



EA Technique (M) Bhd

Technique-ly Right

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We initiate coverage on EA Technique (EAT) with a BUY recommendation and a TP of RM1.46 based on 10x FY16 P/E. This implies a 50% discount versus peers. We like EAT mainly due to its hybrid business (Figure 1) model (O&G and Transport). Being hybrid enables EAT to effectively ride on oil price cycles with resilient earnings. When oil price rises, EAT benefits from increased O&G contract flows. Whereas when oil price slumps, transport activities are robust due to high demand and low bunker fuel costs. We applied a discount for EAT versus peers, given a smaller fleet and yard, coupled with lower market cap and liquidity. Nevertheless, we expect the discount to narrow given the group's resilient earnings, backed by long term transport contracts and robust tenderbook. If EAT nabs the 20-year O&M contract for North Malay Basin FSO, this would be a significant earnings rerating catalyst. As the sole contender for this contract, we believe there is high likelihood.

Figure 1: Core Businesses

Marine Transportation	Marine Port Services	Marine Engineering
<ul style="list-style-type: none"> Product Tankers FSU/FSO OSV 	<ul style="list-style-type: none"> Tugboats Mooring Boats 	<ul style="list-style-type: none"> EPCIC Shipbuilding Ship Repair

Source: TA Research, Company

Investment Summary

- 1) We estimate 3-year earnings CAGR of 60% in 2014-17F, underpinned by sizeable order/tender book of RM1.7bn/1.0bn. This implies strong revenue visibility for the next 3 years.
- 2) 90% of EAT's fleet (34 vessels) are on long term contracts up to Dec 2025. Merely 3 vessels are on rolling 3-6 months charter, and only 4 vessels have contracts expiring in 2017-18. EAT's long term contracts have average outstanding tenure of circa 6 years, thus ensuring high fleet utilisation.
- 3) EAT is sole contender for a sizeable 20-year O&M project for Hess' North Malay Basin FSO. As the incumbent EPCIC contractor for this project (completion: 2017), we believe EAT has a high chance of winning.
- 4) EAT's product tankers benefit from prolonged oil price weakness. This is given cheaper bunker fuel, and high demand for transportation of affordable petroleum products. Being a Top 4 operator, EAT has advantage of scale over competitors.
- 5) There are short and long-term opportunities in port services, underpinned by:- 1) import substitution of older foreign vessels, and 2) surge in ASEAN petroleum trade from new Iskandar O&G projects (i.e. Pengerang Integrated Petroleum Centre and multiple tank terminal projects). We believe EAT has the home ground advantage at Iskandar given its Johor Corp parentage (51% stake).

TP: RM1.46 (+37%)

Last Traded: RM1.07

BUY

Share Information

Bloomberg Code	EATECH MK
Stock Code	5259
Listing	Main Market
Share Cap (mn)	504
Market Cap (RMmn)	539
Par Value (RM)	0.50
52-wk Hi/Lo (RM)	1.50/0.45
12-mth Avg Daily Vol ('000 shrs)	2,536
Estimated Free Float (%)	17
Beta	n.a.
Major Shareholders (%)	Johor Corp - 50.6
	Dato' Hak - 23.8

Financial Indicators

	FY16	FY17
Net (Debt)/Equity (x)	1.4	1.2
ROA (%)	7.4	7.0
ROE (%)	19.2	16.6
FCFF/Share (sen)	9.2	8.3
P/CFPS (x)	11.6	12.8

Share Performance

Price Change (%)	EATECH	FBMKLCI
1 mth	(15.7)	0.0
3 mth	(13.0)	0.3
6 mth	0.0	(2.9)
12 mth	130.1	(2.8)

(12-Mth) Share Price relative to the FBM KLCI



Source: Bloomberg

6) EAT is well positioned to provide port services for Pengerang Regasification Terminal (RGT) (completion: 4Q17). This is underpinned by EAT's track record at Malaysia's only other RGT at Sg. Udang.

7) EAT benefits from a strong dollar as 60% of revenue is USD-denominated whilst 30% of costs are in ringgit. We estimate that for every 10 sen increase in our MYR/USD assumption, this will result in an increase of 5.8%/5.4% to our FY16/17 earnings forecasts.

8) EAT is keen to expand its current fleet of two FSOs. Net margins are lucrative (estimate: 20%) given high demand and limited competition. Currently, small-mid-sized FSOs are highly sought after, as a low-cost solution for marginal fields.

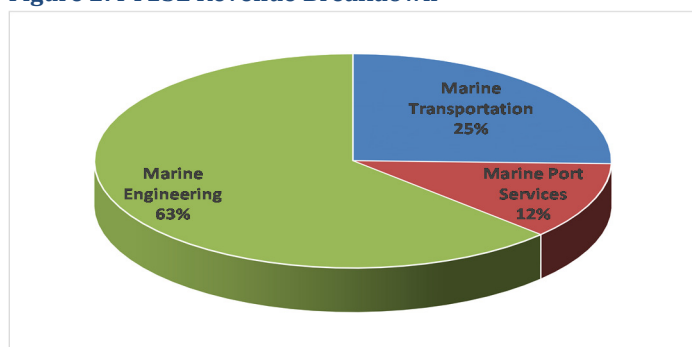
9) Unlike its O&G peers with an inflated cost base, EAT has the advantage of a lean cost structure. This is because the group is new to the O&G space, and hence operates on a clean slate. EAT also benefits from supplier discounts following the oil price tumble.

INVESTMENT THESIS

(1) Strong Earnings and Orderbook

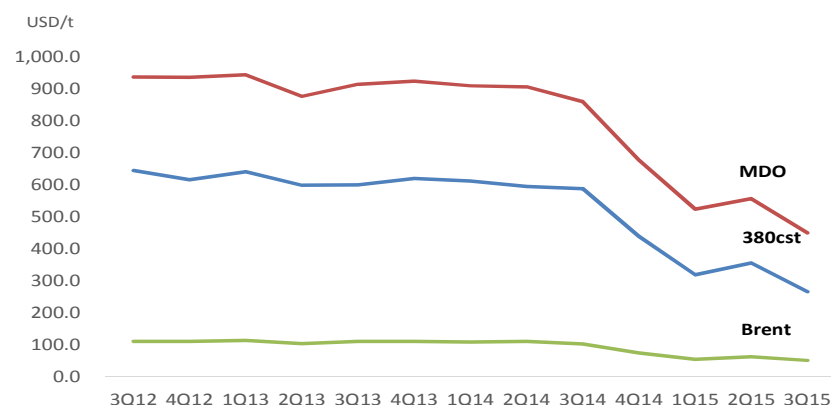
Robust 3-year Earnings CAGR of 60%. Unlike many O&G players that currently struggle to maintain profitability, EAT's earnings will grow at an impressive 3-year CAGR of 60% in 2014-17F. This is on the back of a sizeable orderbook of RM1.7bn which will keep the group busy for the next 3 years. We estimate that 63% of EAT's FY15E sales (Figure 2) comprises O&G engineering projects whilst the balance 37% are transport contracts. Please refer to our note on the company dated 9th June 2015 for more details on EAT's business.

Figure 2: FY15E Revenue Breakdown



Beneficiary of Prolonged Oil Price Weakness. There is strong demand for O&G shipping on the back of heightened oil production, cheaper bunker fuel (Figure 3), and more affordable petroleum products. Given cheaper oil feedstock, prices of refined products (e.g. petrol, bunker and aviation fuel) have reduced in tandem. Therefore, this has boosted demand from end-users, and correspondingly, EAT's fleet of 5 product tankers are highly sought after. We expect the current oil oversupply situation to persist as US and Saudi fight for market share, OPEC nations pump up production to balance budget deficits, and Iranian supply enters the market.

Figure 3: Bunker Fuel Prices



Source: Various, TA Research

Vessels Backed by Long Term Charters. The bulk (91%) of EAT's fleet of 34 vessels (App I) are on long term charters (App II), except for 3 vessels on 3-6 months rolling contracts. Merely 4 vessels have contracts expiring in 2017-18 whilst the rest have tenures stretching up to Dec 2025. On average, EAT's long term contracts (Figure 4) have outstanding tenure of circa 6 years. On top of that, EAT practices fleet discipline, whereby new vessels are procured only after securing long term contracts. In addition, clients normally exercise extension options due to EAT's good execution. The combination of these 3 factors result in high fleet utilisation.

Figure 4: Average Fleet Contract Tenure

	FY12/15	FY12/16	FY12/17	FY12/18	FY12/19	FY12/20	Average years
Oil Tankers							6.6
LPG Tankers (3rd party owned)							3.0
Floating storage Units (FSO)							5.5
Offshore Support Vessel (OSV)							2.3
Port Operations							7.4
EPCIC							4.0

Source: Company

Leading Player in Fragmented Tanker Market. EAT is one of the Top 4 product tanker operators in Malaysia. The Top 4 control circa half of the fragmented market (approximately 25 players). Therefore, EAT has an advantage over smaller players given economies of scale and a long relationship with Petronas (exceeding 17 years). In addition, we believe M&A opportunities may surface on the back of Petronas' push for consolidation amongst service providers.

Local Vessels for Ports Highly Sought After. Whereas for port operations, the market is even more fragmented (circa 1,200 registered vessels). However, there are numerous opportunities on the back of import substitution. A weak ringgit has rendered the local market unattractive for foreign operators. Furthermore, according to management, the government has urged Port of Tanjung Pelepas (PTP) to engage more local players. This is because most vessels at PTP are old and foreign-flagged (mostly Singaporean). In 2016, EAT will fully deploy 6 new tugboats to Port Klang, for its maiden contract with Northport. Having secured jobs with the two largest ports in the country (PTP and Port Klang), EAT's grip on Malaysian port services (Figure 5) has solidified.

Figure 5: Key Customers

O&G Trading Companies	Ports	Regassification Terminals	E&P Companies
<input type="checkbox"/> Petronas Trading Corp (Petco) <input type="checkbox"/> Petronas Dagangan	<input type="checkbox"/> Kertih Port (Petronas Chemicals) <input type="checkbox"/> Sg. Udang Port (Petronas Maritime Services) <input type="checkbox"/> Northport	<input type="checkbox"/> Sg. Udang RGT	<input type="checkbox"/> Hess E&P <input type="checkbox"/> Murphy Oil <input type="checkbox"/> Shell Oil

Source: Company, TA Research

2) Leveraged to High-Demand FSOs

Emerging FSO Player. EAT currently operates two Floating Storage Offloading (FSO) vessels for Petronas at marginal fields located in Anjung Kecil, Bintulu, and Tembikai, Terengganu. In addition, the group is currently executing a chunky USD192mn EPCIC (Engineering, Procurement, Construction, Installation & Commissioning) contract for Hess' North Malay Basin (NMB) FSO. For the latter, EAT is also eyeing the O&M (operations & maintenance) contract upon completion of EPCIC works by 2017. This sizeable tender is for a long term tenure of 20 years. We believe the group stands a high chance of winning given that EAT is the sole contender. Furthermore, the group is also the incumbent contractor for EPCIC works.

Limited Competition for Small FSOs. For the time being, EAT prefers to own small-mid-sized (capacity: 250k boe/10,000 bpd) FSOs for shallow water and marginal fields. To our knowledge, competition is limited for this segment locally. They include players such as M3nergy, Tanker Pacific, MISC, and Bumi Armada. However, the latter two prefer larger sized units to correspond with their larger balance sheets. Nevertheless, EAT is keen to operate large FSOs - as evidenced by its bid to operate NMB FSO. We estimate that there are approximately 9 small-mid sized FSOs operating in Malaysian waters currently.

High Demand and Returns for FSOs. Given current oil price weakness, we believe there is high demand for FSOs at Malaysian marginal fields. In this environment, lower-cost FSOs are favoured over expensive pipelines. This is because the latter is uneconomical at small fields with limited lifespan (8-15 years). On top of that, marginal fields are an Entry Point Project (EPP) for the O&G sector under ETP (Economic Transformation Program). On the back of limited supply and competition, we estimate lucrative net margin of 20% for FSO projects (EPCIC + Lease-Out contracts).

(3) Robust Contract Pipeline

Management is keen to diversify its fleet to enhance earnings resilience. Therefore, EAT has submitted bids for various contracts in excess of RM1.0bn. They include:- 1) build & lease-out (7+7 years) of up to 5 commodity bulk carriers, 2) provision of a chemical tanker for 3 years, 3) USD110mn EPCIC contract for 5 years, 4) 3 tug boats for port services, 5) two OSVs, 6) O&M for North Malay Basin for 20 years, and 7) 2 product tankers for 5+3 years. Management is particularly sanguine to venture into bulk carriers and chemical tankers, which carry sizeable contract values.

(4) Beneficiary of Strong USD

A chunky 60% of EAT's revenue is denominated in USD, including all three FSO projects and Petronas Floating LNG1 contract (supply of 4 tugboats). For these contracts, approximately 30% of costs are in MYR, which implies margin

expansion if ringgit depreciates further. The latter is a plausible scenario if progressive US interest rate hikes materialise. There is minimal currency risk for EAT's USD loans as interest costs are naturally hedged, given payment in the same currency. We estimate that for every 10 sen increase in our MYR/USD assumption, this will result in an increase of 5.8%/5.4% to our FY16/17 earnings forecasts.

(5) Leveraged to O&G Hub at Southern Johor

Opportunities at Iskandar. We expect EAT to benefit from the new O&G hub in Southern Johor (Figure 6), comprising:- 1) Pengerang Integrated Petroleum Complex (PIPC), and 2) multiple tank terminal projects (Tanjung Langsat, and Tanjung Bin). Iskandar O&G hub will be launched progressively in phases, where Tg. Langsat is fully operational, and Phase 1 of Tanjung Bin/Pengerang Terminal was launched in 2012/14. We anticipate a surge in ASEAN petroleum trade from these projects, thus propelling demand for EAT's tankers and harbor tugboats.

Figure 6: Iskandar O&G Hub



Source: Various

Strong Johor Parentage. PIPC includes tank terminals (capacity: 10mn m³), and RAPID (Refinery and Petrochemical Integrated Development), which is a massive petrochemical complex (olefins/refinery capacity: 3mn t.p.a/300k bpd). Whilst EAT's tanker fleet is largely deployed at Malaysian coastal waters, more ASEAN routes may follow after PIPC's launch in 2019. We believe EAT has an advantage when bidding for O&G contracts at Iskandar. This is because Johor is the home ground of EAT's parent, state-owned Johor Corp (51% stake).

Strong Contender for Pengerang RGT Port Services. On top of PIPC, we believe EAT is well positioned to provide port marine services for Pengerang Regasification Terminal (completion: 4Q17). This is given EAT's track record in servicing Malaysia's only other LNG regasification terminal (RGT) at Sg. Udang, Melaka. Currently, EAT provides 4 harbour tugs and 3 mooring boats for Sg. Udang RGT (capacity: 3.8mn t.p.a). We expect the same requirement for Pengerang RGT given closely similar capacity (3.5mn t.p.a).

RISKS

(1) Significantly Leveraged

EAT's balance sheet appears stretched, (current net gearing: 1.6x), implying a possibility of equity fundraising for future capex. Nevertheless, liquidity risk is limited as EAT's vessels are backed by stable cashflows from long term contracts. In addition, fund raising backed by new projects are likely to be well received by the market.

(2) Potential Rate Compression for New Projects

Rates for local O&G projects have compressed significantly since Petronas implemented capex and opex cuts. Therefore, profits for new tenders are likely to be subdued with limited room for error. Nevertheless, according to management, suppliers have also reduced quotations to remain competitive. Whereas for long term contract bids, EAT will incorporate rate escalation clauses. Therefore, in general, O&G players are able to cushion margin erosion given tight cost controls. Unlike its competitors, EAT has the advantage of a lean cost base. This is because the group is new to the O&G space, and hence operates on a clean slate.

(3) Normalising Earnings

EAT's FY15-16 earnings were propped up significantly by chunky recognition of the major USD192mn EPCIC contract for NMB FSO. We estimate that this contract comprises 24% of EAT's outstanding orderbook of RM1.7bn, and the group will recognise 80% of this contract over FY15-16 - thus resulting in super normal profits. Assuming that the group is unable to secure a similar mega contract, we estimate that profits will contract to RM37mn (-50% YoY) in FY17 (assuming zero replenishment of EPCIC orderbook). Nevertheless, the group will still remain profitable, albeit with normalised earnings, on the back of stable transport contracts. In our forecasts, we incorporated EPCIC order replenishment of USD135mn in FY17, on the assumption that EAT will secure its current tender for a 5-year USD110mn EPCIC contract.

FINANCIALS

Expect FY16 Bottomline Growth of 23% YoY. After a phenomenal 4-fold increase in FY15 earnings, we expect FY16 bottomline to grow by 23% YoY. This is mainly underpinned by:- 1) higher recognition of NMB EPCIC contract (+61% YoY), 2) full year recognition of Tembikai FSO contract (FY15: 6 months), 3) higher daily charter rate (DCR) of USD42K for Nautica Muar (previous: USD18K) starting from Jun 2016, and 4) higher assumption of RM4.30/USD (FY15: RM3.90/USD).

But FY17 Earnings to Normalise. Meanwhile, for FY17, we expect earnings to be flat YoY, on the back of a high base effect, and due to near-completion of the NMB EPCIC contract. However, this is partially offset by:- 1) fleet expansion of one new product tanker and three harbour tugboats, 2) full-year recognition of Nautica Muar's higher revised DCR (FY16: 6 months), and 3) marine engineering orderbook replenishment of USD135mn. Note that there is earnings upside risk as we did not incorporate the potential win of EAT's 20-year O&M bid for NMB FSO.

VALUATION

We arrive at a target price (TP) of RM1.46 for EAT based on 10x FY16 P/E. This implies a 50% discount to peers (Figure 7), which are currently trading at 20x FY16 P/E. We applied a discount, given EAT's smaller fleet and yard, coupled with lower market cap and liquidity compared to the bigger boys (MISC, Bumi Armada, and MMHE). In addition, the discount also reflects potential risk arising from earnings normalisation if EAT is unable to replenish its EPCIC orderbook. Nevertheless, we expect EAT's discount to peers to narrow given the group's resilient earnings, backed by long term transport contracts. If EAT nabs the O&M contract for North Malay Basin FSO, this would be a significant earnings rerating catalyst.

Figure 7: Peer Comparison

Company	Price (Local)	Mkt Cap (RM mn)	P/E (x)		P/B (x)		ROE (%)		Divd Yield (%)
			FY16	FY17	FY16	FY17	FY16	FY17	FY16
MISC Bhd	9.21	41,112	16.1	15.0	1.3	1.3	8.5	8.5	1.6
Bumi Armada	1	5,866	23.8	14.9	0.9	0.9	3.4	6.0	1.2
MMHE	0.965	1,544	17.2	13.6	0.6	0.6	3.1	3.9	0.0
Alam Maritim	0.425	393	19.3	12.9	0.5	0.5	2.2	3.8	0.0
Icon Offshore	0.41	483	24.1	7.1	0.4	0.4	1.8	3.4	0.0
Average			20.1	12.7	0.7	0.7	3.8	5.1	0.6
EA Technique	1.07	549	7.3	7.3	1.4	1.2	19.2	16.6	2.6

Figure 8: Earnings Summary
Income Statement

FYE 31 Dec (RMmn)	2013	2014	2015E	2016F	2017F
Revenue	121.1	155.7	535.1	694.4	639.4
EBITDA	53.7	56.8	132.1	160.2	161.4
Depreciation	(21.0)	(25.0)	(35.6)	(41.0)	(43.6)
Net finance cost	(12.5)	(12.2)	(16.9)	(21.1)	(20.5)
Share of Associates	2.9	0.0	0.0	0.0	0.0
Exceptionals	36.2	0.1	0.0	0.0	0.0
Pretax Profit	59.4	19.7	79.6	98.2	97.3
Taxation	(2.5)	(5.5)	(19.9)	(24.5)	(23.3)
Net Profit	56.9	14.2	59.7	73.6	73.9
Core Net Profit	20.7	14.1	59.7	73.6	73.9

Per Share Data

Core EPS	(sen)	20.6	3.6	11.8	14.6	14.7
DPS	(sen)	0.0	2.0	1.8	2.2	2.2
Book Value	(RM)	1.8	0.7	0.6	0.8	0.9

Ratios

Ratios						
FYE 31 Dec (RMmn)		2013	2014	2015E	2016F	2017F
Valuations						
Core PER	(x)	5.2	29.5	9.0	7.3	7.3
Dividend yield	(%)	0.0	1.9	1.7	2.0	2.1
EV/EBITDA	(x)	6.8	12.8	7.9	6.6	6.6
P/BV	(x)	0.6	1.5	1.7	1.4	1.2
FCF Yield	(%)	>-100	>-100	>-100	8.6	7.8

Profitability ratios

EBITDA margin	(%)	44.3	36.5	24.7	23.1	25.2
EBIT margin	(%)	27.0	20.4	18.0	17.2	18.4
PBT margin	(%)	49.0	12.6	14.9	14.1	15.2
Core Net margin	(%)	17.1	9.1	11.2	10.6	11.6
Core ROE	(%)	30.9	5.3	18.6	19.2	16.6
Core ROA	(%)	4.2	2.1	6.5	7.4	7.0

Liquidity ratios

Current Ratio	(x)	0.7	1.4	1.3	1.3	1.5
Interest Cover	(x)	2.2	2.2	5.5	5.5	5.6

Leverage ratios

Total Debt/ Assets	(x)	0.5	0.5	0.6	0.6	0.5
Total Debt/Equity	(x)	1.4	1.2	1.7	1.4	1.3
Net Debt(Cash)/ Equity	(x)	1.4	1.1	1.6	1.4	1.2
Interest Coverage	(x)	2.2	2.2	5.5	5.5	5.6

Growth ratios

Revenue	(%)	n.a.	28.5	243.8	29.8	(7.9)
EBITDA	(%)	n.a.	5.7	132.8	21.3	0.7
PBT	(%)	n.a.	(66.8)	304.2	23.3	(0.9)
Core Net Profit	(%)	n.a.	(31.8)	322.4	23.3	0.4
Core EPS	(%)	n.a.	(82.4)	226.8	23.3	0.4

Key Assumptions

Fleet Count	(units)		32	36	40
Average Fleet Utilisation	(%)		96	94	94
Orderbook Replenishment	(USD mn)		0	0	135

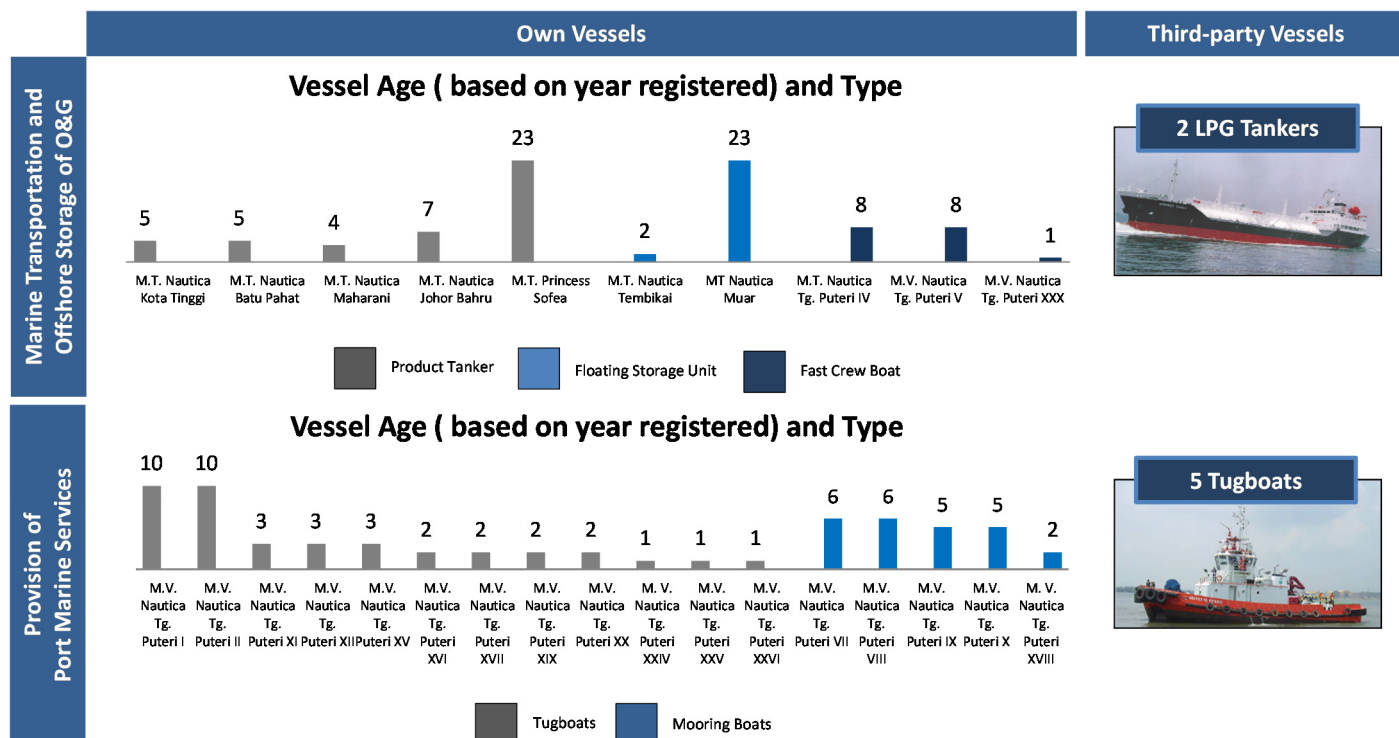
Balance Sheet

FYE 31 Dec (RMmn)	2013	2014	2015E	2016F	2017F
Property, Plant & Equip	435.9	536.7	768.7	831.8	884.1
Others	3.8	3.2	3.2	3.2	3.2
Non-Current Assets	439.7	539.9	771.9	835.0	887.3
Trade and other rcvb	35.3	58.2	73.3	91.3	87.6
Cash and Deposits	6.3	25.4	36.8	26.1	41.8
Others	15.0	39.0	39.0	39.0	39.0
Current Assets	56.6	122.6	149.2	156.5	168.5
Total Assets	496.3	662.5	921.0	991.5	1,055.8
LT Borrowings	218.2	287.0	467.0	475.7	484.3
Deferred Tax	12.8	16.7	16.7	16.7	16.7
Others	0.0	0.0	0.0	0.0	0.0
Non-Current Liabilities	230.9	303.7	483.7	492.3	501.0
ST Borrowings	44.6	44.8	73.0	74.3	75.7
Trade & other Payables	36.3	43.0	42.6	40.5	32.0
Others	0.4	1.1	1.1	1.1	1.1
Current Liabilities	81.3	89.0	116.7	116.0	108.8
Total Liabilities	312.2	392.6	600.4	608.3	609.8
Share capital	97.5	126.0	126.0	126.0	126.0
Reserves	86.5	143.9	194.6	257.2	320.0
Equity	184.0	269.9	320.6	383.2	446.0
Total Equity + Liabilities	496.2	662.5	921.0	991.5	1,055.8

Cash Flow Statement

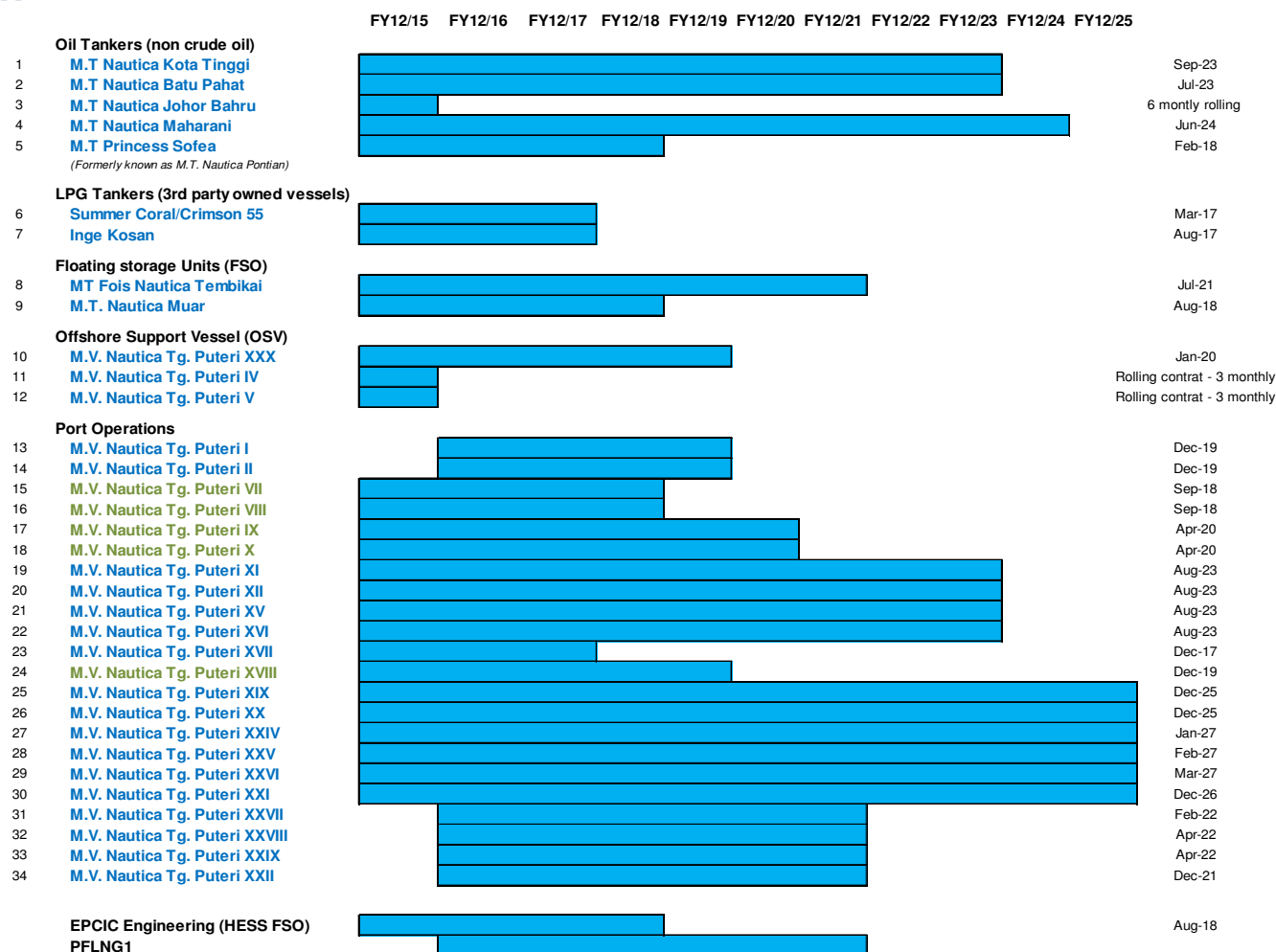
FYE 31 Dec (RMmn)	2013	2014	2015E	2016F	2017F
Pretax Profit	59.4	19.7	79.6	98.2	97.3
Depreciation	21.0	25.0	35.6	41.0	43.6
Net Interest	12.5	12.2	16.9	21.1	20.5
Associates & JCEs	(2.9)	0.0	0.0	0.0	0.0
Working Cap Changes	3.0	30.4	(15.5)	(20.1)	(4.8)
Income Tax Paid	(2.5)	(5.5)	(19.9)	(24.5)	(23.3)
Others	(64.8)	(51.5)	0.0	0.0	0.0
CF from Operations	25.7	30.3	96.7	115.6	133.2
Capex	(101.8)	(129.0)	(267.6)	(104.2)	(95.9)
Acquisitions/Disposal	67.1	1.7	0.0	0.0	0.0
Interest Received	2.1	2.2	0.5	0.7	0.6
Others	(4.6)	(27.6)	0.5	0.7	0.6
CF from Investing	(39.4)	(154.9)	(267.1)	(103.4)	(95.3)
Share Issuance	12.5	71.6	0.0	0.0	0.0
Net Change in Debt	23.2	72.2	208.2	10.0	10.0
Dividends	(27.0)	0.0	(9.0)	(11.0)	(11.1)
Others	3.9	(0.1)	(17.4)	(21.8)	(21.1)
CF from Financing	12.6	143.7	181.8	(22.8)	(22.2)
Net Cash Flow	(1.1)	19.1	11.4	(10.7)	15.7
Beginning Cash	7.4	6.3	25.4	36.8	26.1
Ending Cash	6.3	25.4	36.8	26.1	41.8

App I: Fleet Size and Ageing



Source: Company

App II: Contract Tenures



Source: Company

App III: Fleet Description

Vessel	Purpose
Product Tankers	Transport refined petroleum products from oil refineries to end-users, or to another refinery.
Fast Crew Boats	Offshore Support
Harbour/ Mooring/ Utility Tugboats	Towing, mooring and dockside mooring for O&G vessels in Malaysia.
Floating Storage Unit (FSU)	O&G storage facility for offshore production platform.
LPG Tankers	Transport liquefied gases.

Source: TA Research

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