

# Mapletree Industrial Trust (MINT SP)

## Hi-Tech Driven

### Raising forecasts, new TP at SGD2.20

We raise DPUs by 3% following stronger-than-expected 3Q18 results, which were largely driven by the HP build-to-suit (BTS) contribution. MINT's solid fundamentals have helped it to deliver the strongest share-price action amongst its peers, and we see further momentum from recovering industrial sector tailwinds, rising hi-tech contribution, and overseas acquisition growth traction. We raise our DDM-based TP to SGD2.20 (WACC: 7.2%, LTG: 1.5%), and estimate 6-16% DPU upside from potential deals, not yet priced into valuations. With 12.5% total return upside, we maintain BUY.

### Results ahead of MKE and consensus

MINT reported 3Q18 DPU of S2.88cts (+1.8% YoY), as revenue / NPI rose 8.3% YoY / 11.7% YoY. The performance was largely driven by HP's BTS contribution, as revenue / NPI for its hi-tech buildings segment jumped 53.3% YoY / 67.6% YoY. Portfolio occupancy improved QoQ from 90.4% to 90.5%. This was buoyed by its new US data centre portfolio (at 97.4%), as Singapore occupancy fell from 90.4% to 90.1% - vacancies rose at its flatted factories, business park, and stack-up/ramp-up buildings. According to management, leasing enquiries at its Kallang Basin Cluster has increased pre-completion of its AEI, and MINT is targeting committed occupancies of 30% in 4Q, up from 12%. This is against a more positive rental outlook, with new leases supported by demand from IT, technology, and engineering sector tenants.

### Balance sheet strong, to support further deals

MINT had completed its first overseas acquisition at USD750m, which was funded by a 65%-35% debt-equity arrangement (SGD155.7m was raised on 25 Oct 2017 through a private placement). We see further SGD400-830m debt headroom (at 40-45% gearing) as MINT focuses on entrenching its US data centre footprint, as it explores further deals. Given its low 33.8% gearing as at end-Dec 2017, we estimate SGD400-800m in debt-funded acquisitions could boost FY19E DPU by 6-16%, assuming 7-8% NPI yields.

FYE Mar (SGD m)	FY16A	FY17A	FY18E	FY19E	FY20E
Revenue	332	341	362	389	404
Net property income	245	257	276	298	309
Core net profit	198	200	218	249	256
Core EPU (cts)	15.4	15.0	11.7	13.0	13.4
Core EPU growth (%)	(29.4)	(2.5)	(22.3)	11.7	2.7
DPU (cts)	11.2	11.4	11.8	13.2	13.6
DPU growth (%)	6.9	2.2	4.0	11.5	2.7
P/NTA (x)	1.5	1.5	1.3	1.3	1.3
DPU yield (%)	5.4	5.5	5.7	6.4	6.6
ROAE (%)	11.4	10.8	8.1	8.7	8.7
ROAA (%)	5.5	5.4	5.3	5.6	5.6
Debt/Assets (x)	0.28	0.29	0.34	0.33	0.32
Consensus DPU	-	-	11.7	12.6	13.0
MKE vs. Consensus (%)	-	-	0.9	5.0	4.4

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

# BUY

Share Price	SGD 2.07
12m Price Target	SGD 2.20 (+6%)
Previous Price Target	SGD 2.10

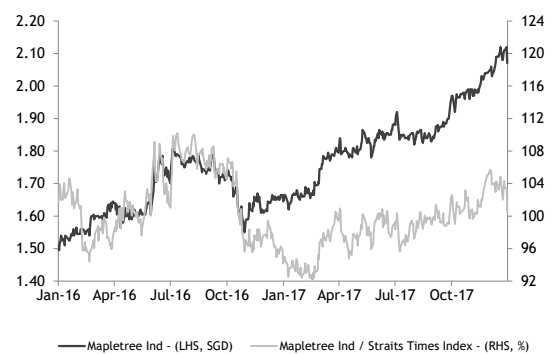
### Statistics

52w high/low (SGD)	2.12/1.62
3m avg turnover (USDm)	4.9
Free float (%)	65.4
Issued shares (m)	1,802
Market capitalisation	SGD3.7B
	USD2.8B

### Major shareholders:

Temasek Holdings	34.2%
Schroder Investment	7.0%
AIA Singapore Pte Ltd.	3.2%

### Price Performance



	-1M	-3M	-12M
Absolute (%)	1	6	24
Relative to index (%)	(4)	(0)	5

Source: FactSet

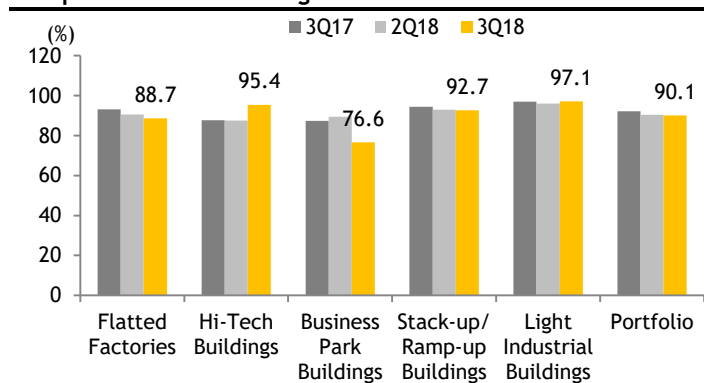
Fig 1: Summary financials 3Q18A comparison

FYE 31 Mar	3Q17 (SGD m)	2Q18 (SGD m)	3Q18 (SGD m)	Change (% YoY)	Change (% QoQ)	YTD18 (SGD m)	% of FYE	FY18E (SGD m)
Gross revenue	84.5	92.6	91.5	8.3	(1.2)	272.8	76.4	357.1
Property expenses	(21.0)	(21.9)	(20.6)	(2.0)	(5.8)	(63.1)	72.2	(87.5)
Net property income	63.4	70.7	70.9	11.7	0.3	209.7	77.8	269.6
Borrowing costs	(6.9)	(7.8)	(8.4)	21.0	8.4	(24.0)	67.9	(35.4)
Distributable income to unitholders	51.1	54.0	53.5	4.6	(1.0)	160.4	76.3	210.2
Distribution per unit	2.83	3.00	2.88	1.8	(4.0)	8.8	76.9	11.44
NAV per unit (SGD)	1.36	1.41	1.42					
Aggregate leverage (%)^	29.4	30.0	33.8	440	380			
All-in financing cost (%)^	2.6	2.9	2.9	30	0			
Occupancy (%)^	92.1	90.4	90.1	(200)	(30)			
Rental growth (% YoY)	2.1	1.0	2.1					
NPI margin (%)^	75.1	76.4	77.5	236	111			

^Change in basis points

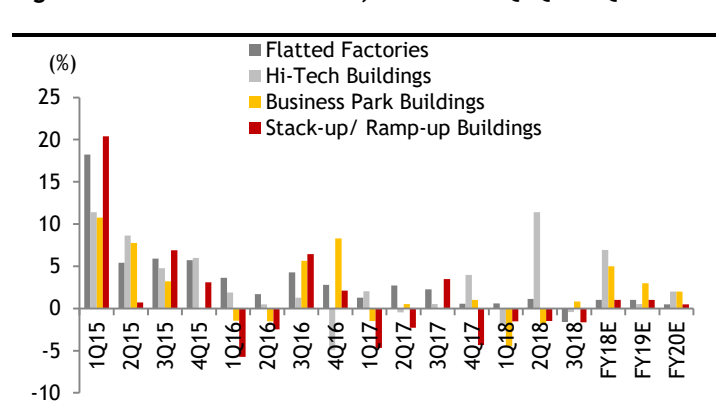
Source: Company data, Maybank Kim Eng

Fig 2: Occupancy dipped YoY and QoQ across more segments, except for hi-tech buildings



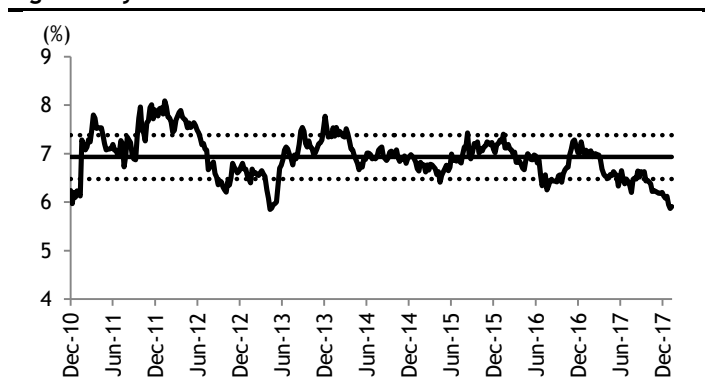
Source: Company data

Fig 3: Rents have flattened out, was +1.5% QoQ in 3Q18



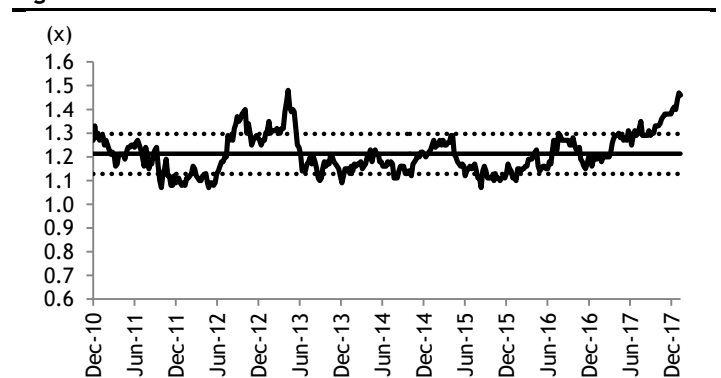
Source: Company data, Maybank Kim Eng

Fig 4: Div yield



Source: Bloomberg

Fig 5: P/BV



Source: Bloomberg

Fig 6: Forecast changes

	FY18E (old)	FY19E (old)	FY18E	FY19E	FY18E (% change)	FY19E (% change)
Revenue (SGDm)	357.1	383.9	361.9	388.5	1.3	1.2
NPI (SGDm)	276.6	320.9	282.6	327.0	2.2	1.9
DPU (SGD)	11.4	12.8	11.8	13.2	3.5	3.2

Source: Maybank Kim Eng

**Fig 7: Upside (%) to FY19E DPU estimates assuming debt-funded acquisitions at various NPI yields**

Size of acquisition (SGDm)	NPI yield (%)				
	6.5	7.0	7.5	8.0	8.5
400	5.6	6.4	7.2	8.0	8.8
600	8.4	9.6	10.8	12.0	13.2
800	11.2	12.8	14.4	16.1	17.7

Source: Company data, Maybank Kim Eng

**Fig 8: S-REIT valuation comparison**

Company	Rating	Price (SGD)	TP (SGD)	Upside (%)	Yield (%)	Total return (%)	MC (SGD b)	ADTV (SGD m)	Free Float (%)	BVPS (SGD)	P/BV (x)	Dividend yield (%)				Gearing (D/A) (%)
												16	17E	18E	19E	
<b>Retail</b>							<b>13.8</b>	<b>29.3</b>			<b>1.04</b>	<b>5.6</b>	<b>5.5</b>	<b>5.7</b>	<b>5.8</b>	<b>31</b>
CapitaLand Mall (CMT)	Hold	2.05	2.15	4.9	5.4	10.3	7.3	22.7	63	1.95	1.05	5.4	5.4	5.4	5.5	35
Frasers Ctr Trust (FCT)	Buy	2.30	2.55	10.9	5.5	16.4	2.1	2.2	58	2.03	1.13	5.1	5.2	5.5	5.7	30
Starhill Global REIT	Sell	0.78	0.70	(9.7)	6.4	(3.3)	1.7	2.3	63	0.92	0.84	6.7	6.4	6.4	6.5	35
SPH REIT	Hold	1.06	1.00	(5.7)	5.3	(0.4)	2.7	2.1	25	0.94	1.12	5.2	5.2	5.3	5.4	26
<b>Retail &amp; Office</b>							<b>10.5</b>	<b>19.5</b>			<b>1.11</b>	<b>4.9</b>	<b>5.0</b>	<b>5.0</b>	<b>5.0</b>	<b>36</b>
Suntec REIT	Hold	2.17	1.89	(12.9)	4.5	(8.4)	5.8	12.4	79	2.12	1.02	4.6	4.6	4.5	4.5	36
Mapletree Comm. (MCT)	Sell	1.65	1.45	(12.1)	5.4	(6.7)	4.8	7.1	66	1.37	1.20	5.2	5.4	5.4	5.6	36
<b>Office</b>							<b>13.7</b>	<b>29.7</b>			<b>0.95</b>	<b>5.7</b>	<b>5.5</b>	<b>5.4</b>	<b>5.4</b>	<b>37</b>
CapitaLand Comm. (CCT)	Hold	1.91	1.80	(5.8)	4.6	(1.2)	6.9	21.8	73	1.84	1.04	4.6	4.8	4.6	4.7	36
Keppel REIT	Hold	1.32	1.19	(9.8)	4.6	(5.2)	4.4	5.8	56	1.42	0.93	4.8	4.5	4.6	4.6	39
Frasers Comm. (FCOT)	NR	1.52					1.2	2.0	73	1.58	0.96	6.4	6.5	6.2	6.3	36
OUE Comm. (OUECT)	NR	0.75					1.2	0.2	17	0.85	0.88	6.9	6.2	6.1	5.9	36
<b>Industrial</b>							<b>22.4</b>	<b>45.2</b>			<b>1.17</b>	<b>7.1</b>	<b>6.7</b>	<b>6.7</b>	<b>6.8</b>	<b>36</b>
Ascendas REIT	Buy	2.76	3.00	8.7	6.2	14.9	8.0	21.5	80	2.12	1.30	5.7	5.9	6.2	6.4	34
Mapletree Ind. (MIT)	Buy	2.07	2.20	6.3	6.2	12.5	3.9	6.7	68	1.41	1.47	5.5	5.5	5.7	6.4	34
Mapletree Log. (MLT)	Hold	1.38	1.25	(9.4)	5.8	(3.6)	4.2	8.4	64	1.05	1.32	5.3	5.6	5.8	5.9	39
Cache Logistics Trust	Hold	0.88	0.90	2.3	7.0	9.3	0.9	1.5	100	0.72	1.23	8.4	7.5	7.0	7.2	36
Viva Industrial Trust	Buy	0.94	1.00	7.0	7.3	14.2	0.9	1.1	43	0.79	1.19	7.5	7.3	7.3	7.5	39
AIMS AMP	Buy	1.37	1.60	16.8	8.2	25.0	0.9	1.0	81	1.37	1.00	8.1	8.2	8.2	8.2	36
Keppel DC REIT	NR	1.46					1.6	2.6	65	0.97	1.51	4.2	5.0	5.3	5.5	28
ESR REIT	NR	0.57					0.7	0.7	69	0.71	0.81	7.3	6.8	7.3	7.4	38
Soilbuild BS REIT	NR	0.70					0.7	1.4	65	0.64	1.10	8.7	8.0	6.8	6.7	38
Sabana SC Ind. REIT	NR	0.42					0.4	0.5	78	0.57	0.73	10.0	n.a.	n.a.	n.a.	37
<b>Hospitality &amp; Residential</b>							<b>10.4</b>	<b>9.7</b>			<b>1.04</b>	<b>5.9</b>	<b>5.5</b>	<b>5.7</b>	<b>5.8</b>	<b>35</b>
Ascott Residence Trust	NR	1.25					2.7	2.7	59	1.24	1.01	6.4	5.5	5.8	5.9	32
CDL HT (CDLHT)	NR	1.82					2.2	2.7	63	1.47	1.23	5.3	5.1	5.5	5.6	39
OUE HT (OUEHT)	NR	0.89					1.6	1.6	52	0.76	1.17	5.2	5.7	5.7	5.8	38
Far East HT (FEHT)	NR	0.76					1.4	1.1	41	0.89	0.85	5.7	5.2	5.4	5.7	33
Frasers HT	NR	0.82					1.5	0.8	39	0.82	1.00	6.8	6.1	6.1	6.1	34
Ascendas HT	NR	0.88					1.0	0.7	65	0.89	0.99	6.3	n.a.	n.a.	n.a.	33
<b>Offshore REITs</b>							<b>14.8</b>	<b>18.0</b>			<b>1.03</b>	<b>6.9</b>	<b>6.9</b>	<b>6.7</b>	<b>6.9</b>	<b>33</b>
Mapletree Greater China	NR	1.26					3.6	4.5	66	1.25	1.01	5.8	5.9	5.9	6.0	39
CapitaLand Retail China	NR	1.63					1.6	2.1	63	1.63	1.00	6.2	6.3	6.6	7.1	35
Fortune REIT (HKD)	NR	9.84					3.2	0.5	72	13.39	0.73	5.0	n.a.	n.a.	n.a.	28
Lippo Malls Ind. RT	NR	0.41					1.1	2.1	64	0.35	1.14	8.4	8.8	8.5	8.6	31
Manulife REIT (USD)	NR	0.96					1.3	2.8	95	0.84	1.14	6.0	5.9	6.5	6.6	30
Keppel_KBS US REIT	NR	0.91					0.8	n.a.	47	0.84	1.08	n.a.	n.a.	6.6	6.9	36
IREIT Global	NR	0.80					0.5	0.4	33	0.67	1.19	12.0	n.a.	n.a.	n.a.	41
BHG Retail REIT	NR	0.81					0.4	0.0	34	0.83	0.98	6.7	n.a.	n.a.	n.a.	32
Frasers Log. & Ind. (FLT)	NR	1.16					1.8	5.4	74	0.94	1.24	5.3	6.7	6.1	6.2	29
EC World REIT	NR	0.77					0.6	0.2	51	0.93	0.83	n.a.	7.7	n.a.	n.a.	29
<b>Healthcare</b>							<b>2.9</b>	<b>3.1</b>			<b>1.57</b>	<b>5.0</b>	<b>5.3</b>	<b>5.2</b>	<b>5.3</b>	<b>34</b>
Parkway Life REIT	NR	3.00					1.8	1.7	54	1.72	1.75	4.0	4.5	4.2	4.3	37
First REIT	NR	1.41					1.1	1.4	67	1.01	1.39	6.0	6.1	6.2	6.3	31
<b>Total REITs</b>							<b>89</b>	<b>155</b>			<b>1.09</b>	<b>6.3</b>	<b>6.0</b>	<b>6.0</b>	<b>6.2</b>	<b>34</b>
<b>S-REIT yield spread</b>											<b>3.0</b>					
FSTREI Index											5.2					
SGS 10Y bond yield											2.2					

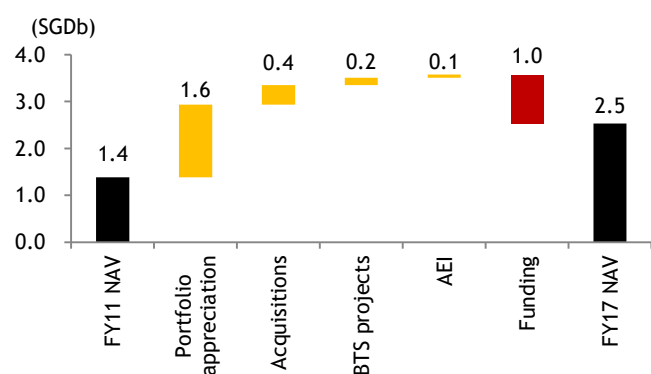
Prices as of 23 Jan 2018. NR = Not Rated.

Source: Bloomberg, FactSet, Companies, Maybank Kim Eng

## Value Proposition

- Second largest industrial sector S-REIT, and backed by sponsor Mapletree Investments, wholly-owned by Temasek Holdings.
- Resilient portfolio due to well-diversified tenant base, and lower conversion risk given greater proportion of multi-tenant assets.
- Recently completed/on-going redevelopment initiatives – build-to-suit (BTS) for Hewlett-Packard, AEI at Kallang Basin 4 Cluster, and recently announced data centre BTS facility – should in aggregate drive 4.5% DPU CAGR from FY17-20E.
- Strongest balance sheet amongst peers with aggregate leverage at 33.8%, with an estimated SGD400-830b in debt headroom to pursue inorganic growth opportunities.

### NAV growth (FY11-17)

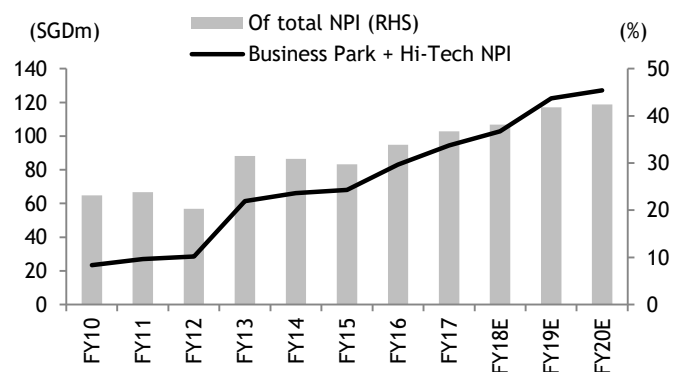


Source: Company

## Financial Metrics

- DPUs should be supported by contribution from ongoing redevelopment projects and AEI, a timely offset for the soft organic fundamentals, with greater emphasis on tenant retention dampening rental growth prospects.
- Business parks and high-specs buildings are expected to generate 47.5% of MINT's NPI in FY20E, up from 36.7% in FY17, according to our estimates.

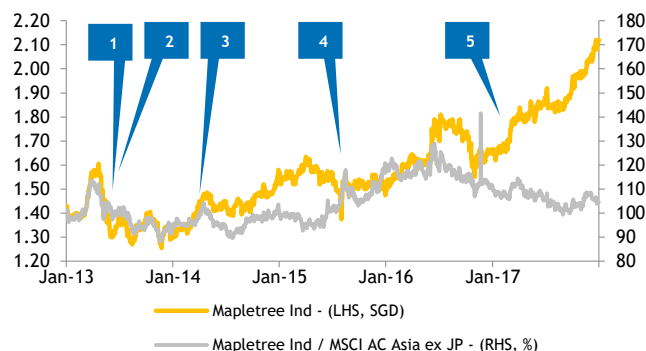
### NPI growth profile



Source: Company

## Price Drivers

### Historical share price trend



Source: Company, Maybank Kim Eng

1. May-13: Signed agreement to develop BTS data centre for Equinix at one-north, to be ready in 2H14.
2. May-13: Market anticipates occupancy declines due to single-to-multi tenant conversions. 2Q13 also sees the start of a strong supply cycle that is set to end in 2017.
3. Mar-14: Signed agreement to develop SGD250m BTS for HP at existing Telok Blangah cluster in two phases (2H14-2H16, 1H15-1H17), its largest to date.
4. Oct-15: Announced new SGD77m AEI at Kallang Basin 4 to develop a 14-storey high-tech building (at existing car park) to be completed in 1Q 2018.
5. Mar-17: Secured new SGD76m BTS data centre project targeted for completion in 2H 2018.

## Swing Factors

### Upside

- Earlier-than-expected pick-up in leasing demand driving improvement in occupancy.
- Better-than-anticipated rental reversion trend.
- Accretive acquisitions.

### Downside

- Prolonged slowdown in economic activity could reduce demand for industrial space, resulting in lower occupancy and rental rates.
- Termination of long-term leases contributing to weaker portfolio tenant retention rate.
- Sharper-than-expected rise in interest rates could increase cost of debt and negatively impact earnings, with higher cost of capital lowering valuations.

chuasutye@maybank-ke.com.sg

FYE 31 Mar	FY16A	FY17A	FY18E	FY19E	FY20E
<b>Key Metrics</b>					
Price/DPU(x)	18.6	18.2	17.5	15.7	15.3
P/BV (x)	1.5	1.5	1.4	1.4	1.3
P/NTA (x)	1.5	1.5	1.3	1.3	1.3
DPU yield (%)	5.4	5.5	5.7	6.4	6.6
FCF yield (%)	6.0	6.3	6.4	6.7	6.9

**INCOME STATEMENT (SGD m)**

Revenue	331.6	340.6	361.9	388.5	404.0
<b>Net property income</b>	<b>245.1</b>	<b>256.8</b>	<b>275.6</b>	<b>298.4</b>	<b>309.4</b>
Management and trustee fees	(27.1)	(28.2)	(32.7)	(34.7)	(35.7)
Net financing costs	(25.9)	(27.3)	(33.5)	(41.2)	(44.7)
Associates & JV	0.0	0.0	7.0	28.6	29.1
Exceptionals	82.0	70.2	0.0	0.0	0.0
Other pretax income/expenses	0.3	0.4	0.4	0.4	0.4
<b>Pretax profit</b>	<b>272.6</b>	<b>270.6</b>	<b>215.5</b>	<b>250.1</b>	<b>257.1</b>
Income tax	0.0	0.0	(1.1)	(4.3)	(4.4)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued operations	0.0	0.0	0.0	0.0	0.0
<b>Total return avail to unitholders</b>	<b>272.6</b>	<b>270.6</b>	<b>214.4</b>	<b>245.8</b>	<b>252.8</b>
Preferred Dividends	0.0	0.0	0.0	0.0	0.0
Distributable inc to unitholders	197.8	205.0	217.5	249.2	256.2

**BALANCE SHEET (SGD m)**

Cash & Short Term Investments	54.3	38.0	26.0	26.0	26.0
Accounts receivable	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	0.0	0.0	0.0	0.0	0.0
Investment properties	3,557.9	3,748.7	3,991.8	4,058.4	4,165.0
Intangible assets	0.0	0.0	0.0	0.0	0.0
Investment in Associates & JVs	0.0	0.0	408.0	408.0	416.2
Other assets	11.7	11.4	11.4	11.4	11.4
<b>Total assets</b>	<b>3,623.9</b>	<b>3,798.1</b>	<b>4,437.2</b>	<b>4,503.8</b>	<b>4,618.5</b>
ST interest bearing debt	0.0	0.0	0.0	0.0	0.0
Accounts payable	79.7	108.7	108.7	108.7	108.7
LT interest bearing debt	1,021.2	1,106.4	1,499.6	1,499.6	1,499.6
Other liabilities	57.9	50.1	50.1	50.1	50.1
<b>Total Liabilities</b>	<b>1,158.7</b>	<b>1,265.3</b>	<b>1,658.5</b>	<b>1,658.5</b>	<b>1,658.5</b>
Shareholders Equity	2,465.2	2,532.8	2,778.7	2,845.3	2,960.0
Minority Interest	0.0	0.0	0.0	0.0	0.0
<b>Total shareholder equity</b>	<b>2,465.2</b>	<b>2,532.8</b>	<b>2,778.7</b>	<b>2,845.3</b>	<b>2,960.0</b>
<b>Total liabilities and equity</b>	<b>3,623.9</b>	<b>3,798.1</b>	<b>4,437.2</b>	<b>4,503.8</b>	<b>4,618.5</b>

**CASH FLOW (SGD m)**

<b>Cash flow from operations</b>	<b>219.4</b>	<b>233.7</b>	<b>243.6</b>	<b>261.4</b>	<b>271.4</b>
Capex	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Acquisitions & investments	(43.5)	(103.8)	(561.0)	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	7.0	28.6	29.1
Other investing cash flow	0.3	0.4	0.4	0.4	0.4
<b>CF from investing activities</b>	<b>(43.3)</b>	<b>(103.5)</b>	<b>(553.6)</b>	<b>29.0</b>	<b>29.5</b>
Dividends paid	(114.6)	(203.9)	(217.5)	(249.2)	(256.2)
Interest expense	(24.6)	(27.9)	(33.5)	(41.2)	(44.7)
Change in debt	(54.6)	85.2	393.2	0.0	0.0
Equity raised / (purchased)	0.0	0.0	155.7	0.0	0.0
Other financial activities	0.0	0.0	0.0	0.0	0.0
<b>CF from financing activities</b>	<b>(193.8)</b>	<b>(146.5)</b>	<b>298.0</b>	<b>(290.4)</b>	<b>(300.9)</b>
<b>Effect of exchange rate changes</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Net cash flow</b>	<b>(17.6)</b>	<b>(16.4)</b>	<b>(12.0)</b>	<b>0.0</b>	<b>0.0</b>

FYE 31 Mar	FY16A	FY17A	FY18E	FY19E	FY20E
<b>Key Ratios</b>					
<b>Growth ratios (%)</b>					
Revenue growth	5.6	2.7	6.3	7.4	4.0
Net property income growth	7.2	4.8	7.3	8.3	3.7
Core net profit growth	9.4	1.3	8.6	14.5	2.8
Distributable income growth	9.4	3.6	6.1	14.5	2.8
<b>Profitability ratios (%)</b>					
Net property income margin	73.9	75.4	76.2	76.8	76.6
Core net profit margin	59.7	58.8	60.1	64.1	63.4
Payout ratio	72.4	75.8	101.5	101.4	101.4
<b>DuPont analysis</b>					
Total return margin (%)	82.2	79.4	59.3	63.3	62.6
Gross revenue/Assets (x)	0.1	0.1	0.1	0.1	0.1
Assets/Equity (x)	1.5	1.5	1.6	1.6	1.6
ROAE (%)	11.4	10.8	8.1	8.7	8.7
ROAA (%)	5.5	5.4	5.3	5.6	5.6
<b>Leverage &amp; Expense Analysis</b>					
Asset/Liability (x)	3.1	3.0	2.7	2.7	2.8
Net gearing (%) (excl. perps)	39.2	42.2	53.0	51.8	49.8
Net interest cover (x)	8.3	8.3	7.2	6.4	6.1
Debt/EBITDA (x)	4.7	4.9	6.2	5.7	5.5
Capex/revenue (%)	0.0	0.0	0.0	0.0	0.0
Net debt/ (net cash)	966.8	1,068.4	1,473.7	1,473.7	1,473.7
Debt/Assets (x)	0.28	0.29	0.34	0.33	0.32

Source: Company; Maybank

## Research Offices

### REGIONAL

**Sadiq CURRIMBHOY**  
Regional Head, Research & Economics  
(65) 6231 5836  
sadiq@maybank-ke.com.sg

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

**ONG Seng Yeow**  
Regional Head of Retail Research  
(65) 6231 5839  
ongsengyeow@maybank-ke.com.sg

**TAN Sin Mui**  
Director of Research  
(65) 6231 5849  
sinmui@kimeng.com.hk

### ECONOMICS

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

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

**LEE Ju Ye**  
Singapore  
(65) 6231 5844  
leejuye@maybank-ke.com.sg

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

**Ramesh LANKANATHAN**  
(603) 2297 8685  
ramesh.l@maybank-ib.com

### FX

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

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

**Leslie TANG**  
(65) 6320 1378  
lestietang@maybank.com.sg

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

### STRATEGY

**Sadiq CURRIMBHOY**  
Global Strategist  
(65) 6231 5836  
sadiq@maybank-ke.com.sg

**Willie CHAN**  
Hong Kong / Regional  
(852) 2268 0631  
williechan@kimeng.com.hk

### FIXED INCOME

**Winson Phoon, ACA**  
(603) 2074 7176  
winsonphoon@maybank-ib.com

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

### MALAYSIA

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

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

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

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

**Mohshin AZIZ**  
(603) 2297 8692 mohshin.aziz@maybank-ib.com  
• Aviation - Regional • Petrochem

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

**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

**LEE Yen Ling**  
(603) 2297 8691 lee.yl@maybank-ib.com  
• Building Materials • Glove • Ports • Shipping

**Ivan YAP**  
(603) 2297 8612 ivan.yap@maybank-ib.com  
• Automotive • Semiconductor • Technology

**Kevin WONG**  
(603) 2082 6824 kevin.wong@maybank-ib.com  
• REITs • Consumer Discretionary

**LIEW Wei Han**  
(603) 2297 8676 weihan.l@maybank-ib.com  
• Consumer Staples

**Adrian WONG**  
(603) 2297 8675 adrian.wkj@maybank-ib.com  
• Constructions • Healthcare

**Jade TAM**  
(603) 2297 8687 jade.tam@maybank-ib.com  
• Media • Building Materials

**Mohd Hafiz Hassan**  
(603) 2082 6819 mohdhafiz.ha@maybank-ib.com  
• Small & Mid Caps

**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

### SINGAPORE

**Neel SINHA** *Head of Research*  
(65) 6231 5838 neelsinha@maybank-ke.com.sg  
• Strategy  
• SMID Caps - Regional

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

**Derrick HENG, CFA**  
(65) 6231 5843 derrickheng@maybank-ke.com.sg  
• Property • REITs (Office)

**Luis HILADO**  
(65) 6231 5848 luishilado@maybank-ke.com.sg  
• Telcos

**John CHEONG, CFA**  
(65) 6231 5845 johncheong@maybank-ke.com.sg  
• Small & Mid Caps • Healthcare • Transport

**NG Li Hiang**  
(65) 6231 5840 nglhiang@maybank-ke.com.sg  
• Banks

**LAI Gene Lih**  
(65) 6231 5832 laigenelih@maybank-ke.com.sg  
• Technology

### HONG KONG / CHINA

**Christopher WONG**  
(852) 2268 0652  
christopherwong@kimeng.com.hk  
• HK & China Properties

**Jacqueline KO, CFA**  
(852) 2268 0633 jacquelineko@kimeng.com.hk  
• Consumer Staples & Durables

**Ka Leong LO, CFA**  
(852) 2268 0630 kll@kimeng.com.hk  
• Consumer Discretionary & Auto

**Mitchell KIM**  
(852) 2268 0634 mitchellkim@kimeng.com.hk  
• Internet & Telcos

**Ning MA, CFA**  
(852) 2268 0672 ningma@kimeng.com.hk  
• Insurance

**Ricky NG, CFA**  
(852) 2268 0689 rickyng@kimeng.com.hk  
• Regional Renewables  
• HK & China Properties

**Sonija LI, CFA, FRM**  
(852) 2268 0641 sonjali@kimeng.com.hk  
• Gaming

**Stefan CHANG, CFA**  
(852) 2268 0675 stefanchang@kimeng.com.hk  
• Technology - Regional

**Bonny WENG**  
(852) 2268 0644 bonnyweng@kimeng.com.hk  
• Technology - Regional

**Tony REN, CFA**  
(852) 2268 0640 tonnyren@kimeng.com.hk  
• Healthcare & Pharmaceutical

### INDIA

**Jigar SHAH** *Head of Research*  
(91) 22 6623 2632 jigar@maybank-ke.co.in  
• Strategy • Oil & Gas • Automobile • Cement

**Vishal MODI**  
(91) 22 6623 2607 vishal@maybank-ke.co.in  
• Banking & Financials

**Neerav DALAL**  
(91) 22 6623 2606 neerav@maybank-ke.co.in  
• Software Technology • Telcos

**Vishal PERIWAL**  
(91) 22 6623 2605 vishalperiwa@maybank-ke.co.in  
• Infrastructure

### INDONESIA

**Isnaputra ISKANDAR** *Head of Research*  
(62) 21 8066 8680  
isnaputra.iskandar@maybank-ke.co.id  
• Strategy • Metals & Mining • Cement

**Rahmi MARINA**  
(62) 21 8066 8689  
rahmi.marina@maybank-ke.co.id  
• Banking & Finance

**Aurellia SETIABUDI**  
(62) 21 8066 8691  
aurellia.setiabudi@maybank-ke.co.id  
• Property

**Janni ASMAN**  
(62) 21 8066 8687  
janni.asman@maybank-ke.co.id  
• Cigarette • Healthcare • Retail

### PHILIPPINES

**Minda OLANAN** *Head of Research*  
(63) 2 849 8840  
minda\_olanan@maybank-atrke.com  
• Strategy

**Katherine TAN**  
(63) 2 849 8843  
kat\_tan@maybank-atrke.com  
• Banks • Construction

**Luis HILADO**  
(65) 6231 5848 luishilado@maybank-ke.com.sg  
• Telcos

### THAILAND

**Maria LAPIZ** *Head of Institutional Research*  
Dir (66) 2257 0250 | (66) 2658 6300 ext 1399  
Maria.L@maybank-ke.co.th  
• Strategy • Consumer • Materials • Ind. Estates  
• Oil & Gas • Telcos

**Sittichai DUANGRATTANACHAYA**  
(66) 2658 6300 ext 1393  
Sittichai.D@maybank-ke.co.th  
• Services Sector • Transport • Property • Telcos

**Tanawat RUENBANTERNG**  
(66) 2658 6300 ext 1394  
Tanawat.R@maybank-ke.co.th  
• Banks & Diversified Financials

**Ornmongkol TANTITANATORN**  
(66) 2658 6300 ext 1395  
ormmongkol.t@maybank-ke.co.th  
• Oil & Gas

**Sukit UDOMSIRIKUL** *Head of Retail Research*  
(66) 2658 5000 ext 5090  
Sukit.u@maybank-ke.co.th

**Ekachai TARAPORN TIP** *Deputy Head*  
(66) 2658 5000 ext 1530  
Ekachai.t@maybank-ke.co.th

**Surachai PRAMUALCHAROENKIT**  
(66) 2658 5000 ext 1470  
Surachai.p@maybank-ke.co.th  
• Auto • Conmat • Contractor • Steel

**Suttatip PEERASUB**  
(66) 2658 5000 ext 1430  
suttatip.p@maybank-ke.co.th  
• Media • Commerce

**Sutthichai KUMWORACHAI**  
(66) 2658 5000 ext 1400  
sutthichai.k@maybank-ke.co.th  
• Energy • Petrochem

**Termporn TANTIVIVAT**  
(66) 2658 5000 ext 1520  
termporn.t@maybank-ke.co.th  
• Property

**Jaroonpan WATTANAWONG**  
(66) 2658 5000 ext 1404  
jaroonpan.w@maybank-ke.co.th  
• Transportation • Small cap

**Sorabhol VIRAMETEEKUL** *Head of Digital Research*  
(66) 2658 5000 ext 1550  
sorabhol.v@maybank-ke.co.th  
• Food, Transportation

**Wijit ARAYAPISIT**  
(66) 2658 5000 ext 1450  
wijit.a@maybank-ke.co.th  
• Strategist

**Wijit ARAYAPISIT**  
(66) 2658 5000 ext 1450  
wijit.a@maybank-ke.co.th  
• Strategist

**Wijit ARAYAPISIT**  
(66) 2658 5000 ext 1450  
wijit.a@maybank-ke.co.th  
• Strategist

**Wijit ARAYAPISIT**  
(66) 2658 5000 ext 1450  
wijit.a@maybank-ke.co.th  
• Strategist

### VIETNAM

**LE Hong Lien, ACCA**  
*Head of Institutional Research*  
(84 28) 44 555 888 x 8181  
lien.le@maybank-kimeng.com.vn  
• Strategy • Consumer • Diversified

**THAI Quang Trung, CFA,**  
*Deputy Head, Institutional Research*  
(84 28) 44 555 888 x 8180  
trung.thai@maybank-kimeng.com.vn  
• Real Estate • Construction • Materials

**LE Nguyen Nhat Chuyen**  
(84 28) 44 555 888 x 8082  
chuyen.le@maybank-kimeng.com.vn  
• Oil & Gas

**NGUYEN Thi Ngan Tuyen,**  
*Head of Retail Research*  
(84 28) 44 555 888 x 8081  
tuyen.nguyen@maybank-kimeng.com.vn  
• Food & Beverage • Oil & Gas • Banking

**TRUONG Quang Binh,**  
*Deputy Head, Retail Research*  
(84 28) 44 555 888 x 8087  
binh.truong@maybank-kimeng.com.vn  
• Rubber Plantation • Tyres & Tubes • Oil & Gas

**TRINH Thi Ngoc Diep**  
(84 28) 44 555 888 x 8208  
diep.trinh@maybank-kimeng.com.vn  
• Technology • Utilities • Construction

**NGUYEN Thi Sony Tra Mi**  
(84 28) 44 555 888 x 8084  
mi.nguyen@maybank-kimeng.com.vn  
• Port Operation • Pharmaceutical  
• Food & Beverage

**NGUYEN Thanh Lam**  
(84 28) 44 555 888 x 8086  
thanhlam.nguyen@maybank-kimeng.com.vn  
• Technical Analysis

## 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, "MKE") and consequently no representation is made as to the accuracy or completeness of this report by MKE and it should not be relied upon as such. Accordingly, MKE 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. MKE 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.

MKE 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 MKE 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 MKE'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 MKE and MKE 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 Kim Eng Research Pte. Ltd. ("Maybank KERPL") in Singapore has no obligation to update such information for any recipient. For distribution in Singapore, recipients of this report are to contact Maybank KERPL 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), Maybank KERPL 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 Kim Eng Securities (Thailand) Public Company Limited. Maybank Kim Eng Securities (Thailand) Public Company Limited ("MBKET") 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 reports of MBKET Institutional and Retail Research Department may differ in either recommendation or target price, or both. MBKET Retail Research is intended for retail investors (<http://kelive.maybank-ke.co.th>) while Maybank Kim Eng Institutional Research is intended only for institutional investors based outside Thailand only.

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. MBKET does not confirm nor certify the accuracy of such survey result.

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, MBKET 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 Kim Eng Securities USA Inc ("Maybank KESUSA"), 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 Maybank KESUSA in the US shall be borne by Maybank KESUSA. This report is not directed at you if MKE 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 Maybank KESUSA 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 Kim Eng Securities USA Inc. 777 Third Avenue 21st Floor New York, New York 1- (212) 688-8886 and not with, the issuer of this report.



**UK**

This document is being distributed by Maybank Kim Eng Securities (London) Ltd (“Maybank KESL”) 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 Maybank KERPL (Co. Reg No 198700034E) which is regulated by the Monetary Authority of Singapore. **Indonesia:** PT Maybank Kim Eng Securities (“PTMKES”) (Reg. No. KEP-251/PM/1992) is a member of the Indonesia Stock Exchange and is regulated by the Financial Services Authority (Indonesia). **Thailand:** MBKET (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 ATRKES (Reg. No.01-2004-00019) is a member of the Philippines Stock Exchange and is regulated by the Securities and Exchange Commission. **Vietnam:** Maybank Kim Eng Securities Limited (License Number: 117/GP-UBCK) is licensed under the State Securities Commission of Vietnam. **Hong Kong:** KESHK (Central Entity No AAD284) is regulated by the Securities and Futures Commission. **India:** Kim Eng Securities India Private Limited (“KESI”) 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). KESI is also registered with SEBI as Category 1 Merchant Banker (Reg. No. INM 000011708) and as Research Analyst (Reg No: INH000000057) **US:** Maybank KESUSA is a member of/ and is authorized and regulated by the FINRA - Broker ID 27861. **UK:** Maybank KESL (Reg No 2377538) is authorized and regulated by the Financial Conduct Authority.

**Disclosure of Interest**

**Malaysia:** MKE 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 24 January 2018, Maybank KERPL and the covering analyst do not have any interest in any companies recommended in this research report.

**Thailand:** MBKET 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. MBKET, 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:** KESHK may have financial interests in relation to an issuer or a new listing applicant referred to as defined by the requirements under Paragraph 16.5(a) of the Hong Kong Code of Conduct for Persons Licensed by or Registered with the Securities and Futures Commission.

As of 24 January 2018, KESHK and the authoring analyst do not have any interest in any companies recommended in this research report.

MKE 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**

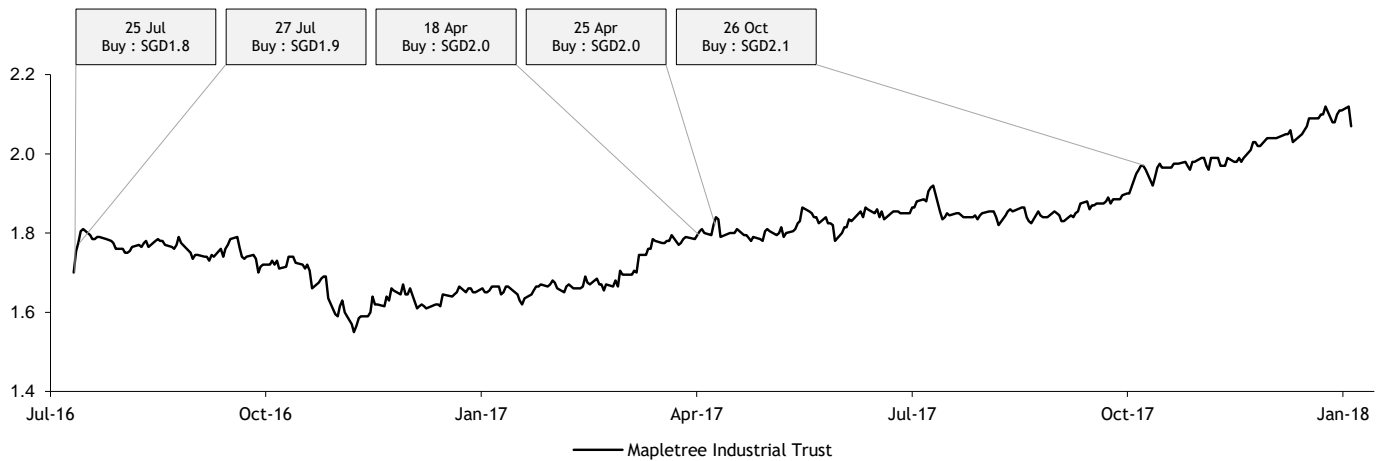
The views expressed in this research report accurately reflect the analyst’s personal views about any and all of the subject securities or issuers; and no part of the research analyst’s compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed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

### Historical recommendations and target price: Mapletree Industrial Trust (MINT SP)



#### Definition of Ratings

Maybank Kim Eng Research uses the following rating system

<b>BUY</b>	Return is expected to be above 10% in the next 12 months (excluding dividends)
<b>HOLD</b>	Return is expected to be between - 10% to +10% in the next 12 months (excluding dividends)
<b>SELL</b>	Return is expected to be below -10% in the next 12 months (excluding 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 ATR Kim Eng Securities Inc.  
17/F, Tower One & Exchange Plaza  
Ayala Triangle, Ayala Avenue  
Makati City, Philippines 1200

Tel: (63) 2 849 8888  
Fax: (63) 2 848 5738


**South Asia Sales Trading**

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

**Malaysia**

Joann Lim  
joann.lim@maybank-ib.com  
Tel: (603) 2717 5166

**Indonesia**

Hariato Liong  
harianto.liong@maybank-ke.co.id  
Tel: (62) 21 2557 1177

**New York**

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

**Vietnam**

Patrick Mitchell  
patrick.mitchell@maybank-kimeng.com.vn  
Tel: (84)-8-44-555-888 x8080


**Singapore**

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

Tel: (65) 6336 9090


**Hong Kong**

Kim Eng Securities (HK) Ltd  
28/F, Lee Garden Three,  
1 Sunning Road, Causeway Bay,  
Hong Kong

Tel: (852) 2268 0800  
Fax: (852) 2877 0104


**Thailand**

Maybank Kim Eng Securities  
(Thailand) Public Company Limited  
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)


**North Asia Sales Trading**

Andrew Lee  
andrewlee@kimeng.com.hk  
Tel: (852) 2268 0283  
US Toll Free: 1 877 837 7635

**Thailand**

Tanasak Krishnasreni  
Tanasak.K@maybank-ke.co.th  
Tel: (66)2 658 6820

**London**

Mark Howe  
mhowe@maybank-ke.co.uk  
Tel: (44) 207-332-0221

**India**

Sanjay Makhija  
sanjaymakhija@maybank-ke.co.in  
Tel: (91)-22-6623-2629

**Philippines**

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


**London**

Maybank Kim Eng 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 Kim Eng Securities  
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 Kim Eng 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 Kim Eng Securities USA  
Inc  
777 Third Avenue, 21st Floor  
New York, NY 10017, U.S.A.

Tel: (212) 688 8886  
Fax: (212) 688 3500


**India**

Kim Eng Securities India Pvt Ltd  
2nd Floor, The International,  
16, Maharishi Karve Road,  
Churchgate Station,  
Mumbai City - 400 020, India

Tel: (91) 22 6623 2600  
Fax: (91) 22 6623 2604


**Saudi Arabia**

*In association with*  
**Anfaal Capital**  
Villa 47, Tujjar Jeddah  
Prince Mohammed bin Abdulaziz  
Street P.O. Box 126575  
Jeddah 21352

Tel: (966) 2 6068686  
Fax: (966) 26068787