

Ho Bee Land (HOBEE SP)

Sentosa Relaunch in the Cards

Maintain BUY with higher TP

FY17 core EBIT was inline with our estimate. There was another asset impairment to Cape Royale and the company may put its Sentosa properties back up for sale to capitalise on the pick-up in sentiment in the high-end market. We raise RNAV to SGD4.48 from SGD4.23 and lift FY18-19F EPS by 2-39% to reflect a higher valuation at The Metropolis and ASP for Sentosa. The stock trades at an undemanding 47% RNAV discount, which we believe should narrow on improving market sentiment. We lift TP by 5% to SDG3.15, based on an unchanged RNAV discount of 30%. Maintain BUY.

Core EBIT inline; Higher DPS

Below the operating line, contributions from associates and JVs were better than we expected on stronger China contributions, offset by the impairment to Cape Royale, its joint venture project in Sentosa. The company announced a surprise DPS hike of 4cts, which brought the full-year payout to 10cts (8 cts final, 2 cts special), which translates into a solid yield of 4%. Going forward, we assume that it will sustain a recurring DPS of 8cts.

Another impairment to Cape Royale; Sentosa properties could be relaunched

Ho Bee took an impairment of SGD16.8m for its 35% stake in Cape Royale. This has brought down the carrying value of the property to SGD1,881 psf from SGD1,950 psf. With stronger sentiment in the high-end market, it will now explore a possible relaunch of its unsold stock in Sentosa to capitalise on this. We note that Ho Bee has 453 unsold units across various projects (Turquoise: 48, Seascape: 103, Cape Royale: 302) worth SGD2b on a 100% basis.

RNAV and EPS raised

With an impending rebound in Singapore's office market and narrow cap rates in recent transactions, we lift our valuation for The Metropolis by lowering cap rates by 25bps to 3.75%. The strengthening residential market also led us to raise ASP to SGD1,800 psf from SDG1,650 psf. Overall, we roll forward our valuation basis to 2018E and lift RNAV to SGD4.48 from SGD4.23.

FYE Dec (SGD m)	FY16A	FY17A	FY18E	FY19E	FY20E
Revenue	299	165	245	310	365
EBITDA	130	133	156	187	183
Core net profit	217	249	119	139	136
Core EPS (cts)	32.5	37.4	17.9	20.9	20.4
Core EPS growth (%)	(10.4)	15.1	(52.2)	17.0	(2.4)
Net DPS (cts)	6.0	10.0	8.0	8.0	8.0
Core P/E (x)	7.6	6.6	13.9	11.9	12.1
P/BV (x)	0.6	0.5	0.5	0.5	0.5
Net dividend yield (%)	2.4	4.0	3.2	3.2	3.2
ROAE (%)	7.5	8.2	3.8	4.3	4.1
ROAA (%)	4.8	5.5	2.6	3.0	2.8
EV/EBITDA (x)	20.4	21.9	18.6	15.2	15.4
Net gearing (%) (incl perps)	43.8	40.0	38.5	35.8	33.9
Consensus net profit	-	-	117	151	na
MKE vs. Consensus (%)	-	-	1.7	(8.0)	na

Derrick Heng, CFA
 derrickheng@maybank-ke.com.sg
 (65) 6231 5843

BUY

Share Price SGD 2.48
 12m Price Target SGD 3.15 (+27%)
 Previous Price Target SGD 3.00

Statistics

52w high/low (SGD)	2.63/2.24
3m avg turnover (USDm)	0.3
Free float (%)	21.1
Issued shares (m)	703
Market capitalisation	SGD1.7B
	USD1.3B

Major shareholders:

CHUA THIAN POH FAMILY	69.1%
Ho Bee Land Ltd.	5.1%
Dimensional Fund Advisors LP	1.4%

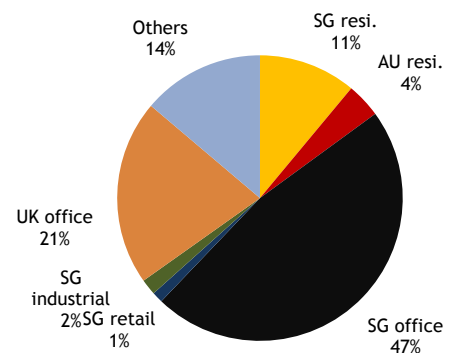
Price Performance



	-1M	-3M	-12M
Absolute (%)	(5)	0	9
Relative to index (%)	(6)	(3)	(5)

Source: FactSet

Exposure summary



Source: Company, Maybank Kim Eng

Fig 1: Quarterly profit and loss

FYE 31 Dec	4Q16	3Q17	4Q17	Change		YTD17 (SGD m)	% of FYE	FY17E (SGD m)
	(SGD m)	(SGD m)	(SGD m)	QoQ %	YoY %			
Revenue	42.5	43.7	41.2	(5.8)	(3.1)	164.7	78.9	208.6
EBITDA	30.6	41.0	25.4	(37.9)	(16.8)	132.8	99.4	133.6
D&A	(0.2)	(0.3)	(0.3)	20.8	40.4	(1.1)	110.7	(1.0)
EBIT	30.3	40.7	25.1	(38.3)	(17.3)	131.7	99.3	132.6
Net interest income/(expense)	(12.9)	(6.4)	(7.1)	11.0	(44.6)	(25.5)	106.4	(23.9)
Other items	104.1	0.0	78.1	n.m.	(25.0)	78.1	n.m.	7.3
Associates & JVs	10.5	31.3	13.6	(56.4)	30.2	94.8	>100	50.0
PBT	132.0	65.5	109.7	67.3	(16.9)	279.2	>100	166.0
Taxation	(2.1)	(10.8)	(6.9)	(35.9)	>100	(28.4)	>100	(21.7)
MI	(0.3)	(0.4)	(0.3)	(18.1)	9.0	(1.5)	>100	(1.0)
Net income	129.5	54.4	102.4	88.4	(20.9)	249.3	>100	143.3

Source: Company, Maybank Kim Eng

Fig 2: Ho Bee's RNAV and TP

Valuation	2018E (SGD m)	% of total (%)	per share (SGD)	Remarks
Singapore residential	440	11.0	0.66	Sentosa homes at SGD1,800 psf. Including NAV of JV projects.
Australia residential	156	3.9	0.23	
Investment properties	2,838	71.2	4.26	
Singapore office	1,880	47.2	2.82	The Metropolis.
Singapore retail	49	1.2	0.07	
Singapore industrial	72	1.8	0.11	
UK office	837	21.0	1.26	
Others	551	13.8	0.83	
Gross asset value	3,985	100.0	5.99	
Less: adjusted net liabilities	(999)			
RNAV	2,986			
Outstanding no. of shares (m)	665.7			
RNAV per share (SGD)	4.48			
TP (SGD)	3.15			
Implied discount to RNAV (%)	(30)			

Source: Maybank Kim Eng

Fig 3: Earnings revision

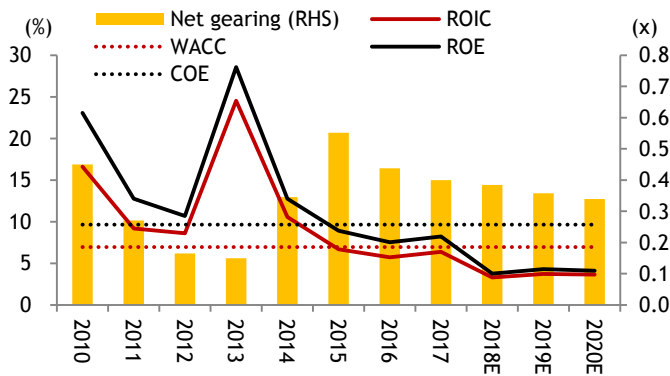
Key financials	New			Old			Change (%)		
	FY18E	FY19E	FY20E	FY18E	FY19E	FY20E	FY18E	FY19E	FY20E
Revenue	245	310	365	231	289	n.a.	6	7	n.a.
EBITDA	156	187	183	143	167	n.a.	9	12	n.a.
Net profit, adj.	119	139	136	116	100	n.a.	2	39	n.a.

Source: Maybank Kim Eng

Value Proposition

- Singapore-based property developer with a reputation for taking calculated risks in uncharted territories.
- The first property developer to build luxury homes on Sentosa Island in 2003. Major beneficiary of the strong market performance prior to the GFC.
- Made huge profits in 2013 by developing The Metropolis, the first Grade A office building in the Bona Vista precinct.
- While earnings will be supported by a strong recurring income base, we see relatively weak ROE and ROIC near term due to limited development earnings visibility.

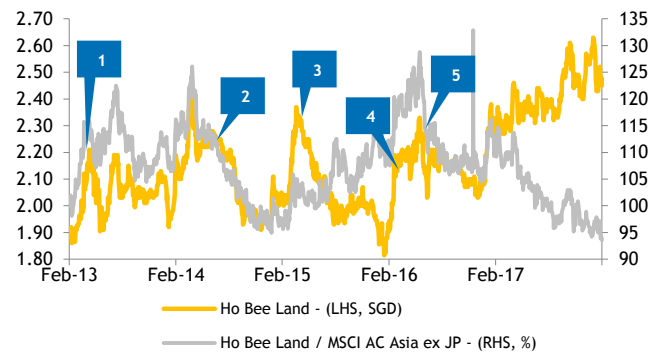
Returns vs cost of capital



Source: Company, Maybank Kim Eng

Price Drivers

Historical share price trend



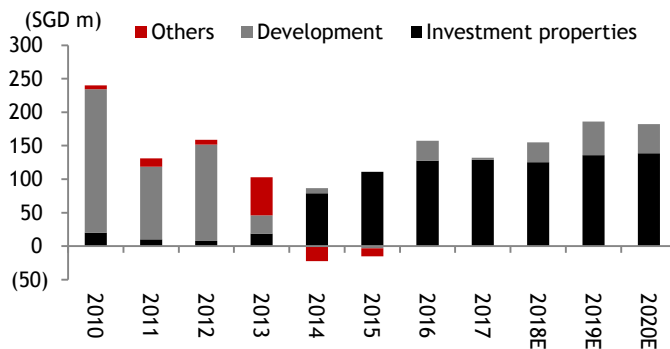
Source: FactSet, Company, Maybank Kim Eng

1. Rebound in Singapore's residential market and expectations for strong fair value gains as The Metropolis nears completion in 2013.
2. Concerns over asset value due to large losses incurred by home buyers on Sentosa.
3. Privatisation of Keppel Land in early 2015 reignited privatisation interest in the sector.
4. Positives from higher dividends, stronger earnings from Australia and potential sale of an office in the UK.
5. Concerns over impact to the value of its UK assets post-Brexit in June 2016.

Financial Metrics

- Stable cashflows with >SGD100m of EBIT from its investment properties.
- Strong recurring income base cushions the more-cyclical development business.
- Limited development earnings visibility after bumper profits from Australia in 2016.
- Conservative SGD1,800 psf valuation of unsold units on Sentosa Island.
- We value The Metropolis using a conservative cap rate of 3.75%. Conservative cap rates of 4.75-5.75% for its UK offices to factor in potential downside from Brexit.

EBIT breakdown



Source: Company, Maybank Kim Eng

Swing Factors

Upside

- Privatisation offer by major shareholder who already owns over 70% of the company.
- Strong rebound in luxury home market in Sentosa.
- Profitable sale of investment properties.

Downside

- Sharp fall in value of office properties in the UK and Singapore.
- Overpaying for development land.
- Poor execution of overseas projects.

FYE 31 Dec	FY16A	FY17A	FY18E	FY19E	FY20E
Key Metrics					
P/E (reported) (x)	6.5	6.3	13.9	11.9	12.1
Core P/E (x)	7.6	6.6	13.9	11.9	12.1
P/BV (x)	0.6	0.5	0.5	0.5	0.5
P/NTA (x)	0.6	0.5	0.5	0.5	0.5
Net dividend yield (%)	2.4	4.0	3.2	3.2	3.2
FCF yield (%)	10.8	11.0	7.3	8.1	6.9
EV/EBITDA (x)	20.4	21.9	18.6	15.2	15.4
EV/EBIT (x)	20.6	22.1	18.7	15.3	15.4
INCOME STATEMENT (SGD m)					
Revenue	299.4	164.7	245.5	310.3	364.8
EBITDA	129.9	132.8	155.9	187.0	183.0
Depreciation	(0.8)	(1.1)	(1.0)	(1.0)	(1.0)
EBIT	129.0	131.7	154.9	186.0	182.0
Net interest income / (exp)	(29.6)	(25.5)	(26.1)	(26.8)	(26.9)
Associates & JV	33.3	94.8	17.0	12.9	12.9
Exceptionals	0.0	0.0	0.0	0.0	0.0
Other pretax income	104.1	78.1	0.0	0.0	0.0
Pretax profit	236.8	279.2	145.8	172.1	168.0
Income tax	(19.7)	(28.4)	(25.8)	(31.8)	(31.0)
Minorities	(0.3)	(1.5)	(1.0)	(1.0)	(1.0)
Reported net profit	216.8	249.3	119.0	139.3	136.0
Core net profit	216.8	249.3	119.0	139.3	136.0
Preferred Dividends	0.0	0.0	0.0	0.0	0.0
BALANCE SHEET (SGD m)					
Cash & Short Term Investments	58.0	97.1	121.1	174.2	208.7
Accounts receivable	28.6	28.5	29.9	31.4	32.9
Inventory	253.6	241.3	240.9	253.0	280.0
Property, Plant & Equip (net)	22.5	26.7	26.7	26.7	26.7
Intangible assets	0.0	0.0	0.0	0.0	0.0
Investment in Associates & JVs	792.0	848.5	865.5	878.4	891.3
Other assets	3,239.9	3,375.8	3,388.9	3,402.7	3,417.1
Total assets	4,394.7	4,617.8	4,672.9	4,766.3	4,856.7
ST interest bearing debt	234.7	173.0	150.0	150.0	150.0
Accounts payable	42.6	47.1	49.5	52.0	54.6
LT interest bearing debt	1,111.0	1,181.5	1,200.0	1,200.0	1,200.0
Other liabilities	67.0	74.0	78.0	82.0	86.0
Total Liabilities	1,455.5	1,476.1	1,477.7	1,484.1	1,490.8
Shareholders Equity	2,925.3	3,127.6	3,180.0	3,266.0	3,348.7
Minority Interest	13.9	14.2	15.2	16.2	17.2
Total shareholder equity	2,939.2	3,141.8	3,195.2	3,282.2	3,365.9
Perpetual securities	0.0	0.0	0.0	0.0	0.0
Total liabilities and equity	4,394.7	4,617.8	4,672.9	4,766.3	4,856.7
CASH FLOW (SGD m)					
Pretax profit	236.8	279.2	145.8	172.1	168.0
Adj net interest (income)/exp	29.6	25.5	26.1	26.8	26.9
Change in working capital	71.0	10.1	(8.0)	(21.0)	(36.3)
Cash taxes paid	(31.4)	(19.5)	(25.8)	(31.8)	(31.0)
Other operating cash flow	(77.6)	(136.0)	8.8	18.9	18.1
Cash flow from operations	178.1	112.9	122.1	134.2	115.6
Capex	(0.9)	(4.5)	(1.0)	(1.0)	(1.0)
Free cash flow	178.3	181.7	121.1	133.2	114.6
Dividends paid	(46.6)	(39.9)	(66.6)	(53.3)	(53.3)
Equity raised / (purchased)	(1.1)	0.0	0.0	0.0	0.0
Change in Debt	(77.3)	(2.5)	(4.5)	0.0	0.0
Perpetual securities distribution	0.0	0.0	0.0	0.0	0.0
Other invest/financing cash flow	(12.3)	(27.1)	(26.1)	(26.8)	(26.9)
Effect of exch rate changes	(1.4)	(0.4)	0.0	0.0	0.0
Net cash flow	41.1	43.2	24.0	53.1	34.5

FYE 31 Dec	FY16A	FY17A	FY18E	FY19E	FY20E
Key Ratios					
Growth ratios (%)					
Revenue growth	130.4	(45.0)	49.1	26.4	17.6
EBITDA growth	9.8	2.3	17.4	19.9	(2.2)
EBIT growth	10.0	2.1	17.6	20.1	(2.2)
Pretax growth	(8.3)	17.9	(47.8)	18.0	(2.4)
Reported net profit growth	(10.5)	15.0	(52.2)	17.0	(2.4)
Core net profit growth	(10.5)	15.0	(52.2)	17.0	(2.4)
Profitability ratios (%)					
EBITDA margin	43.4	80.7	63.5	60.3	50.2
EBIT margin	43.1	80.0	63.1	59.9	49.9
Pretax profit margin	79.1	nm	59.4	55.5	46.1
Payout ratio	18.5	26.7	44.7	38.2	39.2
DuPont analysis					
Net profit margin (%)	72.4	nm	48.5	44.9	37.3
Revenue/Assets (x)	0.1	0.0	0.1	0.1	0.1
Assets/Equity (x)	1.5	1.5	1.5	1.5	1.5
ROAE (%)	7.5	8.2	3.8	4.3	4.1
ROAA (%)	4.8	5.5	2.6	3.0	2.8
Leverage & Expense Analysis					
Asset/Liability (x)	3.0	3.1	3.2	3.2	3.3
Net gearing (%) (incl perps)	43.8	40.0	38.5	35.8	33.9
Net gearing (%) (excl. perps)	43.8	40.0	38.5	35.8	33.9
Net interest cover (x)	4.4	5.2	5.9	6.9	6.8
Debt/EBITDA (x)	10.4	10.2	8.7	7.2	7.4
Capex/revenue (%)	0.3	2.8	0.4	0.3	0.3
Net debt/ (net cash)	1,287.7	1,257.4	1,228.9	1,175.8	1,141.3

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_ilias@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) 2297 8618
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
leslietang@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
(65) 6231 5831
winsonphoon@maybank-ke.com.sg

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 laigenetih@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 klllo@kimeng.com.hk
• Consumer Discretionary & Auto

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

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

Sonija LI, CFA, FRM
(852) 2268 0641 sonijali@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 tonyren@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 OLONAN *Head of Research*
(63) 2 849 8840
minda_olonan@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 TARAPORNITIP *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

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

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

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 1 March 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: As of 1 March 2018, KESHK and the authoring analyst do not have any interest in any companies recommended in this research report.

India: As of 1 March 2018, and at the end of the month immediately preceding the date of publication of the research report, KESI, authoring analyst or their associate / relative does not hold any financial interest or any actual or beneficial ownership in any shares or having any conflict of interest in the subject companies except as otherwise disclosed in the research report.

In the past twelve months KESI and authoring analyst or their associate did not receive any compensation or other benefits from the subject companies or third party in connection with the research report on any account what so ever except as otherwise disclosed in the research report.

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**

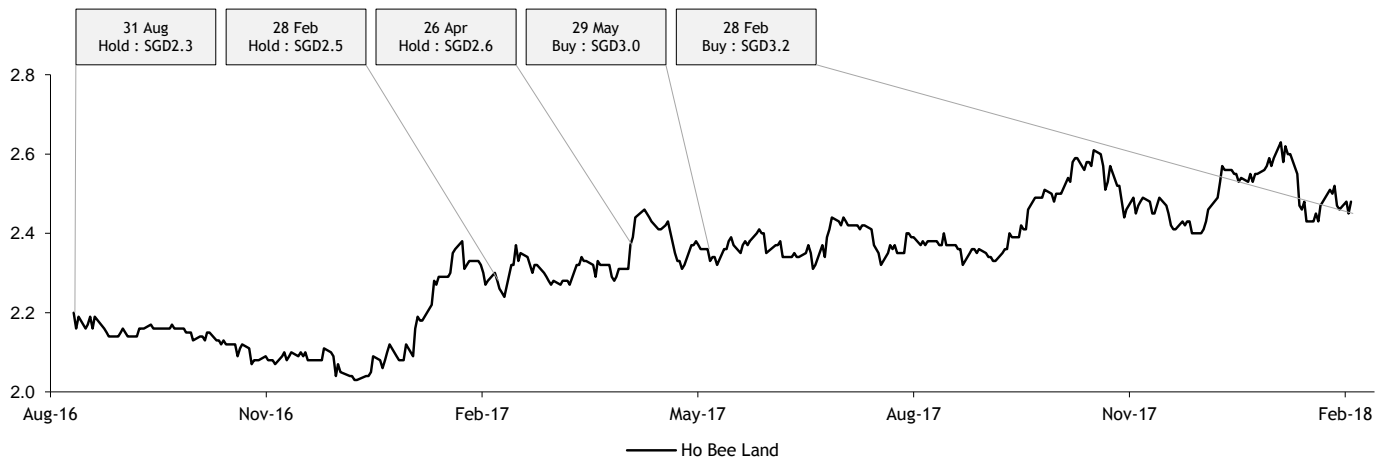
The views expressed in this research report accurately reflect the analyst’s personal views about any and all of the subject securities or issuers; and no part of the research analyst’s compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed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



Definition of Ratings

Maybank Kim Eng Research uses the following rating system

- BUY** Return is expected to be above 10% in the next 12 months (excluding dividends)
- HOLD** Return is expected to be between - 10% to +10% in the next 12 months (excluding dividends)
- SELL** 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,
20th - 21st 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, 22nd 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