit growth	(51.1)	(56.5)	169.9	6.9	57.7
Distributable income growth	(67.9)	(59.9)	269.4	7.2	60.4
Profitability ratios (%)					
Net property income margin	67.5	67.4	71.9	61.4	72.9
Core net profit margin	40.2	18.1	42.1	35.8	48.5
Payout ratio	75.6	121.9	95.2	95.5	97.2
DuPont analysis					
Total return margin (%)	nm	19.1	28.9	24.9	38.9
Gross revenue/Assets (x)	0.0	0.0	0.0	0.0	0.1
Assets/Equity (x)	1.7	1.9	1.9	1.7	1.6
ROAE (%)	(8.0)	1.3	2.3	2.2	3.4
ROAA (%)	1.5	0.7	1.8	1.8	2.6
Leverage & Expense Analysis					
Asset/Liability (x)	2.3	2.1	2.1	2.4	2.6
Net gearing (%) (excl. perps)	58.7	72.9	72.2	57.9	51.9
Net interest cover (x)	2.1	2.0	2.4	2.4	3.5
Debt/EBITDA (x)	nm	nm	19.1	17.9	11.9
Capex/revenue (%)	0.8	0.6	0.0	0.0	0.0
Net debt/ (net cash)	793.9	910.3	910.3	910.3	910.3
Debt/Assets (x)	0.38	0.42	0.42	0.37	0.35

Source: Company; Maybank IBG Research

## **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) 6231 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 Brian LEE Shun Rong (65) 6231 5846

brian.lee1@maybank.com

Luong Thu Huong (65) 62315 8467 hana.thuhuong @maybank.com

Saktiandi SUPAAT (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

(65) 6320 1374 fionalim@maybank.com.sg

#### STRATEGY

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

#### FIXED INCOME

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

SE THO Mun Yi, CFA (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

(603) 2297 8687 jade.tam@maybank-ib.com · Consumer Staples & Discretionary

Nur Farah SYIFAA (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

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

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

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

Samuel TAN (65) 6231 5843 samuel.tan@maybank.com • Technology

LI Jialin (65) 6231 5845 jialin.li@maybank.com • REITs

#### **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.rodriguez@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 hoanghuv@mavbank.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

Tran Thi Thanh Nhan (84 28) 44 555 888 ext 8088 nhan.tran@maybank.com Consumer

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

Neeray DAI AI

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

Vikram RAMALINGAM (91) 22 4223 2607 vikram@mavbank.com · Automobile · Media

#### INDONESIA

Rahmi MARINA (62) 21 8066 8689

rahmi.marina@maybank.com

Banking & Finance

Willy GOUTAMA

Consumer

(62) 21 8066 8500 willy.goutama@ma

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

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

Suttatio 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 thananhat s@maybank com Media • Electronics



#### 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 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 3 May 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 3 May 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 3 May 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.

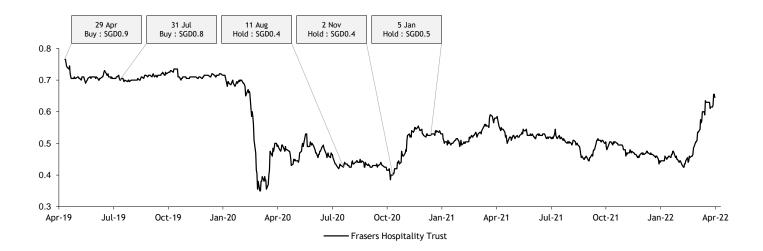
#### Reminder

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.

## Maybank

#### Historical recommendations and target price: Frasers Hospitality Trust (FHT SP)



#### **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

#### 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

#### 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

## 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

#### 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)

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

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

## 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

## 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

#### 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

## 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

## 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

www.maybank-ke.com | www.maybank-keresearch.com