

Singapore

ADD (no change)

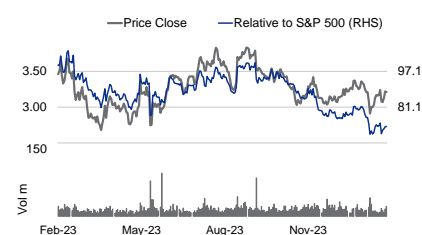
Consensus ratings*: Buy 25 Hold 1 Sell 1

Current price:	US\$3.21
Target price:	US\$4.30
Previous target:	US\$4.50
Up/downside:	34.0%
CGS-CIMB / Consensus:	-7.7%
Reuters:	GRAB.O
Bloomberg:	GRAB US
Market cap:	US\$12,532m
Average daily turnover:	US\$53.93m
Current shares o/s:	3,949m
Free float:	96.4%

*Source: Bloomberg

Key changes in this note

- Finetuned FY23F EPS on changes to assumptions on non-operating items; adj. EBITDA estimate for FY23F remains the same.
- FY24-25F EPS lowered by 9.4-11.3% on lower GMV growth expectations.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	-1.8	1.6	-9.6
Relative (%)	-7.2	-11.9	-29.5

Major shareholders	% held
Softbank Group	18.9
Uber Technologies	14.5
Didi Chuxing	7.6

Analyst(s)

ONG Khang Chuen, CFA

T (65) 6210 8685

E khangchuen.ong@cgs-cimb.com

Kenneth TAN

T (65) 6210 8678

E kenneth.tan@cgs-cimb.com

Grab Holdings

4Q23F: Deliveries GMV growth soft

- We expect Grab's 4Q23F revenue and adj. EBITDA to be in line; but GMV growth could come in softer vs. consensus on weaker Deliveries growth.
- Key growth focus on FY24F include deepening market penetration via 1) affordable offerings, 2) advertising services, and 3) fintech services.
- Grab said it remains committed to sustainable profit growth, riding on the current healthy competitive landscape in ASEAN. Reiterate Add.

4Q23F: Deliveries GMV growth could remain soft

We forecast Grab's 4Q23F GAAP revenue and adj. EBITDA to come largely in line with Bloomberg consensus at US\$635m/US\$36m respectively (vs. Bloomberg consensus of US\$639m/US\$37m), though its GMV at US\$5.4bn (+2% qoq, +9% yoy) could come in slightly weaker vs. consensus' US\$5.5bn. We forecast Deliveries segment's GMV growth remaining soft at +1% qoq in 4Q23 (3Q23: +1% qoq) due to more wet days and flooding during the quarter, though its Mobility segment should record a healthy +5% qoq growth driven by continued demand recovery. We believe Grab's adj. EBITDA remains on an upward trajectory qoq driven by margin expansion for its on-demand segments, partially offset by higher losses for the fintech segment due to start-up costs for its Malaysian digital bank GXBank.

Committing to "sustainable growth" in FY24F

Going into FY24F, we believe Grab will focus on 1) further improving its unit economics to enable better penetration into the mass market via affordable offerings, 2) growth of high-margin advertising services, driven by wider rollout of its self-serve platform and partnership with restaurants for sale of dine-in vouchers, and 3) expansion of fintech offerings. Continuing on its "sustainable growth" strategy, we forecast FY24F on-demand services' GMV to grow 13% yoy to US\$17.6bn, while group adj. EBITDA expands to US\$244m (FY23F: -US\$21m). We forecast Grab achieving positive free cashflow by FY24F and GAAP profitability by FY25F.

Reiterate Add with slightly lower TP of US\$4.30

Reiterate Add as Grab continues to strive for sustainable and profitable growth beyond breaking even at the adj. EBITDA level, riding on current healthy competitive landscape in ASEAN. Our SOP-based TP is lowered to US\$4.30 as switched our valuation methodology for Grab's on-demand segments to EV/EBITDA (17.2x FY25F, in line with global peers average) as we believe Grab is close to sustainable margin level here; we value its fintech segment using EV/Sales methodology. Re-rating catalysts include stronger mobility GMV on the back of a recovery in tourism, and acceleration in advertising revenue growth. Downside risks include macro headwinds dampening demand for Grab's services, leading to weaker GMV, and intensifying competition leading to near-term margin squeeze.

Financial Summary	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Revenue (US\$m)	675	1,433	2,342	2,826	3,337
Operating EBITDA (US\$m)	(1,211)	(1,041)	(239)	53	246
Net Profit (US\$m)	(3,449)	(1,683)	(564)	(216)	26
Core EPADS (US\$)	(0.70)	(0.24)	(0.03)	0.03	0.09
Core EPS Growth	14%	(66%)	(88%)		227%
FD Core P/E (x)	NA	NA	NA	115.4	35.3
Normalised EPADS (US\$)	(0.87)	(0.42)	(0.14)	(0.05)	0.01
DPADS (US\$)	-	-	-	-	-
Dividend Yield	0%	0%	0%	0%	0%
EV/EBITDA (x)	NA	NA	NA	218.3	45.8
P/FCFE (x)	5.05	NA	92.11	42.22	31.90
Net Gearing	(35.1%)	(25.7%)	(28.7%)	(35.7%)	(43.2%)
P/BV (x)	1.64	2.13	2.37	2.50	2.53
ROE	(412%)	(14%)	(2%)	2%	7%
% Change In Core EPADS Estimates			4.2%	(9.4%)	(11.3%)
EPADS/Consensus EPADS (x)			0.24	(1.74)	1.57

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

4Q23F: Deliveries GMV growth soft

4Q23F preview

Figure 1: Grab 4Q23F results preview

Year End Dec 31											
Net revenue (US\$ m)	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23F	qoq%	yoy%
Deliveries	1	91	134	171	267	275	292	306	312	2%	17%
Mobility	105	112	161	176	190	194	208	231	236	2%	24%
Financial services	(1)	11	13	20	27	38	40	50	54	7%	98%
Enterprise and new initiatives	16	14	14	15	17	18	27	28	33	17%	93%
Total net revenue	122	228	321	382	502	525	567	615	635	3%	26%
Adjusted EBITDA (US\$ m)											
Deliveries	(84)	(56)	(34)	9	46	60	69	88	92	5%	101%
Mobility	76	82	125	135	152	152	163	180	185	3%	21%
Financial services	(110)	(102)	(115)	(104)	(94)	(70)	(75)	(68)	(76)	12%	-19%
Enterprise and new initiatives	5	1	5	8	7	8	15	21	25	17%	251%
Total segment adjusted EBITDA	(113)	(75)	(19)	48	111	150	172	221	225	2%	103%
Regional corporate costs	(192)	(212)	(214)	(209)	(223)	(216)	(192)	(192)	(189)	-2%	-15%
Total adjusted EBITDA	(305)	(287)	(233)	(161)	(112)	(66)	(20)	29	36	24%	-132%
Adjusted EBITDA to GMV ratio (%)											
Deliveries	-3.4%	-2.2%	-1.4%	0.4%	2.0%	2.6%	2.7%	3.4%	3.5%	0.1% pts	1.5% pts
Mobility	9.9%	9.8%	12.1%	12.4%	13.2%	12.5%	12.3%	12.8%	12.5%	-0.3% pts	-0.7% pts
Financial services	-8.8%	-7.5%	-7.7%	-6.9%	-6.5%	-5.2%	-5.8%	-5.3%	-6.1%	-0.7% pts	0.4% pts
Enterprise and new initiatives	9.8%	1.9%	9.6%	16.7%	15.2%	19.5%	30.0%	42.0%	42.8%	0.8% pts	27.5% pts
Total adjusted EBITDA	-6.8%	-6.0%	-4.6%	-3.2%	-2.2%	-1.3%	-0.4%	0.5%	0.7%	0.1% pts	2.9% pts
GMV (US\$ m)											
Deliveries	2,438	2,562	2,476	2,439	2,350	2,344	2,573	2,608	2,634	1%	12%
Mobility	765	834	1,035	1,086	1,148	1,218	1,320	1,407	1,477	5%	29%
Financial services	1,247	1,357	1,493	1,507	1,452	1,355	1,300	1,275	1,259	-1%	-13%
Enterprise and new initiatives	51	52	52	48	46	41	50	50	58	15%	25%
Total GMV	4,501	4,805	5,056	5,080	4,996	4,958	5,243	5,340	5,428	2%	9%
Reconciliation between Adjusted EBITDA and Operating Income (US\$ m)											
Total adjusted EBITDA	(305)	(287)	(233)	(161)	(112)	(66)	(20)	29	36	24%	-132%
Depreciation and amortisation	(89)	(34)	(38)	(38)	(40)	(35)	(36)	(37)	(38)	2%	-6%
Stock-based compensation expenses	(110)	(121)	(111)	(90)	(90)	(103)	(65)	(70)	(71)	1%	-21%
Impairment losses	(13)	(3)	-	-	(2)	-	(1)	-	-	#DIV/0!	-100%
Others*	(40)	-	(2)	(1)	(10)	-	(54)	(15)	(9)	-40%	-10%
Operating income/(loss)	(557)	(445)	(384)	(290)	(254)	(204)	(176)	(93)	(82)	-12%	-68%
Reconciliation between GAAP PATMI and non-GAAP PATMI (US\$ m), based on CGS-CIMB definition											
Reported (GAAP) net profit	(1,100)	(435)	(573)	(342)	(390)	(251)	(148)	(99)	(74)	-25%	-81%
- Attributable to NCI	(45)	(12)	(25)	(15)	(5)	(6)	(13)	(8)	(6)	-25%	20%
- Attributable to owners	(1,055)	(423)	(547)	(327)	(386)	(244)	(135)	(91)	(68)	-25%	-82%
Add back: Share-based comp	110	121	111	90	90	103	65	70	71	1%	-21%
Add back: Exceptional items	242	(32)	175	44	140	39	63	28	8	-71%	-94%
Non-GAAP net profit (to owners)	(703)	(334)	(261)	(193)	(156)	(102)	(7)	7	11	53%	-107%

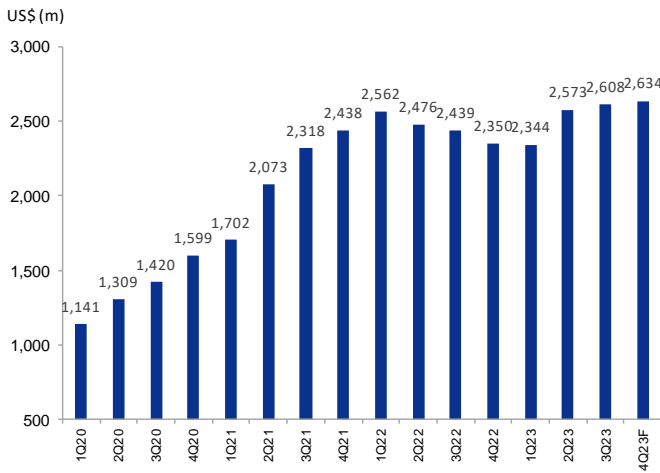
SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

Grab will be reporting its 4Q23F results on 22 Feb 2024. We estimate that Grab achieved a 4Q23F GMV of US\$5.43bn (+2% qoq, +9% yoy), mainly driven by continued growth of its on-demand GMV to US\$4.11bn (+2% qoq, +18% yoy) as its deliveries GMV resumed growth while the recovery of its mobility GMV continued. Given the healthy competitive landscape for on-demand service players in Southeast Asia, we believe that Grab was able to further scale back on its level of incentives offered to consumers and increase monetisation of its services; we estimate net revenue at US\$635m (vs. Bloomberg consensus: US\$639m) and believe Grab will achieve adjusted EBITDA of US\$36m (vs. Bloomberg consensus: US\$37m) during the quarter. We estimate 4Q23F GAAP

net loss of US\$82m (-12% qoq, -68% yoy), while its non-GAAP net profit likely came in at US\$11m (3Q23: US\$7m; 4Q22: -US\$156m).

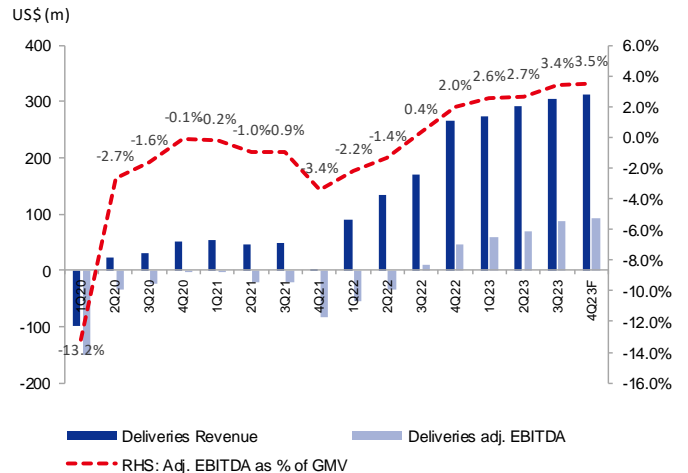
On a full year basis, we forecast FY23F net revenue at US\$2.34bn (vs. Bloomberg consensus: US\$2.35bn) and believe Grab will achieve adjusted EBITDA of -US\$21m (vs. Bloomberg consensus: -US\$19m), in line with its full-year guidance.

Figure 2: Deliveries GMV



SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

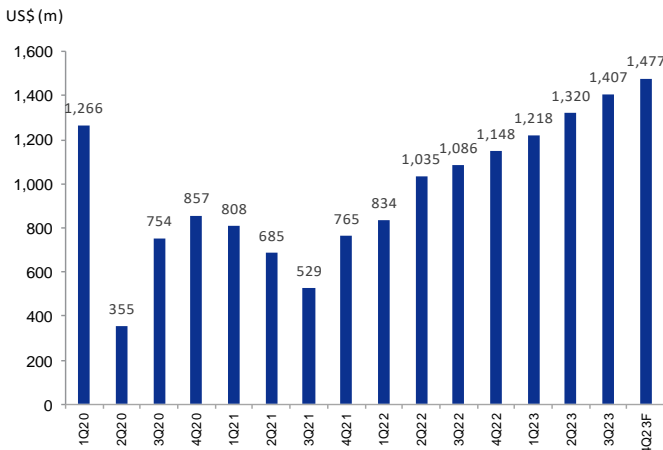
Figure 3: Deliveries segment financial metrics



SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

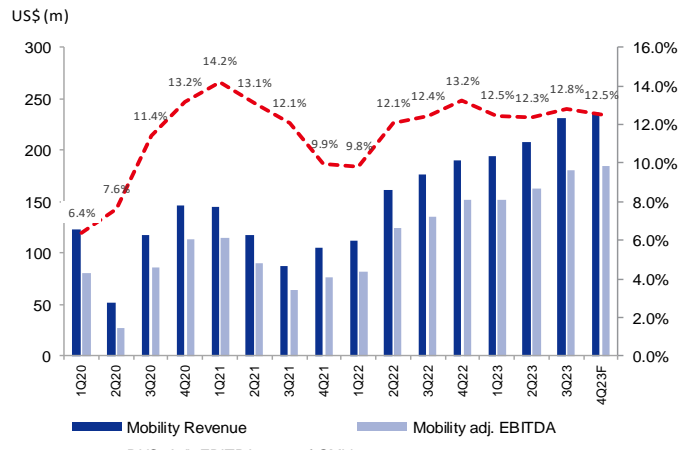
We expect Grab's deliveries segment to show continued growth in 4Q23F; albeit more muted with Deliveries segment GMV of US\$2.63bn for 4Q23F (+1% qoq, +12% yoy). Grab continues to expand its affordable offerings to more cities and deepen user engagement via its subscription programme GrabUnlimited; but we think this could be offset by the monsoon season in Southeast Asia which resulted in many rainy days and flooding during the quarter. We estimate 4Q23F revenue was US\$312m (+2% qoq; +17% yoy) as Grab further scaled back the levels of incentives offered to consumers (previously elevated due to investments to grow adoption of online food delivery); though we see margin expansion at a slower pace as Grab has achieved its near-term goal of achieving 3% EBITDA-to-GMV ratio for its deliveries segment and has since refocused on accelerating topline growth. We estimate that the segment's adjusted EBITDA likely rose to US\$92m in 4Q23F (3Q23: US\$88m; 4Q22: US\$46m), representing an EBITDA-to-GMV ratio of 3.5%.

Figure 4: Mobility GMV



SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

Figure 5: Mobility segment financial metrics



SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

We also see the mobility segment showing continued sequential GMV and revenue growth in 4Q23F, with GMV of US\$1.48bn (+5% qoq, +29% yoy) and revenue of US\$236m (+2% qoq, +24% yoy). We expect continued improvements in trip numbers riding on the reopening of regional economies, with positive contributions from both local commute and recovery in tourism. This is also complemented with continued driver supply improvements, which has led to lower frequency of surge pricing and improved affordability for consumers. Given the continued healthy competitive landscape for on-demand service players in Southeast Asia, we estimate the mobility segment's adjusted EBITDA improved to US\$185m (+3% qoq, +21% yoy) in 4Q23F, representing 12.5% of segment GMV. In our view, the current healthy operating landscape should allow Grab to outperform management's steady-state margin expectations for the mobility segment (12% adjusted EBITDA to GMV ratio).

Meanwhile for the financial services segment, we estimate total payment value (TPV) was US\$4.0bn (+3% qoq, +7% yoy) in 4Q23F. While on-platform use cases should recover in line with greater usage of Grab's services given the reopening of the Southeast Asian economy, we are mindful of Grab's intention to trim off-platform transactions that are contribution negative, which could have a near-term negative impact on GMV. That said, the cutback in incentives, together with greater usage of Grab's expanding rollout of credit products, should bode well for the segment's revenue (we estimate US\$54m for 4Q23F). Grab continues to limit its cash burn for its GrabFin business unit but, for the near term, we project start-up costs from its digital bank operations in Malaysia to impact margins negatively. Hence, we estimate a 4Q23F adjusted EBITDA loss of US\$76m (3Q23: -US\$68m; 4Q22: -US\$94m).

We believe that investors should pay more attention to Grab's Enterprise segment, which has seen strong growth since 2Q23 with its ads platform benefitting from the successful deployment of its self-serve advertising platform with option-based pricing. Grab is hopeful for stronger growth in this high-margin business in coming quarters, with better adoption by its merchants given that the current penetration rate remains low. The advantage for advertisers is Grab's closed-loop system, which allows them to directly measure how well an ad performs and its effect on sales. We forecast the Enterprise segment's 4Q23F GMV rising 15% qoq to US\$58m, and its 4Q23F EBITDA reaching US\$25m (+17% qoq, +251% yoy).

Key things to look out for:

- 1) Commentaries on outlook, company's strategy to re-accelerate GMV growth and the implications to its pace of margin expansion
- 2) Updates on the competitive landscape in Indonesia and the rest of ASEAN, with eyes on the [potential sale of foodpanda's Southeast Asia operations](#) by Delivery Hero (DHER GR, Not Rated, CP: €23.62)
- 3) Deliveries segment margins and steady state margins update
- 4) Growth trajectory of Enterprise segment with the deployment of Grab's self-serve advertising platform
- 5) Digital bank launch traction in Malaysia; rollout of new offerings in Singapore

Figure 6: Price comparisons across P2P operators (1) in S\$, based on our channel checks

From	To	Grab					Gojek					Ryde				
		Nov 22	Feb 23	Jun 23	Oct 23	Jan 24	Nov 22	Feb 23	Jun 23	Jun 23	Jun 23	Nov 22	Feb 23	Jun 23	Jun 23	Jun 23
Weekday Morning 9am																
Jewel L2 Drop Off	MBS Hotel Tower 3	25.80	18.60	20.40	26.20	33.20	19.70	21.10	18.50	25.10	25.90	30.60	25.50	32.70	23.50	25.21
Singapore Zoo	Bedok Mall	25.80	23.80	26.60	26.60	26.90	24.10	27.30	22.30	24.10	23.00	40.30	35.30	44.90	31.50	35.60
Ikea Alexandra	Nex Shopping Mall	21.80	17.80	19.60	15.60	25.10	27.70	23.10	20.60	19.50	25.30	25.00	20.10	28.10	18.60	26.73
Northpoint City	USS	43.80	42.80	38.30	32.50	43.30	36.10	56.30	41.40	39.00	26.70	45.70	37.90	44.10	33.10	38.04
NUH Medical Centre	Waterway Point	24.80	24.80	27.00	27.00	29.00	19.70	25.10	25.90	31.70	27.10	41.90	34.20	46.50	32.10	41.00
Weekday Afternoon 3pm																
Jewel L2 Drop Off	MBS Hotel Tower 3	19.00	18.80	20.40	20.40	20.70	21.70	27.10	20.80	21.50	18.00	23.10	24.50	24.10	22.10	22.45
Singapore Zoo	Bedok Mall	23.80	23.80	26.60	26.60	27.50	23.60	21.80	23.80	23.50	24.40	30.50	32.60	31.60	29.70	30.30
Ikea Alexandra	Nex Shopping Mall	14.80	15.80	15.60	16.00	15.90	16.20	15.20	13.50	17.10	14.70	19.10	18.90	18.20	20.70	17.05
Northpoint City	USS	23.80	23.80	26.60	26.60	26.80	30.50	24.60	26.00	22.00	25.70	29.40	31.30	30.90	29.10	29.08
NUH Medical Centre	Waterway Point	27.00	24.80	27.00	35.20	27.30	33.10	24.60	23.30	35.10	23.70	31.90	32.40	32.10	34.10	30.20
Weekday Evening 6pm																
Jewel L2 Drop Off	MBS Hotel Tower 3	27.20	29.80	20.40	20.40	27.50	31.00	33.60	22.80	24.50	28.00	25.20	28.70	28.70	23.50	26.02
Singapore Zoo	Bedok Mall	29.20	30.80	26.60	29.40	26.90	33.20	38.30	22.80	26.30	24.00	34.20	40.40	34.40	31.80	29.18
Ikea Alexandra	Nex Shopping Mall	32.80	37.80	26.50	25.70	25.20	26.30	33.70	20.90	30.20	24.90	20.80	29.90	20.90	25.40	28.36
Northpoint City	USS	31.00	31.80	26.60	31.30	27.00	40.00	40.20	24.80	37.70	29.70	32.70	38.50	31.40	32.20	28.57
NUH Medical Centre	Waterway Point	45.80	44.80	43.40	49.30	48.80	48.10	64.50	41.90	39.10	37.90	34.90	45.70	34.80	39.30	41.31
Average		27.76	27.32	26.11	27.25	28.74	28.73	31.77	24.62	27.76	25.27	31.02	31.73	32.23	28.45	29.94

SOURCES: CGS-CIMB RESEARCH

Figure 7: Price comparisons across P2P operators (2) in S\$, based on our channel checks

From	To	Tada					Comfort Delgro (Ride)					Comfort Delgro (Meter)				
		Nov 22	Feb 23	Jun 23	Oct 23	Jan 24	Nov 22	Feb 23	Jun 23	Oct 23	Jan 24	Nov 22	Feb 23	Jun 23	Oct 23	Jan 24
Weekday Morning 9am																
Jewel L2 Drop Off	MBS Hotel Tower 3	19.09	18.50	20.74	20.00	20.00	25.50	18.50	24.50	25.20	27.70	26.00 - 30.00	19.00-22.00	25.00-29.00	26.70-30.20	25.70-29.20
Singapore Zoo	Bedok Mall	24.62	22.80	23.50	24.00	25.00	44.60	29.80	42.60	31.50	41.50	36.50 - 41.50	31.50-36.00	36.00-41.50	35.20-40.70	37.20-42.70
Ikea Alexandra	Nex Shopping Mall	27.17	18.00	23.60	22.60	29.90	25.20	18.50	24.20	20.10	24.00	21.00 - 24.00	19.00-22.00	21.00-24.00	22.20-25.70	21.70-25.20
Northpoint City	USS	48.69	49.00	38.59	27.90	46.40	46.20	41.20	42.30	34.60	56.00	37.50 - 43.00	28.50-32.50	36.00-41.00	38.70-44.20	37.70-43.20
NUH Medical Centre	Waterway Point	27.06	21.00	25.54	22.20	30.60	34.60	20.40	35.70	32.80	46.70	33.50 - 38.50	26.50-30.50	33.00-38.00	36.70-42.20	35.70-40.70
Weekday Afternoon 3pm																
Jewel L2 Drop Off	MBS Hotel Tower 3	20.10	19.00	19.72	21.00	19.00	14.00	20.50	20.00	19.70	26.70	18.50-21.50	18.50-21.50	18.50-21.00	20.20-23.20	19.70-22.70
Singapore Zoo	Bedok Mall	24.20	26.90	24.01	25.00	23.90	21.60	30.60	23.80	36.30	26.60	26.00-29.50	25.50-29.50	26.00-29.50	27.20-31.20	27.20-31.20
Ikea Alexandra	Nex Shopping Mall	17.00	15.90	15.64	18.30	16.70	18.40	16.00	12.50	15.40	15.90	16.50-19.00	16.50-18.50	16.00-18.50	17.20-19.70	17.20-19.70
Northpoint City	USS	24.00	23.90	25.84	26.20	25.30	31.40	30.70	22.70	26.60	29.90	29.00-32.00	27.50-31.50	27.50-31.50	29.70-34.20	29.70-34.20
NUH Medical Centre	Waterway Point	27.20	21.50	23.39	29.60	24.60	31.50	42.90	25.70	37.90	28.10	26.50-31.00	26.00-30.00	26.00-30.00	28.20-32.20	28.20-32.20
Weekday Evening 6pm																
Jewel L2 Drop Off	MBS Hotel Tower 3	27.80	26.00	23.70	23.90	25.80	21.50	24.00	24.00	25.70	31.20	24.00-27.50	22.50-26.00	22.00-25.00	23.70-27.20	25.70-29.70
Singapore Zoo	Bedok Mall	26.10	29.50	26.76	31.90	25.50	41.90	61.50	30.10	48.00	26.70	38.50-44.00	39.00-44.50	33.00-37.50	32.20-36.70	34.70-40.20
Ikea Alexandra	Nex Shopping Mall	31.55	34.00	23.19	22.00	21.90	27.20	31.60	26.70	31.10	25.30	24.50-28.50	24.50-28.00	22.50-26.00	19.70-22.70	23.70-27.20
Northpoint City	USS	31.21	29.30	26.15	27.90	26.80	40.30	56.50	39.30	40.80	31.80	37.00-42.00	43.00-49.00	33.00-38.00	43.20-49.70	37.70-43.20
NUH Medical Centre	Waterway Point	38.50	49.20	31.55	31.70	34.60	39.50	48.20	39.60	52.50	48.50	37.00-43.00	36.50-42.00	33.00-38.00	33.20-38.20	35.20-40.20
Average		27.62	26.97	24.79	24.95	26.40	30.89	32.73	28.91	31.88	32.44	30.90	28.92	29.23	31.07	31.28

SOURCES: CGS-CIMB RESEARCH

FY24F outlook

We forecast FY24F to be a year of GMV re-acceleration for Grab, with its on-demand GMV growing 13% yoy to US\$17.6bn. The current healthy industry competitive dynamics, coupled with Grab's disciplined cost management, should enable Grab to achieve a further uplift in group EBITDA. We forecast Grab's adj. EBITDA to reach US\$244m in FY24F (FY23F: -US\$21m) – helping the group achieve positive free cashflow during the year. We expect Grab to achieve non-GAAP profitability of US\$115m in FY24F, which puts it on track to achieving GAAP profitability by FY25F.

On-demand services

Mobility: We expect Mobility segment GMV growth to moderate to 19% yoy in FY24F (FY23F: 32% yoy) after a year of strong demand recovery which brought Grab's mobility GMV run-rate back to pre-Covid levels in 4Q23F.

Going into 2024F, we believe key focuses for Grab remain: 1) keeping fares affordable, 2) boosting driver income, and 3) improving service reliability. According to an interview with news media Business Times, Grab's Singapore managing director Mr. Yee Wee Tang said Grab plans to improve its ride-sharing service GrabShare and carpooling service GrabHitch, which are lower cost options. Grab is also trying to better deal with situations that lead to a big surge in fares, including possibly incorporating weather forecasts into its app to better direct drivers during downpours. Changes are also being made to Grab's advance booking service, matching drivers to bookings earlier, so that it is more dependable.

Mr. Yee expects ride-hailing demand to continue rising in 2024F, citing a projected increase in tourist arrivals, the line-up of concerts and major events, and more workers returning to offices. While driver supply is returning, Grab plans to roll out more productivity tools to help drivers earn more and meet the growing demand.

Deliveries: After two years of slower growth due to post-pandemic reopening and significant reduction in consumer incentives, we expect FY24F to be a year of GMV growth acceleration. We forecast Grab to achieve 10% yoy GMV growth for its Grab's Deliveries segment (FY23F: 3%).

In the food delivery space, we believe Grab is looking to 1) further improve its unit economics to enable better penetration into the mass market via affordable options, 2) continue growing its advertising income (revenues reflected in Enterprise and New Initiatives segment), and 3) shift focus towards dine-in restaurants, by allowing users to buy vouchers on the app that they can use at bricks-and-mortar outlets.

According to venture builder and research insights firm Momentum Works, Grab was the only top 3 food delivery platform in Southeast Asia that recorded GMV growth in 2023. Momentum Works estimated that Grab's food delivery GMV in Southeast Asia grew 7% yoy in 2023 to US\$9.4bn, compared to Foodpanda's c.13% decline to US\$2.7bn and Gojek's c.10% decline to US\$1.8bn. According to Momentum Works, Grab's regional market share in food delivery (by GMV) grew to 55% in 2023 (2022: 54%), having recorded growth across all countries except Thailand.

In general, we believe the competitive landscape for food delivery in Southeast Asia remains healthy. We continue to expect consolidation within the on-demand services industry, with players scaling down unprofitable operations — Delivery

Hero (DHER GR, NR) was reported by Wirtschaftswoche business magazine in Sep 2023 to be in preliminary talks for sale of its Southeast Asia food delivery business foodpanda; we also see room for GoTo to rationalise its presence outside Indonesia.

Figure 8: Country GMV and market share breakdown

		GMV (US\$ bn)	Grab	Foodpanda	Gojek	Line Man	Shopee			
							Food	Deliveroo	Robinhood	Baemin
Indonesia	2020	3.7	53%	-	47%	-	-	-	-	-
	2021	4.6	49%	-	43%	-	8%	-	-	-
	2022	4.5	49%	-	44%	-	7%	-	-	-
	2023	4.6	50%	-	38%	-	12%	-	-	-
Thailand	2020	2.8	50%	23%	7%	20%	-	-	-	-
	2021	4.0	47%	22%	-	22%	3%	-	5%	-
	2022	3.6	51%	16%	-	24%	3%	-	6%	-
	2023	3.7	47%	8%	-	36%	6%	-	3%	-
Singapore	2020	2.4	42%	34%	-	-	-	24%	-	-
	2021	2.9	54%	34%	-	-	-	12%	-	-
	2022	2.5	59%	31%	-	-	-	10%	-	-
	2023	2.5	63%	28%	-	-	-	9%	-	-
Malaysia	2020	1.1	52%	48%	-	-	-	-	-	-
	2021	1.6	48%	49%	-	-	3%	-	-	-
	2022	2.2	60%	38%	-	-	2%	-	-	-
	2023	2.4	65%	30%	-	-	5%	-	-	-
Philippines	2020	1.2	56%	44%	-	-	-	-	-	-
	2021	1.6	52%	48%	-	-	-	-	-	-
	2022	2.4	60%	40%	-	-	-	-	-	-
	2023	2.5	61%	39%	-	-	-	-	-	-
Vietnam	2020	0.7	40%	-	9%	-	42%	-	-	9%
	2021	0.8	41%	-	3%	-	41%	-	-	15%
	2022	1.1	45%	-	2%	-	41%	-	-	12%
	2023	1.4	47%	-	3%	-	45%	-	-	5%
Overall	2020	11.9	50%	21%	17%	5%	3%	5%	0%	0%
	2021	15.5	49%	22%	13%	6%	6%	2%	1%	1%
	2022	16.3	54%	19%	12%	6%	6%	2%	1%	1%
	2023	17.1	55%	16%	11%	8%	9%	1%	1%	1%

SOURCES: CGS-CIMB RESEARCH, MOMENTUM WORKS

On the margins front, Grab has already achieved its “steady-state” EBITDA to GMV margin guidance of 12% for the Mobility segment and 3+% for the Deliveries segment as of 3Q23. With topline growth reacceleration now the key focus of the group, we expect Grab’s EBITDA margin to remain relatively flattish in FY24F (vs. 2H23 levels) as it invests further into rolling out affordable offerings to better penetrate lower-tier cities.

Overall, we forecast Grab’s Deliveries segment to see adj. EBITDA growth of 26% yoy in FY24F to US\$390m, while its Mobility segment records adj. EBITDA growth of 18% yoy in FY24F to US\$805m.

Financial services

We expect Grab’s financial services segment’s growth in FY24F to be driven by continued scale up of Grab’s 1) credit offerings, and 2) digital bank operations, across Southeast Asia. We forecast Grab’s financial services segment to achieve 65% revenue growth in FY24F on increased lending contribution and improve monetisation of its payments business.

Meanwhile, we forecast segment EBITDA loss to narrow 6% yoy to US\$271m in FY24F. We expect segment losses to remain elevated in 1H24F due to start-up losses for Grab’s Malaysia digital bank operations (which commenced operations in 4Q23), before narrowing at a faster pace in 2H24F. Meanwhile, we expect continued operational efficiency improvements in GrabFin’s cost structure as Grab continues its efforts to focus more on in-platform transactions.

Enterprise and new initiatives

We forecast Grab's enterprise and new initiatives segment (where advertising business is the main revenue and profit generator) to see 65% yoy revenue growth in FY24F, riding on wider adoption of its high-margin advertising services. Grab has successfully deployed its self-serve advertising platform in 2Q23F; we expect this to aid Grab's advertising revenue reach 2% of Deliveries GMV by end-FY25F, from c.1% as of 3Q23. The deployment of self-serve advertising platform should allow for further margin improvements for Grab's advertising business – we forecast segment EBITDA to expand 91% yoy to US\$131m in FY24F.

Valuation and recommendation

We moderate our FY24-25F GMV growth expectations on 1) lower competitive intensity in the food delivery industry, 2) slower than expected recovery in Chinese outbound tourists into Southeast Asia, and 3) continued FX pressure with US\$ remaining strong against Southeast Asian currencies given expectations of a slower pace of policy rate cuts in CY24F.

Figure 9: Earnings revision

FYE Dec (US\$ m)	New			Old			% change		
	FY23F	FY24F	FY25F	FY23F	FY24F	FY25F	FY23F	FY24F	FY25F
Revenue	2,342	2,826	3,337	2,340	2,986	3,743	0.1%	-5.4%	-10.8%
Deliveries	1,185	1,321	1,445	1,184	1,416	1,685	0.1%	-6.7%	-14.2%
Mobility	869	1,030	1,182	872	1,089	1,293	-0.3%	-5.4%	-8.6%
Financial services	182	300	453	180	297	476	1.1%	1.1%	-4.9%
Enterprise and new initiatives	106	175	257	104	184	289	1.4%	-4.7%	-10.9%
Adjusted EBITDA	(21)	244	532	(20)	389	804	5.5%	-37.2%	-33.8%
Deliveries	309	390	427	306	420	509	0.9%	-7.2%	-16.1%
Mobility	680	805	923	681	851	1,010	-0.3%	-5.4%	-8.6%
Financial services	(289)	(271)	(161)	(285)	(237)	(125)	1.5%	14.6%	29.3%
Enterprise and new initiatives	69	131	193	68	138	217	1.6%	-4.7%	-10.9%
Regional corporate costs	(789)	(810)	(850)	(790)	(783)	(808)	-0.1%	3.5%	5.3%
Reported GAAP net profit	(539)	(216)	26	(556)	(172)	106	-3.1%	25.5%	-75.9%
Non-GAAP net profit	(92)	115	381	(117)	127	429	-21.4%	-9.4%	-11.3%
EPS (US\$)	(0.13)	(0.05)	0.01	(0.14)	(0.04)	0.03	-3.1%	25.5%	-75.9%
Core EPS (US\$)	(0.02)	0.03	0.09	(0.03)	0.03	0.10	-21.4%	-9.4%	-11.3%

SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

We reiterate our Add call on Grab as we expect it to further solidify its market leadership position for its on-demand offerings amid a benign competitive landscape, and expect Grab to execute on sustainable and profitable growth riding on sector tailwinds.

We lower our SOP-based TP slightly to US\$4.30 as we now adopt an EV/EBITDA valuation methodology for Grab's on-demand services (from EV/adjusted sales) as we believe Grab has now reached a stage of sustainable profitability for such offerings. We attribute a 17.2x FY25F EV/EBITDA target multiple for Grab's on-demand services, which is in line with Uber and DoorDash, as all three players are market share leader in their respective key operating geographies.

We also switch our valuation methodology for Grab's financial services segment to EV/Sales (from EV/TPV) previously, as we believe Grab's disclosed TPV is not representative of its fintech business given it does not account for the credit business loan book nor digital bank offerings. We attribute a 3.7x FY25F EV/Sales target multiple for Grab's financial services segment, which is median of global fintech peers EV/Sales multiples.

Potential re-rating catalysts include successful reacceleration in food deliveries segment GMV growth, and stronger growth trajectory of Grab's high-margin advertising business. Downside risks include changes to competitive landscape resulting from change in ownership of key competitors, or regulatory changes related to protection for gig workers (potentially leading to near-term margin squeeze).

Figure 10: Sum-of-parts (SOP) valuation








Segment	Basis	Multiple (x)	Base value (US\$m)	Valuation (US\$m)	Per ADR (US\$)
Deliveries	FY25F EV/EBITDA	17.2	427	7,342	1.8
Mobility	FY25F EV/EBITDA	17.2	923	15,882	3.8
Enterprise & NI	FY25F EV/EBITDA	17.2	193	3,321	0.8
HQ costs	FY25F EV/EBITDA	17.2	(850)	(14,620)	(3.5)
Financial Services	FY25F EV/Sales	3.7	453	1,675	0.4
Net cash/(debt)	As of end-FY24F		4,316	4,316	1.0
Total equity value				17,915	
No. of shares outstanding (m)				4,130	
Target price (US\$)				4.30	

SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

Figure 11: Peer comparison

Ticker	Company name	Recom.	Last Price (lcl curr)	Target Price (US\$ m)	Market Cap (US\$ m)	Enterprise value (US\$ m)	P/Revenue		P/Gross Profit		P/E	
							CY24F	CY25F	CY24F	CY25F	CY24F	CY25F
GRAB US	Grab Holdings Ltd	Add	3.21	4.30	12,532	8,756	4.4	3.7	10.1	8.6	na	55.3
UBER US	Uber Technologies Inc	NR	68.99	na	141,972	148,184	3.3	2.9	8.2	6.9	47.1	31.2
LYFT US	Lyft Inc	NR	12.59	na	4,948	4,321	1.0	0.9	2.4	2.1	26.6	18.3
3690 HK	Meituan	Add	65.05	276.00	54,573	44,872	1.2	1.0	3.4	2.8	12.9	8.6
DASH US	DoorDash Inc	NR	108.12	na	43,054	39,261	4.3	3.7	8.7	7.3	132.2	75.0
JET LN	Just Eat Takeaway.com	NR	1182.00	na	3,262	3,868	0.6	0.5	1.2	1.1	90.7	46.9
ROO LN	Deliveroo PLC	NR	119.20	na	2,429	1,373	0.9	0.8	2.5	2.2	na	na
DHER GR	Delivery Hero SE	NR	17.32	na	5,058	8,986	0.4	0.4	1.3	1.1	170.3	34.1
GOTO IJ	GoTo Gojek Tokopedia	NR	84.00	na	6,415	4,775	5.5	4.6	7.7	6.1	na	24.3
Average							2.4	2.1	5.0	4.2	80.0	36.7
Median							1.2	1.0	3.4	2.8	68.9	32.6
SE US	Sea Ltd	Hold	41.87	46.00	23,730	22,473	1.6	1.5	3.6	3.1	44.1	20.5
GOTO IJ	GoTo Gojek Tokopedia	NR	84.00	na	6,415	4,775	5.5	4.6	7.7	6.1	na	na
BUKA IJ	Bukalapak.com PT	NR	180.00	na	1,167	(338)	3.3	2.8	8.9	7.1	51.5	26.7
AMZN US	Amazon.com Inc	NR	170.31	na	1,769,075	1,836,851	2.8	2.5	5.8	5.1	34.4	27.6
EBAY US	eBay Inc	NR	41.33	na	21,450	24,948	2.1	2.0	2.9	2.8	9.5	9.0
ETSY US	Etsy Inc	NR	74.82	na	8,959	10,372	3.1	2.9	4.4	4.0	20.0	18.0
SHOP US	Shopify Inc	NR	81.40	na	104,860	101,064	12.5	10.4	24.4	20.3	73.0	53.0
9988 HK	Alibaba Group Holding Ltd	Add	70.65	175.00	193,552	122,236	1.4	1.3	3.7	3.5	8.1	7.1
9618 HK	JD.com Inc	Add	86.05	275.00	36,006	21,440	0.2	0.2	1.5	1.4	7.8	6.7
VIPS US	Vipshop Holdings Ltd	NR	16.02	na	8,680	6,438	0.5	0.5	2.4	2.2	6.8	6.4
PDD US	PDD Holdings Inc	Add	121.14	177.00	160,945	135,857	3.5	2.8	5.7	4.5	16.6	12.6
MELI US	MercadoLibre Inc	NR	1774.75	na	89,731	89,480	5.1	4.2	10.0	8.1	51.9	37.5
8454 TT	momo.com Inc	NR	421.50	na	3,231	3,173	0.8	0.7	8.3	0.7	25.1	21.8
ZAL GR	Zalando SE	NR	18.40	na	5,216	4,945	0.5	0.4	1.2	7.4	21.6	15.2
Average							3.1	2.6	6.5	5.5	28.5	20.2
Median							2.4	2.2	5.1	4.3	21.6	18.0
PYPL US	PayPal Holdings Inc	NR	61.54	na	66,349	66,038	2.1	1.9	4.6	4.3	11.2	10.1
377300 KS	Kakaopay Corp	NR	46800.00	na	4,671	3,787	8.4	7.2	8.4	7.2	133.6	69.6
PAGS US	Pagseguro Digital Ltd	NR	13.18	na	4,338	3,787	1.3	1.2	2.7	2.5	10.9	9.6
SQ US	Block Inc	NR	65.85	na	40,438	38,603	1.6	1.5	4.7	4.0	22.0	16.3
ADYEN NA	Adyen NV	NR	1201.60	na	40,075	33,262	18.5	15.0	20.8	17.3	47.5	36.7
STNE US	StoneCo Ltd	NR	17.62	na	5,537	5,341	2.1	1.9	2.7	2.5	13.8	11.6
AFRM US	Affirm Holdings Inc	NR	41.55	na	12,537	13,610	5.6	4.6	13.0	9.9	na	na
WLN FP	Worldline SA/France	NR	12.20	na	3,710	7,316	0.7	0.7	2.9	2.7	6.2	5.4
QTWO US	Q2 Holdings Inc	NR	40.98	na	2,403	2,658	3.5	3.1	6.5	5.6	34.2	27.0
GPN US	Global Payments Inc	NR	136.09	na	35,436	51,572	3.8	3.6	4.9	4.7	11.7	10.2
MA US	Mastercard Inc	NR	456.76	na	426,614	433,183	15.2	13.5	124.3	81.7	31.8	27.3
V US	Visa Inc	NR	275.58	na	567,968	564,102	15.4	14.0	21.6	18.7	27.0	23.8
WU US	Western Union Co/T	NR	12.40	na	4,518	5,689	1.1	1.1	2.9	2.8	7.4	7.1
Average							6.1	5.3	16.9	12.6	29.8	21.2
Median							3.5	3.1	4.9	4.7	17.9	14.0

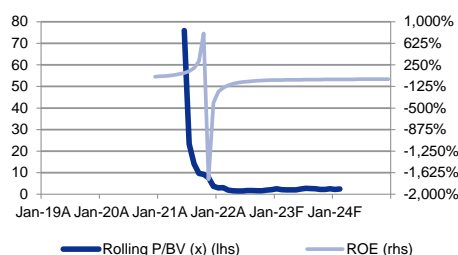
SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG
Note: Estimates for Not Rated (NR) companies are based on Bloomberg consensus
DATA AS AT 6 Feb 2024

 Refinitiv ESG Scores	
     	
ESG in a nutshell	
<p>We think Grab has shown a clear commitment to becoming a triple bottomline company. Grab creates a positive social impact by providing jobs to local communities, and financially empowers businesses and individuals via its financial products. The group remains committed to promoting environmental sustainability and has set forth a 20-year decarbonisation roadmap in its 2021 ESG report. Grab has received several awards for its ESG efforts, a notable one being the MSCI ESG AA rating awarded on 13 Jun 2022. Should Grab continue to deliver on its sustainability efforts and raise its ESG profile further, we believe that it could enjoy greater interest from ESG-focused investors.</p>	
Keep your eye on	Implications
<p>Grab announced three ESG-related goals in its FY21 ESG report: 1) doubling the number of marginalised individuals who earn incomes on its platform by 2025, 2) reaching 40% female leadership by 2030, and 3) achieving carbon neutrality by 2040.</p> <p>In its FY22 ESG report, Grab reiterated its intention to 1) build sustainable partner livelihoods, 2) ensure a safe and trusted platform, and 3) mitigate environmental hazards.</p>	<p>We like that Grab has set long-term targets in its first ESG report since IPO, reaffirming the group’s commitment to ESG efforts. From a social lens, increasing the number of marginalised employees is strongly positive, as this improves their standard of living and empowers local communities. Likewise, greater female diversity and carbon neutrality are positive for the group’s environmental and governance aspects.</p>
ESG highlights	Implications
<p>On 13 Jun 2022, the group was awarded an MSCI ESG rating of AA, the second highest ESG rating attainable by an organisation. Grab was also ranked among the world’s top 100 female-friendly organisations by Forbes in 2021.</p>	<p>We like that Grab is being commended for its commitments in the sustainability space. As Grab was only listed fairly recently in Dec 2021, we believe that such ESG accolades are positive as they could further elevate the group’s profile among ESG-focused investors.</p>
Trends	Implications
<p>Grab reported a 30% yoy reduction in road accident rates in 2021, with overall road accidents per million rides declining from 1.292 in 2020 to 0.909 in 2021. In 2022, road accident rates rose slightly by 2% yoy to 0.930 road accidents per million rides.</p> <p>On the environmental front, Grab powers all its corporate offices with 100% renewable energy sources via the purchase of unbundled renewable energy certificates (RECs). At end-2021, renewable energy constituted 42.8% of the group’s total energy consumption, up from 0% in 2020. This proportion declined to 11.4% in 2022.</p>	<p>As Grab is a leading mobility and delivery service provider, we believe that safety is an imperative aspect for its management to focus on. Grab provides mandatory training on safe driving for its driver partners and provides in-app safety tools to help reduce the risk of road accidents. Continual improvement in safety metrics is a key indicator of management’s emphasis on promoting road safety.</p> <p>We believe that Grab’s pivot to renewable energy consumption underscores its commitment to promoting a greener future. This is further corroborated by the group’s decarbonisation roadmap, outlining its strategies for reducing and neutralising its emissions over the next 20 years. While we have not factored its EGS efforts into our valuations just yet, we think that Grab’s clear environmental commitment could garner greater interest from ESG-focused investors.</p>

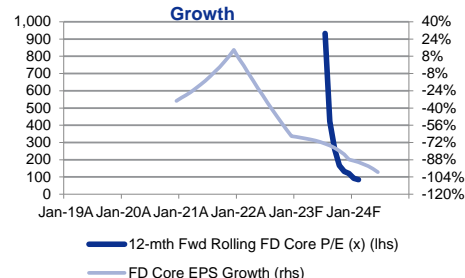
SOURCES: CGS-CIMB RESEARCH, REFINITIV

BY THE NUMBERS

P/BV vs ROE



12-mth Fwd FD Core P/E vs FD Core EPS Growth



Profit & Loss

(US\$m)	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Total Net Revenues	675	1,433	2,342	2,826	3,337
Gross Profit	(395)	77	811	1,060	1,430
Operating EBITDA	(1,211)	(1,041)	(239)	53	246
Depreciation And Amortisation	(344)	(332)	(315)	(297)	(241)
Operating EBIT	(1,555)	(1,373)	(555)	(245)	5
Financial Income/(Expense)	(1,989)	(353)	4	100	160
Pretax Income/(Loss) from Assoc.	(8)	(8)	(6)	0	0
Non-Operating Income/(Expense)	0	0	0	0	0
Profit Before Tax (pre-EI)	(3,552)	(1,734)	(557)	(145)	165
Exceptional Items					
Pre-tax Profit	(3,552)	(1,734)	(557)	(145)	165
Taxation	(3)	(6)	(41)	(90)	(137)
Exceptional Income - post-tax					
Profit After Tax	(3,555)	(1,740)	(597)	(235)	28
Minority Interests	106	57	33	19	(2)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	(3,449)	(1,683)	(564)	(216)	26
Recurring Net Profit	(2,748)	(944)	(117)	115	381
Fully Diluted Recurring Net Profit	(2,748)	(944)	(117)	115	381

Cash Flow

(US\$m)	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
EBITDA	(1,211)	(1,041)	(239)	53	246
Cash Flow from Inv. & Assoc.	8	8	6	0	0
Change In Working Capital	(128)	(8)	113	121	56
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	2,096	452	132	(0)	0
Net Interest (Paid)/Received	(1,701)	(460)	(114)	0	0
Tax Paid	(3)	(6)	(41)	(90)	(137)
Cashflow From Operations	(939)	(1,055)	(143)	84	165
Capex	(73)	(120)	(126)	(132)	(139)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments	(16)	0	0	0	0
Other Investing Cashflow	(2,668)	431	411	362	396
Cash Flow From Investing	(2,757)	311	285	230	257
Debt Raised/(repaid)	6,206	0	0	0	0
Proceeds From Issue Of Shares	463	0	0	0	0
Shares Repurchased					
Dividends Paid					
Preferred Dividends					
Other Financing Cashflow	(103)	(460)	(114)	0	0
Cash Flow From Financing	6,566	(460)	(114)	0	0
Total Cash Generated	2,870	(1,204)	28	314	422
Free Cashflow To Equity	2,510	(744)	142	314	422
Free Cashflow To Firm	(1,995)	(284)	256	314	422

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

BY THE NUMBERS... cont'd

Balance Sheet

(US\$m)	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Total Cash And Equivalents	4,991	3,787	3,815	4,129	4,551
Total Debtors	440	437	431	454	484
Inventories	4	4	5	5	6
Total Other Current Assets	3,240	2,916	2,624	2,362	2,126
Total Current Assets	8,675	7,144	6,875	6,950	7,167
Fixed Assets	441	441	443	450	448
Total Investments	1,255	1,247	1,241	1,241	1,241
Intangible Assets	675	463	271	99	0
Total Other Non-Current Assets	132	132	132	132	132
Total Non-current Assets	2,503	2,283	2,088	1,922	1,821
Short-term Debt	144	144	144	144	144
Current Portion of Long-Term Debt					
Total Creditors	847	836	944	1,088	1,176
Other Current Liabilities	35	35	35	35	35
Total Current Liabilities	1,026	1,015	1,123	1,267	1,355
Total Long-term Debt	2,031	2,031	2,031	2,031	2,031
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	102	102	102	102	102
Total Non-current Liabilities	2,133	2,133	2,133	2,133	2,133
Total Provisions	0	0	0	0	0
Total Liabilities	3,159	3,148	3,256	3,400	3,488
Shareholders' Equity	7,733	6,050	5,511	5,295	5,320
Minority Interests	286	229	196	177	179
Total Equity	8,019	6,279	5,707	5,472	5,500

Key Ratios

	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Revenue Growth	44%	112%	63%	21%	18%
Operating EBITDA Growth	33%	(14%)	(77%)	N/A	367%
Operating EBITDA Margin	(179%)	(73%)	(10%)	2%	7%
Net Cash Per ADS (US\$)	0.71	0.40	0.40	0.47	0.57
BVPADS (US\$)	1.96	1.51	1.35	1.28	1.27
Gross Interest Cover	(0.91)	(2.98)	(4.87)	N/A	N/A
Effective Tax Rate	0.0%	0.0%	0.0%	0.0%	83.1%
Net Dividend Payout Ratio	NA	NA	NA	NA	NA
Accounts Receivables Days	194.9	111.7	67.6	57.3	51.3
Inventory Days	1.19	1.09	1.04	1.03	1.06
Accounts Payables Days	257.2	226.5	212.2	210.6	216.7
ROIC (%)	(71.2%)	(34.0%)	(17.0%)	(13.6%)	0.0%
ROCE (%)	(71.8%)	(13.6%)	(5.3%)	(1.9%)	2.2%
Return On Average Assets	(18.8%)	(13.5%)	(6.5%)	(4.4%)	0.0%

Key Drivers

	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Total GMV	16,061.0	19,937.0	20,969.0	23,665.3	27,201.0
Total adjusted EBITDA	(842.0)	(793.0)	(20.9)	244.5	532.1

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

DISCLAIMER

The content of this report (including the views and opinions expressed therein, and the information comprised therein) has been prepared by and belongs to CGS-CIMB. Reports relating to a specific geographical area are produced and distributed by the corresponding CGS-CIMB entity as listed in the table below.

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.

By accepting this report, the recipient hereof represents and warrants that he is entitled to receive such report in accordance with the restrictions set forth below and agrees to be bound by the limitations contained herein (including the “Restrictions on Distributions” set out below). Any failure to comply with these limitations may constitute a violation of law. This publication is being supplied to you strictly on the basis that it will remain confidential. No part of this report may be (i) copied, photocopied, duplicated, stored or reproduced in any form by any means; or (ii) redistributed or passed on, directly or indirectly, to any other person in whole or in part, for any purpose without the prior written consent of CGS-CIMB.

The information contained in this research report is prepared from data believed to be correct and reliable at the time of issue of this report. CGS-CIMB may or may not issue regular reports on the subject matter of this report at any frequency and may cease to do so or change the periodicity of reports at any time. CGS-CIMB has no obligation to update this report in the event of a material change to the information contained in this report. CGS-CIMB does not accept any obligation to (i) check or ensure that the contents of this report remain current, reliable or relevant, (ii) ensure that the content of this report constitutes all the information a prospective investor may require, (iii) ensure the adequacy, accuracy, completeness, reliability or fairness of any views, opinions and information, and accordingly, CGS-CIMB, its affiliates and related persons including CGS International Holdings Limited (“CGSIHL”) and its related corporations (and their respective directors, associates, connected persons and/or employees) shall not be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof. In particular, CGS-CIMB disclaims all responsibility and liability for the views and opinions set out in this report.

Unless otherwise specified, this report is based upon sources which CGS-CIMB considers to be reasonable. Such sources will, unless otherwise specified, for market data, be market data and prices available from the main stock exchange or market where the relevant security is listed, or, where appropriate, any other market. Information on the accounts and business of company(ies) will generally be based on published statements of the company(ies), information disseminated by regulatory information services, other publicly available information and information resulting from our research.

Whilst every effort is made to ensure that statements of facts made in this report are accurate, all estimates, projections, forecasts, expressions of opinion and other subjective judgments contained in this report are based on assumptions considered to be reasonable as of the date of the document in which they are contained and must not be construed as a representation that the matters referred to therein will occur. Past performance is not a reliable indicator of future performance. The value of investments may go down as well as up and those investing may, depending on the investments in question, lose more than the initial investment. No report shall constitute an offer or an invitation by or on behalf of CGS-CIMB or any of its affiliates (including CGSIHL and its related corporations) to any person to buy or sell any investments.

CGS-CIMB, its affiliates and related corporations (including CGSIHL and its related corporations) and/or their respective directors, associates, connected parties and/or employees may own or have positions in securities of the company(ies) covered in this research report or any securities related thereto and may from time to time add to or dispose of, or may be materially interested in, any such securities. Further, CGS-CIMB, its affiliates and their respective related corporations (including CGSIHL and its related corporations) do and seek to do business with the company(ies) covered in this research report and may from time to time act as market maker or have assumed an underwriting commitment in securities of such company(ies), may sell them to or buy them from customers on a principal basis and may also perform or seek to perform significant investment banking, advisory, underwriting or placement services for or relating to such company(ies) as well as solicit such investment, advisory or other services from any entity mentioned in this report.

CGS-CIMB or its affiliates (including CGSIHL and its related corporations) may enter into an agreement with the company(ies) covered in this report relating to the production of research reports. CGS-CIMB may disclose the contents of this report to the company(ies) covered by it and may have amended the contents of this report following such disclosure.

The analyst responsible for the production of this report hereby certifies that the views expressed herein accurately and exclusively reflect his or her personal views and opinions about any and all of the issuers or securities analysed in this report and were prepared independently and autonomously. No part of the compensation of the analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations(s) or view(s) in this report. The analyst(s) who prepared this research report is prohibited from receiving any compensation, incentive or bonus based on specific investment banking transactions or for providing a specific recommendation for, or view of, a particular company. Information barriers and other arrangements may be established where necessary to prevent conflicts of interests arising. However, the analyst(s) may receive compensation that is based on his/their coverage of company(ies) in the performance of his/their duties or the performance of his/their recommendations and the research personnel involved in the preparation of this report may also participate in the solicitation of the businesses as described above. In reviewing this research report, an investor should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additional information is, subject to the duties of confidentiality, available on request.

Reports relating to a specific geographical area are produced by the corresponding CGS-CIMB entity as listed in the table below. The term “CGS-CIMB” shall denote, where appropriate, the relevant entity distributing or disseminating the report in the particular jurisdiction referenced below, or, in every other case except as otherwise stated herein, CGS-CIMB Securities International Pte. Ltd. and its affiliates, subsidiaries and related corporations.

Country	CGS-CIMB Entity	Regulated by
Hong Kong	CGS-CIMB Securities (Hong Kong) Limited	Securities and Futures Commission Hong Kong
Indonesia	PT CGS-CIMB Sekuritas Indonesia	Financial Services Authority of Indonesia
Malaysia	CGS-CIMB Securities Sdn. Bhd.	Securities Commission Malaysia
Singapore	CGS-CIMB Securities (Singapore) Pte. Ltd.	Monetary Authority of Singapore
South Korea	CGS-CIMB Securities (Hong Kong) Limited, Korea Branch	Financial Services Commission and Financial Supervisory Service
Thailand	CGS-CIMB Securities (Thailand) Co. Ltd.	Securities and Exchange Commission Thailand

Other Significant Financial Interests:

(i) As of February 5, 2024 CGS-CIMB has a proprietary position in the securities (which may include but not be limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

(ii) Analyst Disclosure: As of February 6, 2024, the analyst(s) who prepared this report, and the associate(s), has / have an interest in the securities (which may include but not be limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

This report does not purport to contain all the information that a prospective investor may require. Neither CGS-CIMB nor any of its affiliates (including CGSIHL and its related corporations) make any guarantee, representation or warranty, express or implied, as to the adequacy, accuracy, completeness, reliability or fairness of any such information and opinion contained in this report. Neither CGS-CIMB nor any of its affiliates nor their related persons (including CGSIHL and its related corporations) shall be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof.

This report is general in nature and has been prepared for information purposes only. It is intended for circulation amongst CGS-CIMB's clients generally and does not have regard to the specific investment objectives, financial situation and the particular needs of any specific person who may receive this report. The information and opinions in this report are not and should not be construed or considered as an offer, recommendation or solicitation to buy or sell the subject securities, related investments or other financial instruments or any derivative instrument, or any rights pertaining thereto.

Investors are advised to make their own independent evaluation of the information contained in this research report, consider their own individual investment objectives, financial situation and particular needs and consult their own professional and financial advisers as to the legal, business, financial, tax and other aspects before participating in any transaction in respect of the securities of company(ies) covered in this research report.

The securities of such company(ies) may not be eligible for sale in all jurisdictions or to all categories of investors.

Restrictions on Distributions

Australia: Despite anything in this report to the contrary, this research is provided in Australia by CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited. This research is only available in Australia to persons who are "wholesale clients" (within the meaning of the Corporations Act 2001 (Cth) and is supplied solely for the use of such wholesale clients and shall not be distributed or passed on to any other person. You represent and warrant that if you are in Australia, you are a "wholesale client". This research is of a general nature only and has been prepared without taking into account the objectives, financial situation or needs of the individual recipient. CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited do not hold, and are not required to hold an Australian financial services license. CGS-CIMB Securities (Singapore) Pte. Ltd. and CGS-CIMB Securities (Hong Kong) Limited rely on "passporting" exemptions for entities appropriately licensed by the Monetary Authority of Singapore (under ASIC Class Order 03/1102) and the Securities and Futures Commission in Hong Kong (under ASIC Class Order 03/1103).

Canada: This research report has not been prepared in accordance with the disclosure requirements of Dealer Member Rule 3400 – Research Restrictions and Disclosure Requirements of the Investment Industry Regulatory Organization of Canada. For any research report distributed by CIBC, further disclosures related to CIBC conflicts of interest can be found at <https://researchcentral.cibcwm.com>.

China: For the purpose of this report, the People's Republic of China ("PRC") does not include the Hong Kong Special Administrative Region, the Macau Special Administrative Region or Taiwan. The distributor of this report has not been approved or licensed by the China Securities Regulatory Commission or any other relevant regulatory authority or governmental agency in the PRC. This report contains only marketing information. The distribution of this report is not an offer to buy or sell to any person within or outside PRC or a solicitation to any person within or outside of PRC to buy or sell any instruments described herein. This report is being issued outside the PRC to a limited number of institutional investors and may not be provided to any person other than the original recipient and may not be reproduced or used for any other purpose.

France: Only qualified investors within the meaning of French law shall have access to this report. This report shall not be considered as an offer to subscribe to, or used in connection with, any offer for subscription or sale or marketing or direct or indirect distribution of financial instruments and it is not intended as a solicitation for the purchase of any financial instrument.

Germany: This report is only directed at persons who are professional investors as defined in sec 31a(2) of the German Securities Trading Act (WpHG). This publication constitutes research of a non-binding nature on the market situation and the investment instruments cited here at the time of the publication of the information.

The current prices/yields in this issue are based upon closing prices from Bloomberg as of the day preceding publication. Please note that neither the German Federal Financial Supervisory Agency (BaFin), nor any other supervisory authority exercises any control over the content of this report.

Hong Kong: This report is issued and distributed in Hong Kong by CGS-CIMB Securities (Hong Kong) Limited ("CHK") which is licensed in Hong Kong by the Securities and Futures Commission for Type 1 (dealing in securities) and Type 4 (advising on securities) activities. Any investors wishing to purchase or otherwise deal in the securities covered in this report should contact the Head of Sales at CGS-CIMB Securities (Hong Kong) Limited. The views and opinions in this research report are our own as of the date hereof and are subject to change. If the Financial Services and Markets Act of the United Kingdom or the rules of the Financial Conduct Authority apply to a recipient, our obligations owed to such recipient therein are

unaffected. CHK has no obligation to update its opinion or the information in this research report. This publication is strictly confidential and is for private circulation only to clients of CHK. CHK does not make a market on other securities mentioned in the report.

Indonesia: This report is issued and distributed by PT CGS-CIMB Sekuritas Indonesia (“CGS-CIMB Indonesia”). The views and opinions in this research report are our own as of the date hereof and are subject to change. CGS-CIMB Indonesia has no obligation to update its opinion or the information in this research report. This report is for private circulation only to clients of CGS-CIMB Indonesia. Neither this report nor any copy hereof may be distributed in Indonesia or to any Indonesian citizens wherever they are domiciled or to Indonesian residents except in compliance with applicable Indonesian capital market laws and regulations.

This research report is not an offer of securities in Indonesia. The securities referred to in this research report have not been registered with the Financial Services Authority (Otoritas Jasa Keuangan) pursuant to relevant capital market laws and regulations, and may not be offered or sold within the territory of the Republic of Indonesia or to Indonesian citizens through a public offering or in circumstances which constitute an offer within the meaning of the Indonesian capital market law and regulations.

Ireland: CGS-CIMB is not an investment firm authorised in the Republic of Ireland and no part of this document should be construed as CGS-CIMB acting as, or otherwise claiming or representing to be, an investment firm authorised in the Republic of Ireland.

Malaysia: This report is distributed in Malaysia by CGS-CIMB Securities Sdn. Bhd. (“CGS-CIMB Malaysia”) solely for the benefit of and for the exclusive use of our clients. Recipients of this report are to contact CGS-CIMB Malaysia, at Level 29, Menara Aras Raya, No. 11, Jalan Raja Laut, 50350 Kuala Lumpur, Malaysia, in respect of any matters arising from or in connection with this report. CGS-CIMB Malaysia has no obligation to update, revise or reaffirm its opinion or the information in this research report after the date of this report.

New Zealand: In New Zealand, this report is for distribution only to persons who are wholesale clients pursuant to section 5C of the Financial Advisers Act 2008.

Singapore: This report is issued and distributed by CGS-CIMB Securities (Singapore) Pte Ltd (“CGS-CIMB Singapore”). CGS-CIMB Singapore is a capital markets services licensee under the Securities and Futures Act 2001. Accordingly, it is exempted from the requirement to hold a financial adviser’s licence under the Financial Advisers Act, 2001 (“FAA”) for advising on investment products, by issuing or promulgating research analyses or research reports, whether in electronic, print or other form. CGS-CIMB Singapore is subject to the applicable rules under the FAA unless it is able to avail itself to any prescribed exemptions.

Recipients of this report are to contact CGS-CIMB Singapore, 10 Marina Boulevard, Marina Bay Financial Centre Tower 2, #09-01, Singapore 018983 in respect of any matters arising from, or in connection with this report. CGS-CIMB Singapore has no obligation to update its opinion or the information in this research report. This publication is strictly confidential and is for private circulation only. If you have not been sent this report by CGS-CIMB Singapore directly, you may not rely, use or disclose to anyone else this report or its contents.

If the recipient of this research report is not an accredited investor, expert investor or institutional investor, CGS-CIMB Singapore accepts legal responsibility for the contents of the report without any disclaimer limiting or otherwise curtailing such legal responsibility. If the recipient is an accredited investor, expert investor or institutional investor, the recipient is deemed to acknowledge that CGS-CIMB Singapore is exempt from certain requirements under the FAA and its attendant regulations, and as such, is exempt from complying with the following:

- (a) Section 34 of the FAA (obligation to disclose product information);
- (b) Section 36 (duty not to make recommendation with respect to any investment product without having a reasonable basis where you may be reasonably expected to rely on the recommendation) of the FAA;
- (c) MAS Notice on Information to Clients and Product Information Disclosure [Notice No. FAA-N03];
- (d) MAS Notice on Recommendation on Investment Products [Notice No. FAA-N16];
- (e) Section 45 (obligation on disclosure of interest in specified products), and
- (f) any other laws, regulations, notices, directive, guidelines, circulars and practice notes which are relates to the above, to the extent permitted by applicable laws, as may be amended from time to time, and any other laws, regulations, notices, directive, guidelines, circulars, and practice notes as we may notify you from time to time. In addition, the recipient who is an accredited investor, expert investor or institutional investor acknowledges that as CGS-CIMB Singapore is exempt from Section 36 of the FAA, the recipient will also not be able to file a civil claim against CGS-CIMB Singapore for any loss or damage arising from the recipient’s reliance on any recommendation made by CGS-CIMB Singapore which would otherwise be a right that is available to the recipient under Section 36 of the FAA. .

CGS-CIMB Singapore, its affiliates and related corporations, their directors, associates, connected parties and/or employees may own or have positions in specified products of the company(ies) covered in this research report or any specified products related thereto and may from time to time add to or dispose of, or may be materially interested in, any such specified products. Further, CGS-CIMB Singapore, its affiliates and its related corporations do and seek to do business with the company(ies) covered in this research report and may from time to time act as market maker or have assumed an underwriting commitment in specified products of such company(ies), may sell them to or buy them from customers on a principal basis and may also perform or seek to perform significant investment banking, advisory, underwriting or placement services for or relating to such company(ies) as well as solicit such investment, advisory or other services from any entity mentioned in this report.

CGS-CIMB Singapore does not make a market on the securities mentioned in the report.

South Korea: This report is issued and distributed in South Korea by CGS-CIMB Securities (Hong Kong) Limited, Korea Branch (“CGS-CIMB Korea”) which is licensed as a cash equity broker, and regulated by the Financial Services Commission and Financial Supervisory Service of Korea. In South Korea, this report is for distribution only to professional investors under Article 9(5) of the Financial Investment Services and Capital Market Act of Korea (“FSCMA”).

Spain: This document is a research report and it is addressed to institutional investors only. The research report is of a general nature and not personalised and does not constitute investment advice so, as the case may be, the recipient must seek proper advice before adopting any investment decision. This document does not constitute a public offering of securities.

CGS-CIMB is not registered with the Spanish Comision Nacional del Mercado de Valores to provide investment services.

~~**Sweden:** This report contains only marketing information and has not been approved by the Swedish Financial Supervisory Authority. The~~

distribution of this report is not an offer to sell to any person in Sweden or a solicitation to any person in Sweden to buy any instruments described herein and may not be forwarded to the public in Sweden.

Switzerland: This report has not been prepared in accordance with the recognized self-regulatory minimal standards for research reports of banks issued by the Swiss Bankers' Association (Directives on the Independence of Financial Research).

Thailand: This report is issued and distributed by CGS-CIMB Securities (Thailand) Co. Ltd. ("CGS-CIMB Thailand") based upon sources believed to be reliable (but their accuracy, completeness or correctness is not guaranteed). The statements or expressions of opinion herein were arrived at after due and careful consideration for use as information for investment. Such opinions are subject to change without notice and CGS-CIMB Thailand has no obligation to update its opinion or the information in this research report.

Corporate Governance Report (CGR): ([Thai CGR and Anti-Corruption of Thai Listed Companies - Click here](#))

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 result may be changed after that date. CGS-CIMB Thailand does not confirm nor certify the accuracy of such survey result.

Score Range:	90 - 100	80 – 89	70 - 79	Below 70	No Survey Result
Description:	Excellent	Very Good	Good	N/A	N/A

United Arab Emirates: The distributor of this report has not been approved or licensed by the UAE Central Bank or any other relevant licensing authorities or governmental agencies in the United Arab Emirates. This report is strictly private and confidential and has not been reviewed by, deposited or registered with UAE Central Bank or any other licensing authority or governmental agencies in the United Arab Emirates. This report is being issued outside the United Arab Emirates to a limited number of institutional investors and must not be provided to any person other than the original recipient and may not be reproduced or used for any other purpose. Further, the information contained in this report is not intended to lead to the sale of investments under any subscription agreement or the conclusion of any other contract of whatsoever nature within the territory of the United Arab Emirates.

United Kingdom and European Economic Area (EEA): In the United Kingdom and European Economic Area, this material is also being distributed by CGS-CIMB Securities (UK) Limited ("CGS-CIMB UK"). CGS-CIMB UK is authorized and regulated by the Financial Conduct Authority and its registered office is at 53 New Broad Street, London EC2M 1JJ. The material distributed by CGS-CIMB UK has been prepared in accordance with CGS-CIMB's policies for managing conflicts of interest arising as a result of publication and distribution of this material. This material is for distribution only to, and is solely directed at, selected persons on the basis that those persons: (a) are eligible counterparties and professional clients of CGS-CIMB UK; (b) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Order"), (c) fall within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc") of the Order; (d) are outside the United Kingdom subject to relevant regulation in each jurisdiction, material (all such persons together being referred to as "relevant persons"). This material is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this material relates is available only to relevant persons and will be engaged in only with relevant persons.

This material is categorised as non-independent for the purposes of CGS-CIMB UK and therefore does not provide an impartial or objective assessment of the subject matter and does not constitute independent research. Consequently, this material has not been prepared in accordance with legal requirements designed to promote the independence of research and will not be subject to any prohibition on dealing ahead of the dissemination of research. Therefore, this material is considered a marketing communication.

United States: This research report is distributed in the United States of America by CGS-CIMB Securities (USA) Inc, a U.S. registered broker-dealer and an affiliate of CGS-CIMB Securities Sdn. Bhd., CGS-CIMB Securities (Singapore) Pte Ltd, PT CGS-CIMB Sekuritas Indonesia, CGS-CIMB Securities (Thailand) Co. Ltd and CGS-CIMB Securities (Hong Kong) Limited and is distributed solely to persons who qualify as "U.S. Institutional Investors" as defined in Rule 15a-6 under the Securities and Exchange Act of 1934. This communication is only for Institutional Investors whose ordinary business activities involve investing in shares, bonds, and associated securities and/or derivative securities and who have professional experience in such investments. Any person who is not a U.S. Institutional Investor or Major Institutional Investor must not rely on this communication. The delivery of this research report to any person in the United States of America is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein. CGS-CIMB Securities (USA) Inc, is a FINRA/SIPC member and takes responsibility for the content of this report. For further information or to place an order in any of the above-mentioned securities please contact a registered representative of CGS-CIMB Securities (USA) Inc.

CGS-CIMB Securities (USA) Inc. does not make a market on other securities mentioned in the report.

CGS-CIMB Securities (USA) Inc. has not managed or co-managed a public offering of any of the securities mentioned in the past 12 months.

CGS-CIMB Securities (USA) Inc. has not received compensation for investment banking services from any of the company mentioned in the past 12 months.

CGS-CIMB Securities (USA) Inc. neither expects to receive nor intends to seek compensation for investment banking services from any of the company mentioned within the next 3 months.

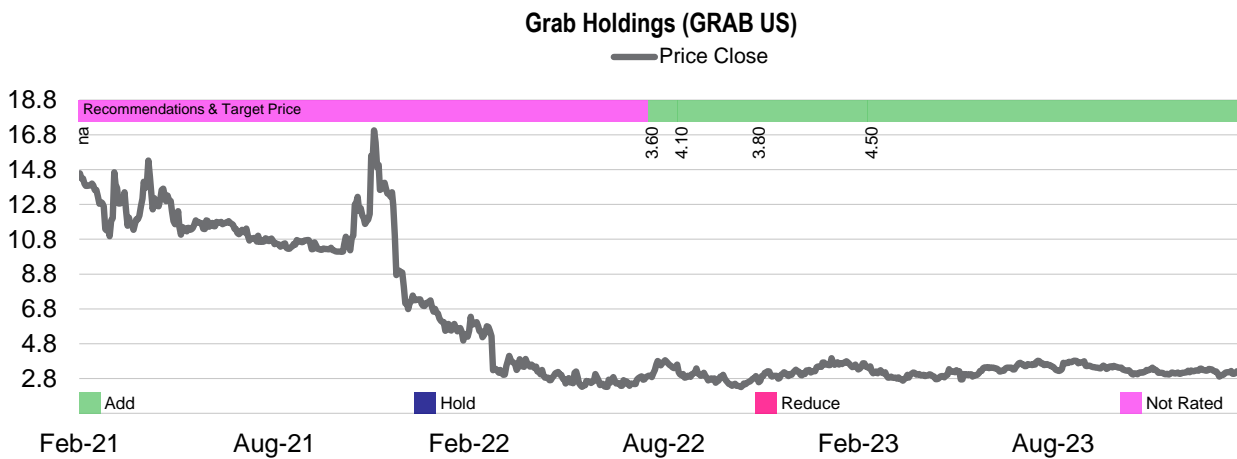
United States Third-Party Disclaimer: If this report is distributed in the United States of America by Raymond James & Associates, Inc ("RJA"), this report is third-party research prepared for and distributed in the United States of America by RJA pursuant to an arrangement between RJA and CGS-CIMB Securities International Pte. Ltd. ("CGS-CIMB"). CGS-CIMB is not an affiliate of RJA. This report is distributed solely to persons who qualify as "U.S. Institutional Investors" or as "Major U.S. Institutional Investors" as defined in Rule 15a-6 under the Securities and Exchange Act of 1934, as amended. This communication is only for U.S. Institutional Investors or Major U.S. Institutional Investor whose ordinary business activities involve investing in shares, bonds, and associated securities and/or derivative securities and who have professional experience in such investments. Any person who is not a U.S. Institutional Investor or Major U.S. Institutional Investor must not rely on this communication. The delivery of this report to any person in the U.S. is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion

expressed herein. If you are receiving this report in the U.S from RJA, a FINRA/SIPC member, it takes responsibility for the content of this report. For further information or to place an order in any of the above-mentioned securities please contact a registered representative of CGS-CIMB Securities (USA) Inc. or RJA. <https://raymondjames.com/InternationalEquityDisclosures>

Other jurisdictions: In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is only for distribution to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.

Distribution of stock ratings and investment banking clients for quarter ended on 31 December 2023		
636 companies under coverage for quarter ended on 31 December 2023		
	Rating Distribution (%)	Investment Banking clients (%)
Add	67.5%	1.3%
Hold	22.5%	0.0%
Reduce	10.1%	0.2%

Spitzer Chart for stock being researched (2 year data)



Recommendation Framework	
Stock Ratings	Definition:
Add	The stock's total return is expected to exceed 10% over the next 12 months.
Hold	The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
Reduce	The stock's total return is expected to fall below 0% or more over the next 12 months.
<i>The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.</i>	
Sector Ratings	Definition:
Overweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
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.
Country Ratings	Definition:
Overweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
Underweight	An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.