

Indonesia

ADD (no change)

Consensus ratings*: Buy 4 Hold 0 Sell 0

Current price:	Rp3,310
Target price:	Rp4,800
Previous target:	Rp2,800
Up/downside:	45.0%
CGS-CIMB / Consensus:	53.6%
Reuters:	ASSA.JK
Bloomberg:	ASSA IJ
Market cap:	US\$928.3m
	Rp13,231,725m
Average daily turnover:	US\$3.06m
	Rp43,876m
Current shares o/s:	3,508m
Free float:	42.4%

*Source: Bloomberg

Key changes in this note

► FY21-23F core EPS increased by 15-38%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	26.3	40.3	589.6
Relative (%)	25	37.2	564.8

Major shareholders

	% held
Adi Dinamika Investindo	24.3
Daya Adicipta Mustika	18.6
Prodjo Sunarjanto Sekar Pantjawati	9.7

Analyst(s)

Willy SUWANTO

T (62) 21 3006 1732

E willy.suwanto@cgs-cimb.com

Adi Sarana Armada

The hidden gem: ASSA's used car business

- Complementary to its core car rental business, ASSA's used car sales division has become market leader in auctions since it acquired JBA in 2019.
- The pandemic has sparked growth in its auction and used car businesses with projected total transaction value CAGR of c.20% in FY21-25F.
- The rapid ramp up in its last-mile delivery business underpinned our 15-38% earnings upgrade, while the used car business is a re-rating catalyst.
- Reiterate Add with a higher rolled-over SOP-based target price of Rp4,800.

Indonesia's used car market thrived throughout Covid-19 pandemic

Ken Research, a global aggregator and market intelligence research publisher, projects the gross transaction value of Indonesia's used car market to grow by 15.7% CAGR with sales volume of 14.2% CAGR in FY20-25F, supported by mobility needs post Covid-19 pandemic. In addition, global chip shortage may impact the supply of new cars in the near-to-medium term. The Indonesia's used car industry is generally fragmented, and like other retail segments, the Covid-19 pandemic has shifted car purchases by some customers to online channels. We believe that companies with early presence in online platform will be the near-term winners in the growing used car/auction business.

ASSA's used car business redistributes old car assets

Supplied by its car rental company and other companies, mostly multifinance, that seek to offload their car assets, ASSA's brand-agnostic used car sale business is supported by its digital automotive marketplace Caroline, offline/online auction platform JBA Bidwin Auction and vehicle valuation research Cartalog. ASSA acquired and merged JBA with its auction business in 2019. ASSA owns a 51% stake in JBA with its Japanese partners owning the rest, making it the biggest auction company in Indonesia. We project ASSA to sell c.48k cars and c.94k motorcycles in FY22F through semi-weekly auctions at JBA, generating c.Rp2.7tr (US\$192m) transaction value. We conservatively assume average unit prices of Rp50m per car and Rp4m per motorcycle.

Anteraja: strong delivery rate should persist into FY22F

ASSA's last-mile delivery arm Anteraja has been surpassing its targets. Deliveries have increased from 300k packages/day at YE20 to more than 800k packages/day in Aug 21, above the revised FY21F target of 700k-750k/day. During the 9.9 sales campaign, news outlets reported that Anteraja delivered double the daily average in Aug 21. In our view, the strong package delivery during the double-digit sale event may be replicated in Oct-Dec 21. We expect Anteraja to reach a 1.5m packages/day run rate by FY22F.

Reiterate Add with a higher rolled-over target price of Rp4,800

We lift our FY21-23F core EPS by 15-38% on the back of Anteraja's strong delivery rate. Reflecting higher peer valuation, we increase our SOP-based TP to Rp4,800. Key re-rating catalyst: accelerated growth by Anteraja. Stiffer price competition among express players and weak used car sales to some extent are key downside risks.

Financial Summary

	Dec-19A	Dec-20A	Dec-21F	Dec-22F	Dec-23F
Revenue (Rpb)	2,334	3,037	4,587	6,308	8,168
Operating EBITDA (Rpb)	854	853	1,024	1,228	1,518
Net Profit (Rpb)	110.4	87.1	179.7	345.1	501.4
Core EPS (Rp)	32.5	25.7	48.6	86.3	125.4
Core EPS Growth	(23.1%)	(21.1%)	89.4%	77.7%	45.3%
FD Core P/E (x)	101.9	129.0	68.1	38.3	26.4
DPS (Rp)	0.00	0.00	0.00	0.00	34.53
Dividend Yield	0.00%	0.00%	0.00%	0.00%	1.04%
EV/EBITDA (x)	16.42	16.56	14.30	13.06	11.03
P/FCFE (x)	410.9	NA	NA	NA	NA
Net Gearing	198%	192%	98%	99%	110%
P/BV (x)	9.44	8.76	6.06	5.23	4.58
ROE	9.7%	7.0%	10.4%	14.6%	18.5%
% Change In Core EPS Estimates			19.3%	37.7%	14.8%
CGS-CIMB/Consensus EPS (x)			1.00	1.06	1.02

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

The hidden gem: ASSA's used car business

Used car market survives the economic downturn ►

According to Ken Research, the gross transaction value of Indonesia's used car market grew 4.5% CAGR with sales volume of 2.0% CAGR in FY14-19. Going forward, the gross transaction value of Indonesia's used car market could grow by 15.7% CAGR with a sales volume of 14.2% CAGR in FY20-25F, supported by the need for mobility post Covid-19 pandemic via personal vehicles. Meanwhile, the global chip shortage, which impacts car production, may keep the new car supply low.

In addition, the Covid-19 pandemic has shifted car buying activities online. We believe that companies with an early presence in online platforms will be the near-term winners in the growing used car/auction business. Across the world, digital automotive marketplaces have received new funding from various investors through capital injections or IPOs.

One of the leading European online used car marketplaces, CarNext, raised €400m in Jul 21. In 2020, CarNext sold 40k cars via B2C and 200k via B2B auction platform and trader app, representing a gross merchandise value (GMV) of €2.5bn. One of CarNext's investor, TDR Capital, previously bought the largest digital used car marketplace in Europe, Constellation Automotive Group for a total value of £1.9bn in Jun 19. Constellation Automotive Group owns Cinch operations in the UK.

Figure 1: Latest new funding raised for digital used car marketplace in 2021

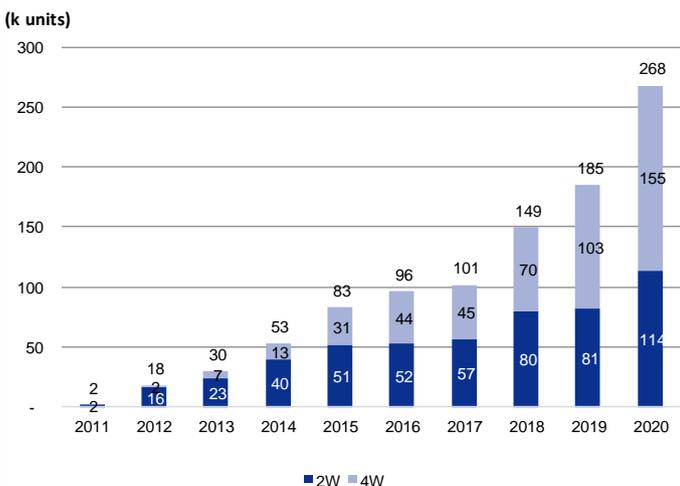
Company	Total funding (US\$ m)	Source
Cinch (UK)	1,400	Private equity
Auto1 (Germany)	1,200	IPO
Cazoo (UK)	1,000	SPAC merger
CarNext (Netherlands)	470	Private equity
Carro (Singapore)	360	Private equity
Aramis (France)	300	Private equity
Spinny (India)	165	Private equity

SOURCES: CGS-CIMB RESEARCH, NEWS RESEARCH

Auction platform JBA Bidwin Indonesia ►

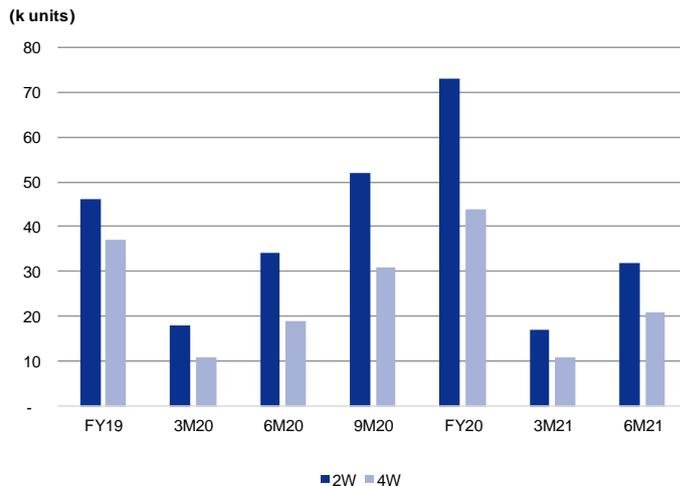
Based in Yokohama, Japan, Japan Bike Auction entered the Indonesian automotive auction market with the brand name JBA Indonesia in 2011 and had nine branches in 2018. ASSA formed Adi Sarana Lelang (Bidwin) in 2014 with 10 branches in major cities in Indonesia. In Feb 19, ASSA through Bidwin absorbed new shares issued in JBA Indonesia, resulting in 51% ownership in JBA Indonesia. Other owners are Japan Bike Auction Company Ltd. (33.4%), Mitsui & Co. Ltd. (7.8%) and Summit Auto Group (7.8%). ASSA's acquisition of JBA in 2019 led to an increased number of cars being auctioned in JBA than motorcycles. As of Jun 21, JBA Bidwin has 16 branches and 18 hubs.

Figure 2: Since ASSA's acquisition of JBA in 2019, more 4-wheelers are auctioned than 2-wheelers at JBA...



SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Figure 3: ... although more 2W units are sold than 4W



SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Auction platforms carry a number of vehicles in various conditions. Similar to any other items sold in auctions, in most cases the vehicles are not in prime condition. Hence, auction participants are encouraged to inspect the vehicles before making the bid. About 90% of buyers on JBA are car dealers. Sellers on the auction platform are mostly multifinance companies that are looking to offload their car assets.

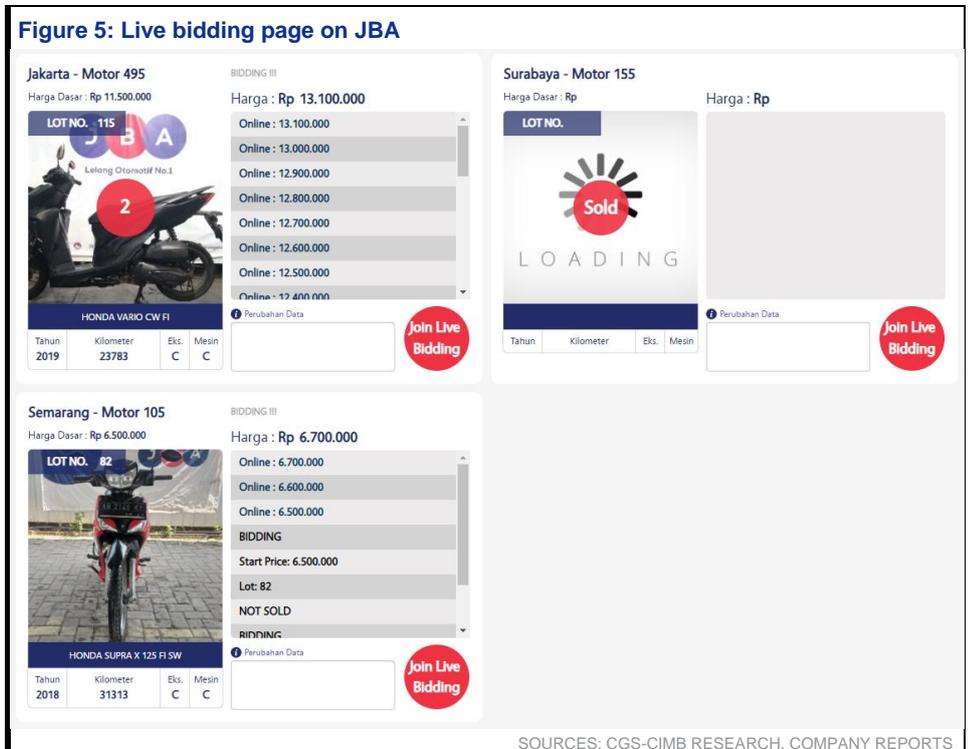
Each auction participant is required to make a deposit of Rp5m/car or Rp1m/motorcycle. Revenues from auction are recognised based on a percentage of price formed on a vehicle during the auction. Bid winners are charged administration fees of Rp2m/car and Rp500k/motorcycle. In addition, bid winners will be charged 0.6% additional admin fee of the price formed during the auction if auctioned car price is above Rp333m or the auctioned motorcycle price is above Rp50m. Bid winners will have to pay the price in full within five days or may request an extension through the Flexi Pay programme (with a certain interest rate). From JBA operation, we estimate a blended take rate of 7% in FY22F.

Figure 4: JBA has 34 locations in Indonesia



SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

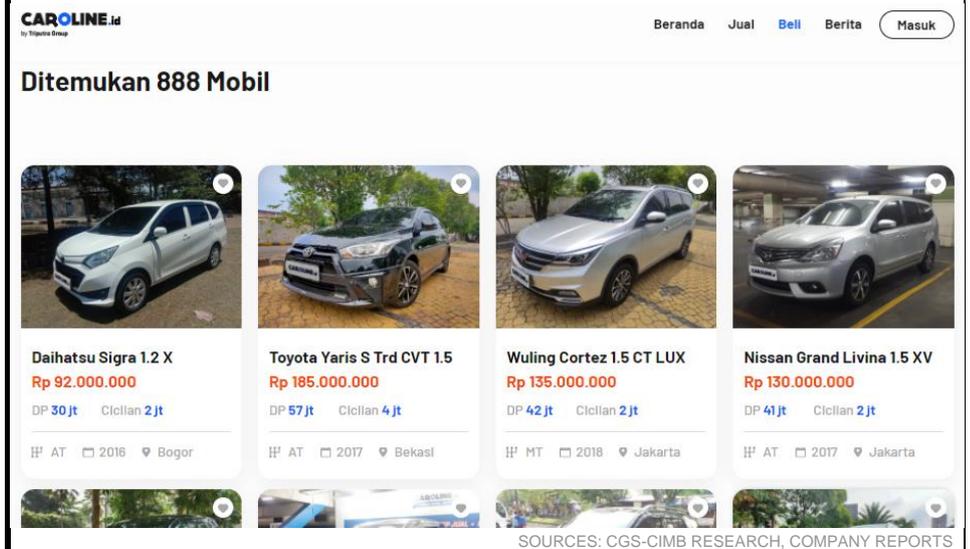
Auctions are typically conducted in an offline manner. However, JBA also provides online auctions through its website (<http://www.jba.co.id>) or its mobile app. Other competitors that have implemented online auctions include Astra's IBID and MPM Group's Auksi (previously MPM Lelang).



Digital car marketplace Caroline ►

Unlike JBA that is B2B-oriented, ASSA's digital car marketplace Caroline (<http://www.caroline.id>) caters to the C2C segment, offering both new and used car sales. Caroline collaborates with dealers and multifinance companies in selling new cars. Partnerships with multifinance companies also include vehicle loans to Caroline customers. The used vehicles are generally in better condition vs. auctioned vehicles. Customers who wish to sell their cars through Caroline have the cars inspected and appraised by Caroline's team. Caroline pays for the vehicles and sells the cars to other customers. The 3-year average gross margin reached 22% in FY18-20. According to the website, the selling process is free of charge. Buyers can purchase the cars directly or through a bidding process (multiple of Rp500k from the base offer price). Caroline is available as a web version and as a mobile app.

Figure 6: Caroline's landing page for used car listings



Earnings forecasts changes ►

Figure 7: Earnings forecasts changes

(Rp bn)	2020	New			Old			Changes		
		FY21F	FY22F	FY23F	FY21F	FY22F	FY23F	FY21F	FY22F	FY23F
Revenue	3,037	4,587	6,308	8,168	4,254	5,121	5,940	8%	23%	38%
Gross profit	790	1,000	1,344	1,686	965	1,073	1,359	4%	25%	24%
Operating profit	310	450	627	848	428	528	791	5%	19%	7%
EBITDA	853	1,059	1,288	1,596	1,060	1,262	1,625	0%	2%	-2%
Net profit	87	180	345	501	151	251	437	19%	38%	15%
Core net profit	88	180	345	501	151	251	437	19%	38%	15%
Gross margin	26%	22%	21%	21%	23%	21%	23%			
Operating profit margin	10%	10%	10%	10%	10%	10%	13%			
EBITDA margin	28%	23%	20%	20%	25%	25%	27%			
Core profit margin	3%	4%	5%	6%	4%	5%	7%			
Revenue growth	30%	51%	37%	29%	40%	20%	16%			
Operating profit growth	-10%	45%	39%	35%	38%	23%	50%			
EBITDA growth	0%	24%	22%	24%	24%	19%	29%			
Core profit growth	-21%	105%	92%	45%	72%	66%	74%			

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Potentially higher valuation for ASSA's second pillar and increased peers' valuation in express industry ►

Propelled by Covid-19 pandemic, customers have warmed to the idea of buying cars online. We observe that private equity firms seek to invest in the digital used car market. For example, Softbank has invested in various used car platforms: Kavak (Mexico), Volanty (Brazil), Cars24 (India), Chehaoduo Group (China), Carro (Singapore) and Auto1 (Germany). This leads to increased valuation for the platforms, e.g. in India, Droom and Spinny reached a valuation of US\$1.2bn and US\$800m, respectively, as of Jul 21. Singaporean Carro reached a US\$1bn valuation in Jun 21, while Malaysian Carsome hit a US\$1.3bn valuation in early-Sep 21.

Figure 8: Other online-based used car companies per Aug 2021

Company	Est. annualised GMV	Valuation	P/GMV
Carro	US\$750m	US\$1bn	1.3x
Carsome	US\$1bn	US\$1.3bn	1.3x
Droom	US\$1.7bn	US\$1.2bn	0.7x
Spinny	US\$320m	US\$800m	2.5x

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

We think that Caroline is still at its nascent stage, considering the used car supply from ASSA's car rental business. Hence, we will focus on JBA Indonesia which has the largest car auction operation in Indonesia. We find JBA Indonesia comparable with Thailand-based Union Auction Pcl (AUCTION TB, NR), which has a FY22F P/sales multiple of c.6x, according to Bloomberg. Proceeds from car auctions account for c.70-80% of AUCTION's total revenue, while motorcycle auctions account for c.5-10% of total revenue; JBA has a similar car:motorcycle split of total auction revenue where revenue from motorcycle auction is roughly about 12% of car auction (FY20).

As a bear case, we project JBA's FY22F EV to reach Rp1.1tr, based on 6x P/S multiple and auction revenue of Rp201bn in FY22F. For the bull case, we estimate JBA's GMV to reach Rp3.0tr in FY22F. With P/GMV assumption of 0.8x, JBA's FY22F EV could reach Rp2.3tr. With ASSA's 51% ownership in JBA, the car auction business translates into FY22F EV of Rp578bn-1.1tr.

In early-Sep 21, DealStreetAsia reported that Anteraja's competitor, J&T Express, was aiming to hit US\$20bn valuation for its global operations as it was in discussions with investors to raise an excess of US\$2bn in pre-IPO round. Meanwhile, SiCepat targets US\$2bn IPO in 1H22, according to news outlet The Ken. Should SiCepat manage to obtain an IPO valuation of US\$2bn as targeted, its valuation could reach US\$3bn, having already been estimated by co-founder and managing partner at Ideosource and Gayo Capital Edward Ismawan Chamdani to reach unicorn status in 1H21. We expect Anteraja to reach a 1.5m packages/day run rate by FY22F. For J&T Express valuation, we estimate an US\$8bn valuation for its Indonesian operation, slightly higher than the US\$7.8bn valuation by CBInsight in Apr 21.

Figure 9: Projected delivery figures for key delivery players in Indonesia

Company		Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
J&T Express	Daily packages (m)	3.0	3.1	3.2	3.3	3.3	3.4	3.5	3.6	3.7	3.8	3.8	3.9	4.0
	FY22F average (m)		3.5											
	Monthly packages (m)		95.6	88.7	100.8	100.0	105.9	105.0	111.1	113.7	112.5	118.8	117.5	124.0
	FY22F total (m)		1,293.5											
	FY22F total after discount (m)		1,034.8											
SiCepat	Daily packages (m)	2.0	2.1	2.3	2.4	2.5	2.6	2.8	2.9	3.0	3.1	3.3	3.4	3.5
	FY22F average (m)		2.8											
	Monthly packages (m)		65.9	63.0	73.6	75.0	81.4	82.5	89.1	93.0	93.8	100.8	101.3	108.5
	FY22F total (m)		1,027.8											
	FY22F total after discount (m)		822.2											
Anteraja	Daily packages (m)	0.9	1.0	1.0	1.1	1.1	1.2	1.2	1.3	1.3	1.4	1.4	1.5	1.5
	FY22F average (m)		1.2											
	Monthly packages (m)		29.5	28.0	32.6	33.0	35.7	36.0	38.8	40.3	40.5	43.4	43.5	46.5
	FY22F total (m)		447.6											
	FY22F total after discount (m)		358.1											

SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS

Figure 10: Market cap/shipments calculation approach for J&T Express and SiCepat

Company	Est. valuation (US\$m)	Shipments (m)	Market cap/Shipments
J&T Express	8,000	1,034.8	7.73
SiCepat	3,000	822.2	3.65

SOURCES: CGS-CIMB RESEARCH ESTIMATES

Figure 11: Pegging ASSA's Anteraja valuations to peers

USDIDR exchange rate (Rp)		14,500				
	Anteraja FY21F shipments (m)	Multiple (x)	Mkt cap (US\$m)	Mkt cap (Rp bn)	Anteraja EV (Rp bn)	Notes
J&T Express	358.1	7.73	2,768.30	40,140.39	22,077	Using J&T Express's valuation
SiCepat	358.1	3.65	1,306.54	18,944.88	10,420	Using SiCepat's valuation

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Figure 12: Our valuation in the bull, base and bear case scenarios. Our base-case TP is Rp4,800.

(Rp bn)	Bull		Base		Bear	
	EV	Composition	EV	Composition	EV	Composition
Car rental and others	2,890	11%	2,890	15%	2,890	24%
Car auction	1,116	4%	847	4%	578	5%
Last-mile delivery	22,077	85%	15,322	80%	8,566	71%
Total EV	26,083	100%	19,058	100%	12,034	100%
Number of shares (bn)	4.0		4.0		4.0	
SOTP equity value (Rp)	6,525		4,768		3,010	
Fair value per share (Rp)	6,500		4,800		3,000	
Target price (Rp)			4,800			

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



ESG in a nutshell

Employing technology in its operations allows Adi Sarana Bersama (ASSA) to expand its business cost effectively while creating new jobs for Indonesians. The headcount for its express delivery unit Anteraja has tripled in less than two years. However, we see room for improvement in its Environmental pillar, similar to other transport-based companies.

Keep your eye on

Adoption of more environmentally-friendly fuel by its fleet of delivery vans and motorbikes, and how it handles customer complaints as its express delivery operations expand.

Implications

ASSA's fleet of delivery vehicles still predominantly use fossil-based fuel. It will have to gradually adopt more environmentally-friendly fuel. The company will also have to maintain its service level agreement (SLA) while expanding its operations.

ESG highlights

Anteraja is expected to contribute 50% to ASSA's revenue in 2022F. While Anteraja couriers are contract-based, the company provides them with health insurance, labour social security, leave allowances, and bonuses. This is not common in other Indonesian companies.

Implications

As the company aggressively employs new couriers, the workers' job satisfaction is Anteraja's focus in order to sustain its growth.

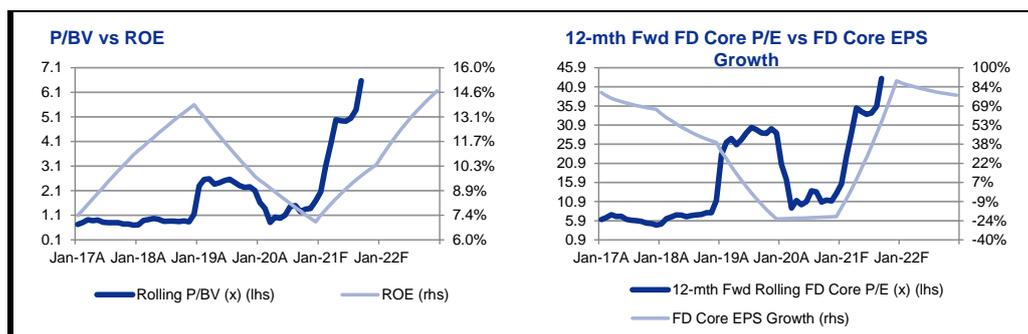
Trends

While tackling the issue of fuel usage can be challenging, ASSA strives to lower its energy usage through reduced water consumption and solar panels installed at its facilities.

Implications

We see the environmental pillar as the most challenging aspect for transport-based companies. Further improvement for ASSA may come from improved gender diversity in its management and back office given that express delivery workers are predominantly male.

SOURCES: CGS-CIMB RESEARCH, REFINITIV

BY THE NUMBERS

Profit & Loss

(Rpb)	Dec-19A	Dec-20A	Dec-21F	Dec-22F	Dec-23F
Total Net Revenues	2,334	3,037	4,587	6,308	8,168
Gross Profit	1,244	1,317	1,574	1,962	2,383
Operating EBITDA	854	853	1,024	1,228	1,518
Depreciation And Amortisation	(524)	(555)	(609)	(662)	(748)
Operating EBIT	330	298	415	566	770
Financial Income/(Expense)	(229)	(242)	(213)	(194)	(223)
Pretax Income/(Loss) from Assoc.	0	0	0	0	0
Non-Operating Income/(Expense)	16	12	35	60	78
Profit Before Tax (pre-EI)	117	68	237	432	625
Exceptional Items	0	0	0	0	0
Pre-tax Profit	117	68	237	432	625
Taxation	(26)	(5)	(52)	(82)	(119)
Exceptional Income - post-tax	0	0	0	0	0
Profit After Tax	92	64	185	350	506
Minority Interests	19	23	(5)	(5)	(5)
Preferred Dividends	0	0	0	0	0
FX Gain/(Loss) - post tax	0	0	0	0	0
Other Adjustments - post-tax	0	0	0	0	0
Net Profit	110	87	180	345	501
Recurring Net Profit	110	87	180	345	501
Fully Diluted Recurring Net Profit	110	87	180	345	501

Cash Flow

(Rpb)	Dec-19A	Dec-20A	Dec-21F	Dec-22F	Dec-23F
EBITDA	853.9	853.0	1,024.3	1,227.8	1,518.2
Cash Flow from Inv. & Assoc.	0.0	0.0	0.0	0.0	0.0
Change In Working Capital	(98.5)	132.2	(226.2)	(62.4)	(109.8)
(Incr)/Decr in Total Provisions	0.0	0.0	0.0	0.0	0.0
Other Non-Cash (Income)/Expense	0.0	0.0	0.0	0.0	0.0
Other Operating Cashflow	(648.8)	(440.9)	(734.0)	(1,250.3)	(1,620.8)
Net Interest (Paid)/Received	(229.1)	(241.7)	(213.0)	(194.4)	(223.0)
Tax Paid	(25.8)	(4.6)	(52.1)	(82.1)	(118.8)
Cashflow From Operations	(148.3)	298.1	(201.0)	(361.5)	(554.1)
Capex	(147.6)	(140.9)	(82.4)	(86.2)	(90.1)
Disposals Of FAs/subsidiaries	0.0	0.0	0.0	0.0	0.0
Acq. Of Subsidiaries/investments	0.0	0.0	0.0	0.0	0.0
Other Investing Cashflow	0.0	0.0	0.0	0.0	0.0
Cash Flow From Investing	(147.6)	(140.9)	(82.4)	(86.2)	(90.1)
Debt Raised/(repaid)	323.3	(210.6)	(202.8)	398.5	527.4
Proceeds From Issue Of Shares	0.0	0.0	720.0	0.0	0.0
Shares Repurchased	0.0	0.0	0.0	0.0	0.0
Dividends Paid	0.0	0.0	0.0	0.0	(138.0)
Preferred Dividends	0.0	0.0	0.0	0.0	0.0
Other Financing Cashflow	0.0	0.0	0.0	0.0	0.0
Cash Flow From Financing	323.3	(210.6)	517.2	398.5	389.3
Total Cash Generated	27.4	(53.4)	233.8	(49.1)	(254.8)
Free Cashflow To Equity	27.4	(53.4)	(486.2)	(49.1)	(116.8)
Free Cashflow To Firm	(51.8)	410.8	(53.1)	(235.9)	(396.4)

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

BY THE NUMBERS... cont'd

Balance Sheet

(Rpb)	Dec-19A	Dec-20A	Dec-21F	Dec-22F	Dec-23F
Total Cash And Equivalents	255	192	460	472	295
Total Debtors	299	355	537	738	956
Inventories	25	6	23	38	46
Total Other Current Assets	75	75	113	155	201
Total Current Assets	653	628	1,133	1,403	1,498
Fixed Assets	3,894	4,060	4,267	4,942	5,904
Total Investments	30	36	36	36	36
Intangible Assets	33	33	33	33	33
Total Other Non-Current Assets	240	414	414	414	414
Total Non-current Assets	4,197	4,543	4,750	5,425	6,388
Short-term Debt	140	139	139	139	139
Current Portion of Long-Term Debt	706	734	967	1,115	1,310
Total Creditors	234	271	418	576	748
Other Current Liabilities	160	292	157	195	184
Total Current Liabilities	1,240	1,437	1,680	2,024	2,381
Total Long-term Debt	2,064	2,077	1,642	1,893	2,224
Hybrid Debt - Debt Component	0	0	0	0	0
Total Other Non-Current Liabilities	207	218	218	218	218
Total Non-current Liabilities	2,271	2,295	1,859	2,110	2,442
Total Provisions	0	0	0	0	0
Total Liabilities	3,511	3,732	3,539	4,134	4,823
Shareholders' Equity	1,192	1,284	2,183	2,528	2,892
Minority Interests	146	156	161	166	171
Total Equity	1,338	1,439	2,344	2,694	3,062

Key Ratios

	Dec-19A	Dec-20A	Dec-21F	Dec-22F	Dec-23F
Revenue Growth	25.1%	30.1%	51.0%	37.5%	29.5%
Operating EBITDA Growth	9.6%	(0.1%)	20.1%	19.9%	23.7%
Operating EBITDA Margin	36.6%	28.1%	22.3%	19.5%	18.6%
Net Cash Per Share (Rp)	(781.6)	(811.9)	(572.1)	(669.0)	(845.1)
BVPS (Rp)	350.8	377.8	546.1	632.5	723.4
Gross Interest Cover	1.35	1.18	1.80	2.67	3.11
Effective Tax Rate	21.9%	6.7%	22.0%	19.0%	19.0%
Net Dividend Payout Ratio	NA	NA	NA	NA	27.5%
Accounts Receivables Days	39.30	37.62	33.77	35.09	36.00
Inventory Days	11.07	3.22	1.74	2.57	2.66
Accounts Payables Days	17.64	16.88	14.94	15.19	15.27
ROIC (%)	7.7%	5.7%	7.6%	9.4%	11.1%
ROCE (%)	8.9%	7.1%	9.1%	10.7%	12.6%
Return On Average Assets	6.17%	5.13%	6.42%	7.96%	9.31%

Key Drivers

	Dec-19A	Dec-20A	Dec-21F	Dec-22F	Dec-23F
Total fleet (units)	25,964.0	26,278.0	26,803.6	28,411.8	30,684.7
Delivery per day (k)	22.5	150.8	524.3	1,089.3	1,676.2

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

DISCLAIMER

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

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.

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

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

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

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

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

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

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

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

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

Other Significant Financial Interests:

(i) As of August 31, 2021 CGS-CIMB has a proprietary position in the securities (which may include but not be limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

(ii) Analyst Disclosure: As of September 28, 2021, the analyst(s) who prepared this report, and the associate(s), has / have an interest in the securities (which may include but not be limited to shares, warrants, call warrants and/or any other derivatives) in the following company or companies covered or recommended in this report:

(a) -

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

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

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

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

Restrictions on Distributions

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

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

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

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

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

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

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

Act of the United Kingdom or the rules of the Financial Conduct Authority apply to a recipient, our obligations owed to such recipient therein are unaffected. CHK has no obligation to update its opinion or the information in this research report.

This publication is strictly confidential and is for private circulation only to clients of CHK.

CHK does not make a market on other securities mentioned in the report.

India: This report is issued and distributed in India by CGS-CIMB Securities (India) Private Limited (“CGS-CIMB India”). CGS-CIMB India is a subsidiary of CGS-CIMB Securities International Pte. Ltd. which is in turn is a 50:50 joint venture company of CGIFHL and CIMBG. The details of the members of the group of companies of CGS-CIMB can be found at www.cgs-cimb.com, CGIFHL at www.chinastock.com.hk/en/ACG/ContactUs/index.aspx and CIMBG at www.cimb.com/en/who-we-are.html. CGS-CIMB India is registered with the National Stock Exchange of India Limited and BSE Limited as a trading and clearing member (Merchant Banking Number: INM000012037) under the Securities and Exchange Board of India (Stock Brokers and Sub-Brokers) Regulations, 1992. In accordance with the provisions of Regulation 4(g) of the Securities and Exchange Board of India (Investment Advisers) Regulations, 2013, CGS-CIMB India is not required to seek registration with the Securities and Exchange Board of India (“SEBI”) as an Investment Adviser. CGS-CIMB India is registered with SEBI (SEBI Registration Number: INZ000209135) as a Research Analyst (INH000000669) pursuant to the SEBI (Research Analysts) Regulations, 2014 (“Regulations”).

This report does not take into account the particular investment objectives, financial situations, or needs of the recipients. It is not intended for and does not deal with prohibitions on investment due to law/jurisdiction issues etc. which may exist for certain persons/entities. Recipients should rely on their own investigations and take their own professional advice before investment.

The report is not a “prospectus” as defined under Indian Law, including the Companies Act, 2013, and is not, and shall not be, approved by, or filed or registered with, any Indian regulator, including any Registrar of Companies in India, SEBI, any Indian stock exchange, or the Reserve Bank of India. No offer, or invitation to offer, or solicitation of subscription with respect to any such securities listed or proposed to be listed in India is being made, or intended to be made, to the public, or to any member or section of the public in India, through or pursuant to this report.

The research analysts, strategists or economists principally responsible for the preparation of this research report are segregated from the other activities of CGS-CIMB India and they have received compensation based upon various factors, including quality, accuracy and value of research, firm profitability or revenues, client feedback and competitive factors. Research analysts', strategists' or economists' compensation is not linked to investment banking or capital markets transactions performed or proposed to be performed by CGS-CIMB India or its affiliates.

CGS-CIMB India does not have actual / beneficial ownership of 1% or more securities of the subject company in this research report, at the end of the month immediately preceding the date of publication of this research report. However, since affiliates of CGS-CIMB India are engaged in the financial services business, they might have in their normal course of business financial interests or actual / beneficial ownership of one per cent or more in various companies including the subject company in this research report.

CGS-CIMB India or its associates, may: (a) from time to time, have long or short position in, and buy or sell the securities of the subject company in this research report; or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company in this research report or act as an advisor or lender/borrower to such company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

CGS-CIMB India, its associates and the analyst engaged in preparation of this research report have not received any compensation for investment banking, merchant banking or brokerage services from the subject company mentioned in the research report in the past 12 months.

CGS-CIMB India, its associates and the analyst engaged in preparation of this research report have not managed or co-managed public offering of securities for the subject company mentioned in the research report in the past 12 months. The analyst from CGS-CIMB India engaged in preparation of this research report or his/her relative (a) do not have any financial interests in the subject company mentioned in this research report; (b) do not own 1% or more of the equity securities of the subject company mentioned in the research report as of the last day of the month preceding the publication of the research report; (c) do not have any material conflict of interest at the time of publication of the research report.

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

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

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

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

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

Singapore: This report is issued and distributed by CGS-CIMB Securities (Singapore) Pte Ltd (“CGS-CIMB Singapore”). CGS-CIMB Singapore is a capital markets services licensee under the Securities and Futures Act (Chapter 289). Accordingly, it is exempted from the requirement to hold a financial adviser's licence under the Financial Advisers Act, Cap 110 (“FAA”) for advising on investment products, by issuing or promulgating research analyses or research reports, whether in electronic, print or other form. CGS-CIMB Singapore is subject to the applicable rules under the FAA unless it is able to avail itself to any prescribed exemptions.

Recipients of this report are to contact CGS-CIMB Singapore, 50 Raffles Place, #16-02 Singapore Land Tower, Singapore in respect of any matters

arising from, or in connection with this report. CGS-CIMB Singapore has no obligation to update its opinion or the information in this research report. This publication is strictly confidential and is for private circulation only. If you have not been sent this report by CGS-CIMB Singapore directly, you may not rely, use or disclose to anyone else this report or its contents.

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

- (a) Section 25 of the FAA (obligation to disclose product information);
- (b) Section 27 (duty not to make recommendation with respect to any investment product without having a reasonable basis where you may be reasonably expected to rely on the recommendation) of the FAA;
- (c) MAS Notice on Information to Clients and Product Information Disclosure [Notice No. FAA-N03];
- (d) MAS Notice on Recommendation on Investment Products [Notice No. FAA-N16];
- (e) Section 36 (obligation on disclosure of interest in specified products), and
- (f) any other laws, regulations, notices, directive, guidelines, circulars and practice notes which are relates to the above, to the extent permitted by applicable laws, as may be amended from time to time, and any other laws, regulations, notices, directive, guidelines, circulars, and practice notes as we may notify you from time to time. In addition, the recipient who is an accredited investor, expert investor or institutional investor acknowledges that as CGS-CIMB Singapore is exempt from Section 27 of the FAA, the recipient will also not be able to file a civil claim against CGS-CIMB Singapore for any loss or damage arising from the recipient's reliance on any recommendation made by CGS-CIMB Singapore which would otherwise be a right that is available to the recipient under Section 27 of the FAA. .

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

As of September 28, 2021, CGS-CIMB Singapore does not have a proprietary position in the recommended specified products in this report. CGS-CIMB Singapore does not make a market on the securities mentioned in the report.

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

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

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

Sweden: This report contains only marketing information and has not been approved by the Swedish Financial Supervisory Authority. The distribution of this report is not an offer to sell to any person in Sweden or a solicitation to any person in Sweden to buy any instruments described herein and may not be forwarded to the public in Sweden.

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

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

CGS-CIMB Thailand may act or acts as Market Maker, and issuer and offeror of Derivative Warrants and Structured Note which may have the following securities as its underlying securities. Investors should carefully read and study the details of the derivative warrants in the prospectus before making investment decisions.

AAV, ACE, ADVANC, AEONTS, AMATA, AOT, AP, BAM, BANPU, BBL, BCH, BCP, BCPG, BDMS, BEC, BEM, BGRIM, BH, BJC, BTS, CBG, CENTEL, CHG, CK, CKP, COM7, CPALL, CPF, CPN, CRC, DELTA, DOHOME, DTAC, EA, EGCO, ESSO, GLOBAL, GPSC, GULF, GUNKUL, HANA, HMPRO, ICHI, INTUCH, IRPC, IVL, JAS, JMART, JMT, KBANK, KCE, KKP, KTB, KTC, LH, MAJOR, MEGA, MINT, MTC, NRF, OR, ORI, OSP, PLANB, PRM, PSL, PTG, PTL, PTT, PTTEP, PTTGC, QH, RATCH, RBF, RS, SAWAD, SCB, SCC, SCGP, SINGER, SPALI, SPRC, STA, STEC, STGT, SUPER, SYNEX, TASCO, TCAP, THANI, TISCO, TKN, TOP, TQM, TRUE, TTB, TU, TVO, VGI, WHA

Corporate Governance Report:

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the Market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information.

The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey result may be changed after that date. CGS-CIMB Thailand does not confirm nor certify the accuracy of such survey result.

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

United Arab Emirates: The distributor of this report has not been approved or licensed by the UAE Central Bank or any other relevant licensing

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

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

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

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

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

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

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

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

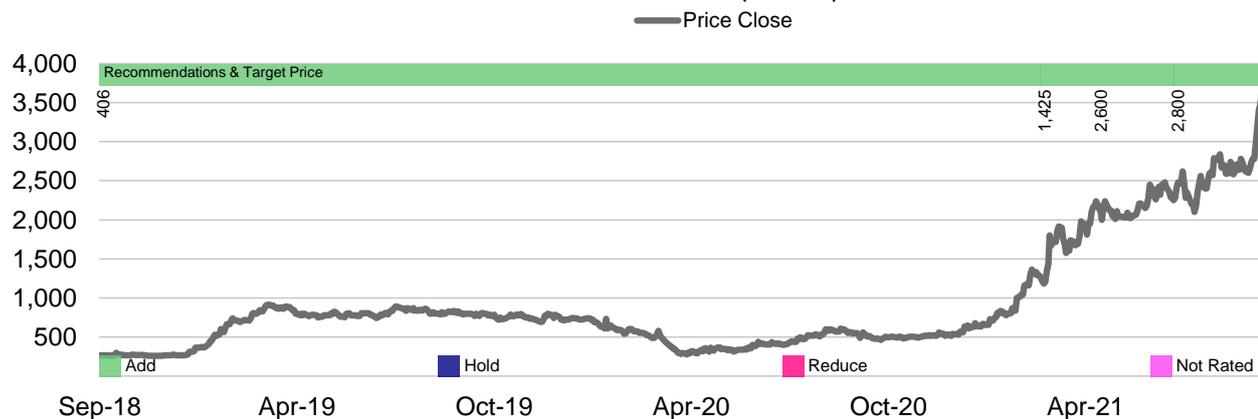
United States Third-Party Disclaimer: If this report is distributed in the United States of America by Raymond James & Associates, Inc (“RJA”), this report is third-party research prepared for and distributed in the United States of America by RJA pursuant to an arrangement between RJA and CGS-CIMB Securities International Pte. Ltd. (“CGS-CIMB”). CGS-CIMB is not an affiliate of RJA. This report is distributed solely to persons who qualify as “U.S. Institutional Investors” or as “Major U.S. Institutional Investors” as defined in Rule 15a-6 under the Securities and Exchange Act of 1934, as amended. This communication is only for U.S. Institutional Investors or Major U.S. Institutional Investor whose ordinary business activities involve investing in shares, bonds, and associated securities and/or derivative securities and who have professional experience in such investments. Any person who is not a U.S. Institutional Investor or Major U.S. Institutional Investor must not rely on this communication. The delivery of this report to any person in the U.S. is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein. If you are receiving this report in the U.S from RJA, a FINRA/SIPC member, it takes responsibility for the content of this report. For further information or to place an order in any of the above-mentioned securities please contact a registered representative of CGS-CIMB Securities (USA) Inc. or RJA. <https://raymondjames.com/InternationalEquityDisclosures>

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

Distribution of stock ratings and investment banking clients for quarter ended on 30 June 2021		
623 companies under coverage for quarter ended on 30 June 2021		
	Rating Distribution (%)	Investment Banking clients (%)
Add	72.1%	1.1%
Hold	19.3%	0.0%
Reduce	8.7%	0.0%

Spitzer Chart for stock being researched (2 year data)

Adi Sarana Armada (ASSA IJ)



Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2020, Anti-Corruption 2020

ADVANC – Excellent, Certified, **AMATA** – Excellent, Certified, **ANAN** – Excellent, n/a, **AOT** – Excellent, n/a, **AP** – Excellent, Certified, **ASP** – Excellent, n/a, **AU** – Good, n/a, **BAM** – Very Good, Certified, **BAY** – Excellent, Certified, **BBL** – Very Good, Certified, **BCH** – Good, Certified, **BCP** – Excellent, Certified, **BCPG** – Excellent, Certified, **BDMS** – Excellent, n/a, **BEAUTY** – Good, n/a, **BH** – Good, n/a, **BJC** – Very Good, n/a, **BLA** – Excellent, Certified, **BTS** – Excellent, Certified, **CBG** – Very Good, n/a, **CCET** – n/a, n/a, **CENTEL** – Excellent, Certified, **CHAYO** – Very Good, n/a, **CHG** – Very Good, n/a, **CK** – Excellent, n/a, **COM7** – Very Good, Certified, **CPALL** – Excellent, Certified, **CPF** – Excellent, Certified, **CPN** – Excellent, Certified, **CPNREIT** – n/a, n/a, **CRC** – Very Good, n/a, **DELTA** – Excellent, Certified, **DDD** – Very Good, n/a, **DIF** – n/a, n/a, **DOHOME** – Very Good, n/a, **DREIT** – n/a, n/a, **DTAC** – Excellent, Certified, **ECL** – Excellent, Certified, **EGCO** – Excellent, Certified, **EPG** – Excellent, Certified, **ERW** – Very Good, Certified, **GFPT** – Excellent, Certified, **GGC** – Excellent, Certified, **GLOBAL** – Very Good, n/a, **HANA** – Excellent, Certified, **HMPRO** – Excellent, Certified, **HUMAN** – Good, n/a, **ICHI** – Excellent, Certified, **III** – Excellent, n/a, **INTUCH** – Excellent, Certified, **IRPC** – Excellent, Certified, **ITD** – Very Good, n/a, **IVL** – Excellent, Certified, **JASIF** – n/a, n/a, **JKN** – Excellent, Declared, **JMT** – Very Good, Declared, **KBANK** – Excellent, Certified, **KCE** – Excellent, Certified, **KEX** – n/a, n/a, **KKP** – Excellent, Certified, **KSL** – Excellent, Certified, **KTB** – Excellent, Certified, **KTC** – Excellent, Certified, **LH** – Excellent, n/a, **LPN** – Excellent, Certified, **M** – Very Good, Certified, **MAKRO** – Excellent, Certified, **MC** – Excellent, Certified, **MEGA** – Very Good, n/a, **MINT** – Excellent, Certified, **MTC** – Excellent, Certified, **NETBAY** – Very Good, n/a, **NRF** – n/a, n/a, **OR** – n/a, n/a, **ORI** – Excellent, Certified, **OSP** – Very Good, n/a, **PLANB** – Excellent, Certified, **PRINC** – Very Good, Certified, **PR9** – Excellent, n/a, **PSH** – Excellent, Certified, **PTT** – Excellent, Certified, **PTTEP** – Excellent, Certified, **PTTGC** – Excellent, Certified, **QH** – Excellent, Certified, **RBF** – Good, n/a, **RS** – Excellent, n/a, **RSP** – Good, n/a, **S** – Excellent, n/a, **SAK** – n/a, n/a, **SAPPE** – Very Good, Certified, **SAWAD** – Very Good, n/a, **SCB** – Excellent, Certified, **SCC** – Excellent, Certified, **SCGP** – n/a, n/a, **SHR** – Very Good, n/a, **SIRI** – Excellent, Certified, **SPA** – Very Good, n/a, **SPALI** – Excellent, Declared, **SPRC** – Excellent, Certified, **SSP** – Good, Declared, **STEC** – n/a, n/a, **SVI** – Excellent, Certified, **SYNEX** – Very Good, n/a, **TCAP** – Excellent, Certified, **THANI** – Excellent, Certified, **TIDLOR** – n/a, n/a, **TISCO** – Excellent, Certified, **TKN** – Very Good, n/a, **TMB** – Excellent, Certified, **TOP** – Excellent, Certified, **TRUE** – Excellent, Certified, **TU** – Excellent, Certified, **TVO** – Excellent, Certified, **VGI** – Excellent, Certified, **WHA** – Excellent, Certified, **WHART** – n/a, n/a, **WICE** – Excellent, Certified, **WORK** – Good, n/a.

- CG Score 2020 from Thai Institute of Directors Association (IOD)

- Companies participating in Thailand's Private Sector Collective Action Coalition Against Corruption programme (Thai CAC) under Thai Institute of Directors (as of January 30, 2021) are categorised into: companies that have declared their intention to join CAC, and companies certified by CAC.

Recommendation Framework

Stock Ratings

Definition:

- Add** The stock's total return is expected to exceed 10% over the next 12 months.
- Hold** The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
- Reduce** The stock's total return is expected to fall below 0% or more over the next 12 months.

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

Sector Ratings

Definition:

- Overweight** An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
- Neutral** A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
- Underweight** An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

Country Ratings

Definition:

- Overweight** An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
- Neutral** A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
- Underweight** An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.