

KPJ Healthcare (KPJ MK)

2Q22: Recovery underway

Maintain BUY

KPJ's operational performances improved gradually in 2Q22 due to higher patient volumes and better cost management. While 1H22 earnings made up just 38/40% of our/consensus FY22E, we believe 2H could benefit from rising patient volumes, higher health tourism activities and sustained high revenue intensity. Maintain BUY with an unchanged sum of parts-based TP of MYR1.01.

Getting better

2Q22 net profit rose 290% YoY to MYR27m on improving patient volumes and cost management, but partially offset by higher lease liabilities expense. This brought 1H22 net profit up 147% YoY to MYR49.3m. A 1st interim DPS of 0.55sen was declared (2Q21: 0.25 sen).

Recovery led by higher patient volumes

Revenue from Malaysian ops was up 13% YoY in 2Q22 as BOR improved to 56% (2Q21: 41%), as well as higher revenue intensity due to higher mix of acute treatments. EBITDA margin also improved to 21.5% in 1H22 (1H21: 18.5%) on better cost management. KPJ Batu Pahat turned EBITDA positive in 2Q22, while KPJ Dato' Onn, KPJ Miri and KPJ Perlis remained in the EBITDA negative territory.

Maintain earnings; 2H should be stronger

We maintain our earnings forecasts, expecting a stronger 2H, anchored by improving BOR and ongoing cost management by passing through cost escalations coming from higher PPE usage, nurse shortage and costlier medical supplies. KPJ also expects an additional ~200 operating beds (+6%) by 1Q23 from the expansion of KPJ Puteri, KPJ Penang and KPJ Klang, as well as the opening of the new DSH2. Asset rationalisation exercise is also underway, with the disposal of loss-making KPJ Indonesia and Jeta Gardens by end-FY23E, and potentially Bangladesh ops thereafter. KPJ is also looking to establish 6 quaternary care centers within its portfolio of hospitals over the next 2-3 years, as well as setting up 25 new ACCs by 2027. This could overall improve patient referrals, revenue intensity and increase penetration reach, in our view.

FYE Dec (MYR m)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	2,397	2,627	2,826	3,090	3,244
EBITDA	546	500	588	667	730
Core net profit	135	48	130	187	230
Core EPS (sen)	3.1	1.1	2.9	4.2	5.2
Core EPS growth (%)	(35.9)	(66.0)	172.0	43.9	23.2
Net DPS (sen)	1.2	0.8	1.6	1.8	1.8
Core P/E (x)	31.8	103.7	30.2	21.0	17.1
P/BV (x)	2.1	2.3	1.8	1.7	1.6
Net dividend yield (%)	1.2	0.7	1.8	2.0	2.0
ROAE (%)	5.6	2.4	6.0	8.3	9.7
ROAA (%)	2.2	0.8	2.1	3.0	3.6
EV/EBITDA (x)	10.8	13.1	9.4	8.2	7.5
Net gearing (%) (incl perps)	67.8	67.1	65.1	59.6	54.0
Consensus net profit	-	-	123	148	172
MKE vs. Consensus (%)	-	-	6.0	26.3	34.2

Shafiq Kadir, CFA msshafiqk.abkadir@maybank-ib.com (603) 2297 8691

BUY

Share Price MYR 0.88

12m Price Target MYR 1.01 (+17%)

Previous Price Target MYR 1.01

Company Description

KPJ Healthcare is the largest private hospital operator in Malaysia by number of hospitals.

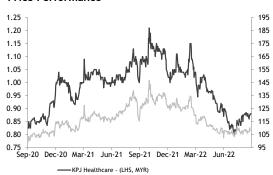
Statistics

52w high/low (MYR)	1.21/0.80
3m avg turnover (USDm)	0.3
Free float (%)	31.6
Issued shares (m)	4,506
Market capitalisation	MYR4.0B
	MERRAZII

Major shareholders:

Johor Corp.	43.6%
Employees Provident Fund	12.0%
Kumpulan Waqaf An Nur Bhd.	6.8%

Price Performance



	-1M	-3M	-12M
Absolute (%)	1	(1)	(13)
Relative to index (%)	1	2	(8)

- KPJ Healthcare / Kuala Lumpur Composite Index - (RHS, %)

Source: FactSet



Fig 1 Results Summary Table

			Quarterly		Cumulative			
FY Dec (MYRm)	2Q22	2Q21	% YoY	1Q22	% QoQ	1H22	1H21	% YoY
Turnover	707.6	632.8	11.8	651.0	8.7	1,358.6	1,238.8	9.7
EBITDA	147.5	110.5	33.4	144.1	2.3	291.5	228.9	27.4
Depreciation & amortisation	(66.3)	(65.4)	1.3	(67.1)	(1.2)	(133.4)	(131.4)	1.5
EBIT	81.2	45.1	80.0	77.0	5. <i>4</i>	158.2	97.5	62.3
Interest income	4.2	2.4	<i>7</i> 3.6	2.9	44.5	7.2	5.2	38.9
Interest expense	(51.9)	(39.7)	<i>30.7</i>	(49.5)	4.8	(101.3)	(79.4)	27.6
Associates	12.2	6.3	92.9	7.7	58. <i>7</i>	19.9	11.1	79.7
Exceptional items (EIs)	0.0	0.0		0.0		0.0	0.0	
Pretax profit	45.8	14.2	222.7	38.1	20.0	83.9	34.3	144.3
Tax	(15.8)	(5.4)	191.6	(11.8)	34.7	(27.6)	(10.4)	166.8
Minority interest (MI)	(2.8)	(1.8)	<i>57.5</i>	(4.2)	(32.4)	(7.0)	(4.1)	72.9
PATMI	27.1	7.0	289.5	22.2	22.1	49.3	19.9	147.3
Core PATMI	27.1	7.0	289.5	22.2	22.1	49.3	19.9	147.3
<u>Margins</u>			+/- ppt		+/- ppt			+/- ppt
EBITDA margin (%)	20.8	17.5	3.4	22.1	(1.3)	21.5	18.5	3.0
EBIT margin (%)	11.5	7.1	4.3	11.8	(0.4)	11.6	7.9	3.8
Core PATMI margin (%)	3.8	1.1	2.7	3.4	0.4	3.6	1.6	2.0
Tax rate (%)	34.6	38.3	(3.7)	30.9	3.8	32.9	30.1	2.8
Key operational metrics			% YoY		% QoQ			% YoY
Inpatient volume (No.)	74,008	56,438	31.1	65,164	13.6	139,172	107,979	28.9
Outpatient volume (No.)	728,752	702,191	3.8	747,556	(2.5)	1,476,308	1,363,197	8.3
Bed occupancy rate (%)	54%	41%	13.0	47%	7.0	51%	40%	10.5

Source: Company

Fig 2: Bed occupancy rate (BOR) trend - Malaysia operations

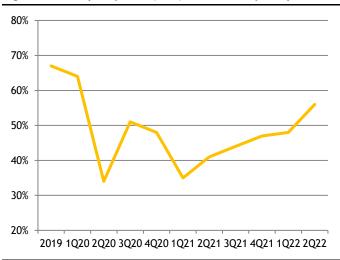
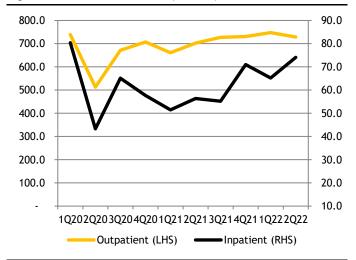


Fig 3: Patient volumes trend (in '000)



Source: Company Source: Company

Fig 4: Sum of parts valuation

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Items	Value (RMm)	Method
Hospital operations	5,751	DCF (WACC: 7.98%, growth: 2.0%)
Al-Agar Healthcare REIT	324	Market Value
Less: Net debt (MYRm)	1,507	End-FY22E
Target equity value (MYRm)	4,569	
Shares outstanding (mil)	4,506	
Equity value per share (MYR)	1.01	

Source: Maybank IBG Research



Risk statement

There are several risks to our earnings estimates, target price and rating for KPJ. These include weaker-than-expected recovery in the patient volume, the inability to pass on the cost escalation to the customers, prolonged gestation period of the new hospitals, and rising competition from other private hospital operators.



FYE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
Key Metrics P/E (reported) (x)	34.6	91.1	30.2	21.0	17.1
Core P/E (x)	31.8	103.7	30.2	21.0	17.1
P/BV (x)	2.1	2.3	1.8	1.7	1.6
P/NTA (x)	2.4	2.6	2.0	1.9	1.7
Net dividend yield (%)	1.2	0.7	1.8	2.0	2.0
FCF yield (%)	2.9	3.9	6.3	7.9	7.6
EV/EBITDA (x)	10.8	13.1	9.4	8.2	7.5
EV/EBIT (x)	19.3	26.8	16.5	13.4	11.6
INCOME STATEMENT (MYR m)					
Revenue	2,397.4	2,626.8	2,825.8	3,089.6	3,244.1
EBITDA	546.0	500.3	587.8	667.4	729.9
Depreciation	(223.3)	(243.8)	(240.0)	(244.6)	(248.9)
Amortisation	(15.4)	(11.5)	(11.5)	(11.5)	(11.5)
EBIT	307.3	245.0	336.3	411.3	469.5
Net interest income /(exp)	(149.3)	(158.6)	(170.2)	(169.5)	(168.3)
Associates & JV	16.9	25.9 3.3	26.6 0.0	27.4 0.0	28.3 0.0
Exceptionals Other pretax income	(24.1) 0.0	0.0	0.0	0.0	0.0
Pretax profit	150.8	115.6	192.7	269.2	329.5
Income tax	(40.0)	(49.9)	(55.9)	(75.4)	(92.3)
Minorities	(0.4)	(14.6)	(7.0)	(7.0)	(7.0)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	110.4	51.0	129.8	186.8	230.2
Core net profit	134.5	47.7	129.8	186.8	230.2
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	462.2	318.0	321.9	381.1	431.7
Accounts receivable	446.9	481.4	517.8	566.2	594.5
Inventory	52.1	53.8	56.6	61.2	63.6
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	3,914.8	3,825.5	3,835.6	3,841.0	3,892.1
Intangible assets	235.8	220.0	213.5	207.0	200.5
Investment in Associates & JVs	450.8	437.1	463.7	491.1	519.4
Other assets	578.9	851.9	851.9	851.9	851.9
Total assets	6,141.4	6,187.6	6,261.0	6,399.5	6,553.6
ST interest bearing debt Accounts payable	505.8 605.1	860.5 618.3	860.5 626.1	860.5 651.1	860.5 648.3
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	1,449.2	968.0	968.0	968.0	968.0
Other liabilities	1,379.0	1,490.0	1,490.0	1,490.0	1,490.0
Total Liabilities	3,939.2	3,937.1	3,945.0	3,970.0	3,967.2
Shareholders Equity	2,050.1	2,135.4	2,193.9	2,300.4	2,450.4
Minority Interest	152.1	115.1	122.1	129.1	136.1
Total shareholder equity	2,202.2	2,250.5	2,316.0	2,429.5	2,586.4
Total liabilities and equity	6,141.4	6,187.6	6,261.0	6,399.5	6,553.6
CASH FLOW (MYR m)					
Pretax profit	150.8	115.6	192.7	269.2	329.5
Depreciation & amortisation	238.8	255.3	251.5	256.1	260.4
Adj net interest (income)/exp	149.3	158.6	170.2	169.5	168.3
Change in working capital	(149.5)	(46.8)	(31.4)	(28.0)	(33.5)
Cash taxes paid	(59.4)	(58.9)	(55.9)	(75.4)	(92.3)
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	336.7	412.2	500.5	564.0	604.2
Capex	(240.5)	(216.6)	(250.0)	(250.0)	(300.0)
Free cash flow	96.3 (72.7)	195.6	250.5	314.0	304.2
Dividends paid Equity raised / (purchased)	(72.7) 2.6	(23.7) 42.9	(71.4) 0.0	(80.3) 0.0	(80.3)
Change in Debt	2.6 154.0	(150.4)	0.0	0.0	0.0
Other invest/financing cash flow	(230.4)	(8.2)	(175.2)	(174.5)	(173.3)
Effect of exch rate changes	(3.1)	(1.2)	0.0	0.0	0.0



FYE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
Key Ratios					
Growth ratios (%)					
Revenue growth	(12.4)	9.6	7.6	9.3	5.0
EBITDA growth	(8.2)	(8.4)	17.5	13.5	9.4
EBIT growth	(18.0)	(20.3)	37.2	22.3	14.2
Pretax growth	(45.2)	(23.3)	66.7	39.7	22.4
Reported net profit growth	(47.7)	(53.8)	154.4	43.9	23.2
Core net profit growth	(35.8)	(64.5)	172.0	43.9	23.2
Profitability ratios (%)					
EBITDA margin	22.8	19.0	20.8	21.6	22.5
EBIT margin	12.8	9.3	11.9	13.3	14.5
Pretax profit margin	6.3	4.4	6.8	8.7	10.2
Payout ratio	46.5	65.6	55.0	43.0	34.9
DuPont analysis					
Net profit margin (%)	4.6	1.9	4.6	6.0	7.1
Revenue/Assets (x)	0.4	0.4	0.5	0.5	0.5
Assets/Equity (x)	3.0	2.9	2.9	2.8	2.7
ROAE (%)	5.6	2.4	6.0	8.3	9.7
ROAA (%)	2.2	0.8	2.1	3.0	3.6
Liquidity & Efficiency					
Cash conversion cycle	(48.7)	(31.0)	(27.6)	(23.0)	(19.7)
Days receivable outstanding	74.8	63.6	63.7	63.2	64.4
Days inventory outstanding	10.3	9.0	8.9	8.8	8.9
Days payables outstanding	133.7	103.5	100.1	94.9	93.0
Dividend cover (x)	2.2	1.5	1.8	2.3	2.9
Current ratio (x)	0.9	0.6	0.6	0.7	0.7
Leverage & Expense Analysis					
Asset/Liability (x)	1.6	1.6	1.6	1.6	1.7
Net gearing (%) (incl perps)	67.8	67.1	65.1	59.6	54.0
Net gearing (%) (excl. perps)	67.8	67.1	65.1	59.6	54.0
Net interest cover (x)	2.1	1.5	2.0	2.4	2.8
Debt/EBITDA (x)	3.6	3.7	3.1	2.7	2.5
Capex/revenue (%)	10.0	8.2	8.8	8.1	9.2
Net debt/ (net cash)	1,492.8	1,510.5	1,506.5	1,447.4	1,396.7

Source: Company; Maybank IBG Research



Research Offices

ECONOMICS

Suhaimi ILIAS Chief Economist Malaysia | Philippines | Global (603) 2297 8682 suhaimi_ilias@maybank-ib.com

CHUA Hak Bin

Regional Thematic Macroeconomist (65) 6231 5830 chuahb@maybank.com

LEE Ju Ye

Singapore | Thailand | Indonesia (65) 6231 5844 leejuye@maybank.com

Dr Zamros DZULKAFLI (603) 2082 6818

zamros.d@maybank-ib.com

Fatin Nabila MOHD ZAINI

(603) 2297 8685 fatinnabila.mohdzaini@maybank-ib.com

Brian LEE Shun Rong (65) 6231 5846

brian.lee1@maybank.com

Luong Thu Huong (65) 6231 8467

hana.thuhuong @maybank.com

Saktiandi SUPAAT (65) 6320 1379 saktiandi@maybank.com.sg

TAN Yanxi (65) 6320 1378 tanyx@maybank.com.sg

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

STRATEGY

Anand PATHMAKANTHAN

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

FIXED INCOME

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

SE THO Mun Yi, CFA (603) 2074 7606 munyi.st@maybank-ib.com

REGIONAL EQUITIES

Anand PATHMAKANTHAN Head of Regional Equity Research (603) 2297 8783 anand.pathmakanthan@maybank-ib.com

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

ONG Seng Yeow

Research, Technology & Innovation (65) 6231 5839 ongsengyeow@maybank.com

ΜΑΙ ΔΥSΙΔ

Anand PATHMAKANTHAN Head of Research (603) 2297 8783 anand.pathmakanthan@maybank-ib.com

Strategy

WONG Chew Hann, CA (603) 2297 8686

- wchewh@maybank-ib.com
 Non-Bank Financials (stock exchange)
 Construction & Infrastructure

Desmond CH'NG, BFP, FCA

(603) 2297 8680 desmond.chng@maybank-ib.com • Banking & Finance

LIAW Thong Jung (603) 2297 8688 tjliaw@maybank-ib.com

- · Oil & Gas Services- Regional
- Automotive

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

• Plantations - Regional

YIN Shao Yang, CPA (603) 2297 8916 samuel.y@maybank-ib.com

Gaming - Regional
 Media • Aviation • Non-Bank Financials

TAN Chi Wei, CFA (603) 2297 8690 chiwei.t@maybank-ib.com Power • Telcos

WONG Wei Sum, CFA (603) 2297 8679 weisum@maybank-ib.com

• Property • Glove

(603) 2297 8687 jade.tam@maybank-ib.com

Consumer Staples & Discretionary

Nur Farah SYIFAA

(603) 2297 8675

nurfarahsyifaa.mohamadfuad@maybank-ib.com
• Construction • Renewable Energy • REITs

Arvind JAYARATNAM

(603) 2297 8692 arvind.jayaratnam@maybank.com • Petrochemicals • Technology

Shafiq KADIR, CFA (603) 2297 8691

msshafiqk.abkadir@maybank-ib.com
• Healthcare • Software

LOH Yan Jin (603) 2297 8687

lohyanjin.loh@maybank-ib.com • Ports • Shipping

TEE Sze Chiah Head of Retail Research (603) 2082 6858 szechiah.t@maybank-ib.com

Nik Ihsan RAJA ABDULLAH, MSTA, CFTe (603) 2297 8694

nikmohdihsan.ra@maybank-ib.com • Chartist

Amirah AZMI

(603) 2082 8769 amirah.azmi@maybank-ib.com • Retail Research

SINGAPORE

Thilan WICKRAMASINGHE Head of Research (65) 6231 5840 thilanw@maybank.com • Banking & Finance - Regional

• Consumer

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

· REITs - Regional

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

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

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

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

PHILIPPINES

Jacqui de JESUS Head of Research (63) 2 8849 8840

jacqui.dejesus@maybank.com
• Strategy • Conglomerates

Rachelleen RODRIGUEZ, CFA (63) 2 8849 8843 rachelleen.rodriguez@maybank.com • Banking & Finance • Transport • Telcos

Danhne S7F

(63) 2 8849 8847 daphne.sze@maybank.com

Consumer

Miguel SEVIDAL (63) 2 8849 8844

miguel.sevidal@maybank.com

• REITs • Property

Fiorenzo de JESUS (63) 2 8849 8846

fiorenzo.dejesus@maybank.com

• Utilities

VIETNAM

Quan Trong Thanh *Head of Research* (84 28) 44 555 888 ext 8184

thanh.quan@maybank.com Banks

Hoang Huy, CFA (84 28) 44 555 888 ext 8181

hoanghuv@mavbank.com

• Strategy • Technology • Industrials

(84 28) 44 555 888 ext 8082

chuyen.le@maybank.com
• Oil & Gas • Logistics

Nguyen Thi Sony Tra Mi (84 28) 44 555 888 ext 8084 trami.nguyen@maybank.com

Consumer

Tyler Manh Dung Nguyen (84 28) 44 555 888 ext 8085

manhdung.nguyen@maybank.com
• Utilities • Property

Tran Thi Thanh Nhan (84 28) 44 555 888 ext 8088

nhan.tran@maybank.com

• Consumer

Nguyen Thi Ngan Tuyen Head of Retail Research (84 28) 44 555 888 ext 8081 tuyen.nguyen@maybank.com • Retail Research

Nouven Thanh Lam (84 28) 44 555 888 ext 8086 thanhlam.nguyen@maybank.com

Chartist

INDIA

Jigar SHAH Head of Research (91) 22 4223 2632 jigars@maybank.com • Strategy • Oil & Gas • Automobile • Cement

Neeray DAI AI

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

Vikram RAMAI INGAM

(91) 22 4223 2607

vikram@mavbank.com · Automobile · Media

INDONESIA

Rahmi MARINA

(62) 21 8066 8689

rahmi.marina@maybank.com

Banking & Finance

Willy GOUTAMA

(62) 21 8066 8500 willy.goutama@ma

Consumer

Richard SUHERMAN

(62) 21 8066 8691 richard.suherman@maybank.com

· Metals & Mining

Satriawan, CTA (62) 21 8066 8682

satriawan@maybank.com Chartist

THAILAND

Jesada TECHAHUSDIN, CFA (66) 2658 6300 ext 1395 jesada.t@maybank.com

Banking & Finance

Vanida GEISLER, CPA (66) 2658 6300 ext 1394

Vanida.G@maybank.com
• Property • REITs

Yuwanee PROMMAPORN (66) 2658 6300 ext 1393

Yuwanee.P@maybank.com
• Services • Healthcare

Wasu MATTANAPOTCHANART

(66) 2658 6300 ext 1392

wasu.m@maybank.com
• Telcos

Surachai PRAMUALCHAROENKIT

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

Suttatip PEERASUB (66) 2658 5000 ext 1430

suttatip.p@maybank.com

• Food & Beverage • Commerce

Jaroonpan WATTANAWONG (66) 2658 5000 ext 1404 jaroonpan.w@maybank.com
• Transportation • Small cap



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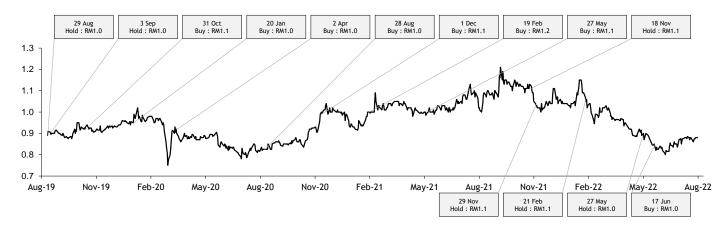
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Malaysia

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;

Tel: (603) 2059 1888; Fax: (603) 2078 4194

Stockbroking Business: Level 8, Tower C, Dataran Maybank, No.1, Jalan Maarof 59000 Kuala Lumpur Tel: (603) 2297 8888 Fax: (603) 2282 5136

Philippines

Maybank Securities Inc 17/F, Tower One & Exchange Plaza Ayala Triangle, Ayala Avenue Makati City, Philippines 1200

Tel: (63) 2 8849 8888 Fax: (63) 2 8848 5738

Sales Trading

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

Indonesia Helen Widjaja helen.widjaja@maybank.com (62) 21 2557 1188

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

Philippines Keith Roy keith_roy@maybank.com Tel: (63) 2 848-5288

Singapore

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

Tel: (65) 6336 9090

Hong Kong

MIB Securities (Hong Kong) Limited 28/F, Lee Garden Three, 1 Sunning Road, Causeway Bay, Hong Kong

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

Thailand

Maybank Securities (Thailand) PCL 999/9 The Offices at Central World, 20th - 21st Floor, Rama 1 Road Pathumwan, Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales) Tel: (66) 2 658 6801 (research)

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

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

London

Maybank Securities (London) Ltd PNB House 77 Queen Victoria Street London EC4V 4AY, UK

Tel: (44) 20 7332 0221 Fax: (44) 20 7332 0302

Indonesia

PT Maybank Sekuritas Indonesia Sentral Senayan III, 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 Securities Limited Floor 10, Pearl 5 Tower, 5 Le Quy Don Street, Vo Thi Sau Ward, District 3 Ho Chi Minh City, Vietnam

Tel: (84) 28 44 555 888 Fax: (84) 28 38 271 030

New York

Maybank Securities USA Inc 400 Park Avenue, 11th Floor New York, New York 10022, U.S.A.

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

India

MIB Securities India Pte Ltd 1101, 11th floor, A Wing, Kanakia Wall Street, Chakala, Andheri -Kurla Road, Andheri East, Mumbai City - 400 093, India

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

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