Singapore

April 29, 2022 - 10:33 PM

Company Flash Note

ADD (no change)

Consensus ratings*: Buy 33 Hold 3 Sell 1

Current price:	US\$84.70
Target price:	US\$202.0
Previous target:	US\$202.0
Up/downside:	138.5%
CGS-CIMB / Consensus:	9.6%
Reuters:	SE.N
Bloomberg:	SE US
Market cap:	US\$47,410m
	US\$47,410m
Average daily turnover:	US\$1,050m
	US\$1,050m
Current shares o/s	472.8m
Free float:	37.8%
*Source: Bloomberg	

Key financial forecasts

	Dec-22F	Dec-23F	Dec-24F
Net Profit (US\$m)	(1,957)	(931)	(138)
Core EPADS (US\$)	(3.42)	(1.53)	(0.22)
Core EPS Growth	(11.0%)	(54.8%)	(85.3%)
FD Core P/E (x)	NA	NA	NA
Normalised EPADS (US:	(3.42)	(1.53)	(0.22)
Recurring ROE	(28.5%)	(14.6%)	(2.0%)
P/BV (x)	7.93	8.24	7.19
DPS (US\$)	-	-	-
Dividend Yield	0%	0%	0%



		Source: E	Bloomberg
Price performance	1M	ЗМ	12M
Absolute (%)	-27.6	-38	-68.1
Relative (%)	-21.3	-35.1	-70.6

Major shareholders	% held
Forrest Li Xiaodong	25.4
Tencent	25.6
Gang Ye	6.7

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SEA Ltd

Another digital bank licence in the bag

- Consortium led by SE and YTL was awarded a digital bank licence in Malaysia today. This is the fourth digital bank licence secured by SE to date.
- Digital bank licence will enhance SE's ability to roll out more financial offerings and better monetise its DFS segment.
- SE's first digital bank rollout in Indonesia has seen strong initial traction; it is currently leading in terms of loans and deposits. Reiterate Add.

Consortium led by SE awarded digital bank licence in Malaysia

- A consortium led by Sea Limited and YTL Digital Capital was among the five winners
 of Malaysia's digital bank licences announced by Bank Negara Malaysia (BNM) today.
- YTL Digital Capital is backed by YTL Corp (YTL MK, Add, TP: RM0.65), a Malaysian infrastructure conglomerate, with activities spanning across hotels, property, technology, infrastructure and more.
- The awardees were selected from a total of 29 consortia which applied for the licences in Jun 20. Successful applicants will undergo a period of operational readiness that will be validated by BNM through an audit which may take between 12 to 24 months, before they can commence operations.

4th digital bank licence secured; expect better monetisation of DFS

- This represents the fourth digital bank licence secured by SE to date (after Singapore, Indonesia and Philippines).
- Leveraging its digital bank licences, we believe SE can roll out a more comprehensive suite of services for its digital financial services (DFS) segment going forward, including credit services and insuretech.
- This will allow SE to better monetise the DFS segment, such as offerings with a higher take rate vs. e-wallet payments. With its rapid scaling of user base, expanding product offerings and enhanced commercialisation, SE expects its DFS segment to achieve positive cashflow by FY23F.

SeaBank has already established strong initial traction in Indonesia

- SE began its first digital bank operations in Indonesia (SeaBank) in mid-2021. Tapping
 into its strong Shopee consumer and merchant base, the digital bank has been scaling
 up rapidly, especially in 4Q21, with an attractive savings rate of up to 7%. As of endFeb 22, SeaBank led other digital bank players in Indonesia, ranking No.1 in terms of
 both its loan size as well as deposits.
- SeaBank Indonesia has also turned profitable since Dec 21, and its PPOP of Rp87bn in Feb 22 is much higher than other digital banks in Indonesia (ARTO: Rp23bn, BBYB: -Rp107bn, Blu: -Rp9bn), supported by its high NIM of 15%.

Reiterate Add and TP of US\$202

Reiterate Add. We continue to like SE's longer-term potential given strong ecommerce leadership in ASEAN, immense DFS growth, backed by a robust cashgenerating gaming business. Re-rating catalysts: further commission rate hikes for
Shopee and faster pace of Shopee narrowing losses in 2H22F. Downside risks:
Southeast Asia economy reopening leading to near-term topline weakness.

Figure 1: Malaysia's digital bank licence awardees

Malaysia's digital bank license awardees

- a consortium of Boost Holdings Sdn Bhd and RHB Bank Bhd;□
- a consortium led by GXS Bank Pte Ltd and Kuok Brothers Sdn Bhd;
- a consortium led by Sea Ltd and YTL Digital Capital Sdn Bhd;
- a consortium of AEON Financial Service Co Ltd, AEON Credit Service (M) Bhd and MoneyLion Inc; and
- a consortium led by KAF Investment Bank Sdn Bhd.

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



		ARTO			BBYB			SeaBank			blu	
Rp bn, %	Dec-21	Jan-22	Feb-22	Dec-21	Jan-22	Feb-22	Dec-21	Jan-22	Feb-22	Dec-21	Jan-22	Feb-22
Interest inc.	110.0	114.2	111.6	n.a.	108.4	107.7	148.7	182.6	200.6	20.9	22.7	20.6
Interest exp.	9.2	10.4	9.8	n.a.	50.9	46.6	38.9	49.0	52.5	4.1	5.3	5.5
Net interest income	100.8	103.8	101.8	n.a.	57.6	61.2	109.8	133.6	148.1	16.8	17.4	15.1
Non-interest income	8.4	2.5	2.4	n.a.	30.1	26.6	20.6	3.7	7.9	0.8	0.6	0.4
Fee & commission	1.3	0.8	1.0	n.a.	28.5	24.2	2.0	1.8	5.1	0.3	0.2	0.2
Others	7.1	1.7	1.4	n.a.	1.6	2.4	18.6	1.9	2.8	0.5	0.3	0.2
Total income	109.2	106.3	104.2	n.a.	87.7	87.8	130.4	137.3	156.0	17.6	17.9	15.5
Opex	-73.3	-74.6	-81.5	n.a.	-200.7	-195.1	-75.8	-59.8	-69.0	-23.4	-23.2	-24.8
PPOP	35.9	31.7	22.7	n.a.	-113.0	-107.3	54.6	77.5	87.0	-5.8	-5.3	-9.3
Provision (net)	-22.5	-22.2	-17.4	n.a.	-46.8	-44.3	-47.9	-77.5	-86.9	-8.2	-0.1	0.0
Operating income	13.4	9.5	5.3	n.a.	-159.9	-151.6	6.7	0.0	0.1	-14.0	-5.4	-9.3
Pre-tax profit	13.5	9.5	5.6	n.a.	-160.0	-150.1	6.7	0.0	0.1	-14.0	-5.4	-9.3
Net income	90.4	7.3	4.3	n.a.	-160.0	-150.1	6.7	0.0	0.1	-14.0	-5.4	-9.3
ROA (ann.)	9.00	0.71	0.41	n.a.	-15.96	-14.42	0.76	0.00	0.01	-2.98	-1.07	-1.76
ROE (ann.)	13.2	1.1	0.6	n.a.	-70.3	-67.7	3.3	0.0	0.0	-4.2	-1.6	-2.8
Loans	5,369	5,619	5,831	n.a.	4,326	4,293	6,117	7,003	7,699	1,063	1,026	985
Deposits	3,678	3,807	4,058	n.a.	8,883	9,241	8,349	9,820	10,765	1,732	2,053	2,348
CASA	1,677	1,665	2,014	n.a.	1,550	1,948	6,984	8,650	9,542	595	676	771
CASA ratio	45.6	43.7	49.6	n.a.	17.4	21.1	83.7	88.1	88.6	34.4	32.9	32.8
LDR	146.0	147.6	143.7	n.a.	48.7	46.5	73.3	71.3	71.5	61.4	50.0	41.9
NIM (ann.)	12.7	12.4	12.0	n.a.	8.9	9.3	14.7	15.4	15.0	4.2	4.1	3.3
Asset yield (ann.)	13.8	13.6	13.1	n.a.	16.8	16.4	19.9	21.1	20.3	5.2	5.3	4.6
Cost of fund (ann.)	3.1	3.3	3.0	n.a.	6.8	6.1	6.0	6.5	6.1	3.2	3.3	3.0
Non-II to income	7.7	2.4	2.3	n.a.	34.3	30.3	15.8	2.7	5.1	4.5	3.1	2.7
Cost-inc. ratio	67.1	70.2	78.2	n.a.	228.9	222.3	58.1	43.6	44.2	132.9	129.5	160.4
Credit cost (bp, ann.)	530	486	365	n.a.	1,299	1,233	1,038	1,417	1,418	n.a.	n.a.	-2

Figure 3: Sum-of-parts (S	Figure 3: Sum-of-parts (SOP) valuation						
Segment	Basis	Multiple (x)	Base value (US\$m)	Valuation (US\$m)	Per ADR (US\$)	% of SOP	Notes:
Gaming - Garena	FY23F P/E (cash-adjusted)	10.0	1,418	14,184	23.4	12%	At discount to sector average given reliance on Free Fire
Ecommerce - Shopee	FY23F P/Sales	7.0	12,680	88,760	146.1	73%	-0.5 s.d. below average of close industry comps
Digital financial services - SeaMoney	FY23F P/TPV (Price to Total Payment Value)	0.2	65,650	13,130	21.6	11%	In line with industry mean
Net cash/(debt)	As of end FY22F		6,342	6,342	10.4		
Total equity value	SOP			122,417	202		
No. of shares outstanding (m)				607.4			
Equity value per share (US\$)				202.0			CGS-CIMB Research's target price
					SOU	RCES: CGS	S-CIMB RESEARCH, COMPANY REPORTS



BY THE NUMBERS

(US\$m)	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	10,243	14,423	18,932	24,183
Gross Profit	4,184	5,674	8,198	10,423
Operating EBITDA	(1,304)	(1,128)	60	1,039
Depreciation And Amortisation	(279)	(388)	(483)	(585)
Operating EBIT	(1,583)	(1,516)	(423)	454
Financial Income/(Expense)	(103)	(120)	(120)	(120)
Pretax Income/(Loss) from Assoc.	5	6	8	8
Non-Operating Income/(Expense)	(29)	0	0	0
Profit Before Tax (pre-EI)	(1,710)	(1,630)	(535)	342
Exceptional Items	0	0	0	0
Pre-tax Profit	(1,710)	(1,630)	(535)	342
Taxation	(333)	(323)	(393)	(478)
Exceptional Income - post-tax				
Profit After Tax	(2,043)	(1,954)	(928)	(135)
Minority Interests	(4)	(3)	(3)	(3)
Preferred Dividends				
FX Gain/(Loss) - post tax				
Other Adjustments - post-tax				
Net Profit	(2,047)	(1,957)	(931)	(138)
Recurring Net Profit	(2,047)	(1,957)	(931)	(138)
Fully Diluted Recurring Net Profit	(2,047)	(1,957)	(931)	(138)

Balance Sheet				
(US\$m)	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	11,749	11,629	13,059	15,572
Total Debtors	3,307	4,355	5,105	5,973
Inventories	117	152	200	252
Total Other Current Assets	0	0	0	0
Total Current Assets	15,174	16,136	18,364	21,797
Fixed Assets	1,030	1,254	1,505	1,802
Total Investments	1,053	1,458	1,946	2,529
Intangible Assets	592	630	675	730
Total Other Non-Current Assets	907	932	962	998
Total Non-current Assets	3,582	4,274	5,088	6,059
Short-term Debt	100	100	100	100
Current Portion of Long-Term Debt	0	0	0	0
Total Creditors	6,709	8,620	10,765	13,321
Other Current Liabilities	368	368	368	368
Total Current Liabilities	7,176	9,087	11,233	13,789
Total Long-term Debt	0	0	0	0
Hybrid Debt - Debt Component	3,476	4,276	5,076	5,876
Total Other Non-Current Liabilities	672	688	706	728
Total Non-current Liabilities	4,148	4,963	5,782	6,604
Total Provisions	7	7	7	7
Total Liabilities	11,332	14,058	17,021	20,400
Shareholders' Equity	7,399	6,323	6,399	7,421
Minority Interests	26	29	32	35
Total Equity	7,424	6,352	6,431	7,456

Cash Flow				
(US\$m)	Dec-21A	Dec-22F	Dec-23F	Dec-24F
EBITDA	(1,304)	(1,128)	60	1,039
Cash Flow from Invt. & Assoc.	(5)	(6)	(8)	(8)
Change In Working Capital	2,601	819	1,336	1,623
(Incr)/Decr in Total Provisions				
Other Non-Cash (Income)/Expense				
Other Operating Cashflow	(980)	267	325	394
Net Interest (Paid)/Received	(103)	(120)	(120)	(120)
Tax Paid	0	0	0	0
Cashflow From Operations	209	(168)	1,592	2,927
Capex	(500)	(650)	(780)	(936)
Disposals Of FAs/subsidiaries	0	0	0	0
Acq. Of Subsidiaries/investments	(307)	(400)	(479)	(575)
Other Investing Cashflow	0	0	0	0
Cash Flow From Investing	(807)	(1,049)	(1,259)	(1,511)
Debt Raised/(repaid)	800	800	800	800
Proceeds From Issue Of Shares	3,498	297	297	297
Shares Repurchased				
Dividends Paid				
Preferred Dividends				
Other Financing Cashflow	0	0	0	0
Cash Flow From Financing	4,298	1,097	1,097	1,097
Total Cash Generated	3,699	(120)	1,430	2,513
Free Cashflow To Equity	201	(417)	1,133	2,216
Free Cashflow To Firm	(460)	(1,057)	493	1,576

Key Ratios				
	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	128%	41%	31%	28%
Operating EBITDA Growth	16%	(13%)	N/A	1643%
Operating EBITDA Margin	(13.1%)	(8.0%)	0.3%	4.4%
Net Cash Per ADS (US\$)	14.79	12.24	12.67	15.24
BVPADS (US\$)	13.39	10.67	10.28	11.78
Gross Interest Cover	(11.39)	(9.48)	(2.65)	2.84
Effective Tax Rate	0%	0%	0%	140%
Net Dividend Payout Ratio	NA	NA	NA	NA
Accounts Receivables Days	13.77	19.98	26.77	27.70
Inventory Days	5.47	5.62	5.99	6.01
Accounts Payables Days	177.7	172.3	168.9	159.0
ROIC (%)	82%	108%	7%	(41%)
ROCE (%)	(19.6%)	(13.6%)	(3.4%)	3.9%
Return On Average Assets	(13.4%)	(9.5%)	(4.1%)	0.6%

Key Drivers				
	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Game QAU (m)	689.3	447.6	459.8	497.7
Game QPU (m)	85.6	53.9	56.7	62.4
Game paying ratio (%)	12.4%	12.1%	12.3%	12.5%
GMV (USD 'm)	62,664.8	95,433.9	132,097.8	173,021.0
E-commerce take-rate (%)	0.0%	0.0%	0.0%	0.0%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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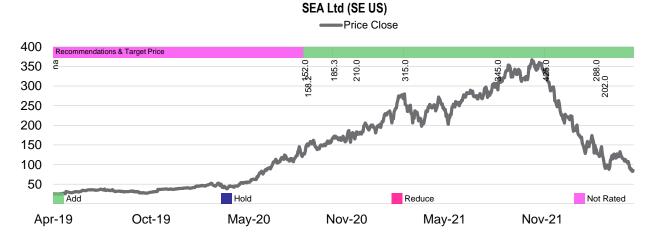
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Add	71.1%	1.5%			
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Spitzer Chart for stock being researched (2 year data)



Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2021, Anti-Corruption 2021

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Neutral	A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.			
Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.			
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