

Company Initiation

PropNex Ltd

Singapore | Real Estate

Donavan Tan
Equity Research

Rating BUY (as at 21 October 2024)
Last Close SGD 0.790
Fair Value SGD 0.910

Challenging 1H24, stronger 2H24

- **Highly scalable, asset-light and cash generative business model through its sizeable salesforce**
- **Overhang from weak new home launches in 1H24 to improve as we expect upcoming new launches to rejuvenate the market**
- **Solid dividend yield play with expected FY24 dividend yield of 6.3% (18 Oct 2024 closing price)**

Investment thesis

PropNex Ltd (PropNex) is Singapore's largest listed real estate agency, employing over 12,000 salespersons in Singapore and over 15,000 salespersons across Singapore and 23 regional offices in Indonesia, Malaysia, Vietnam, Cambodia, and Australia. The company's ongoing success in the Singapore market can be attributed to its comprehensive training programs and substantial investments in a proprietary technology platform. We appreciate PropNex's scalable business model, which fosters a feedback loop within its sizable salesforce, enabling them to leverage technology for real-time property transaction data storage, analysis, and retrieval. This empowers each agent to be more proactive and effective in their sales strategies, making PropNex an attractive option for aspiring real estate agents. Moreover, PropNex operates a highly cash-generative business with an asset-light model, allowing it to deliver returns to investors through high dividend payouts.

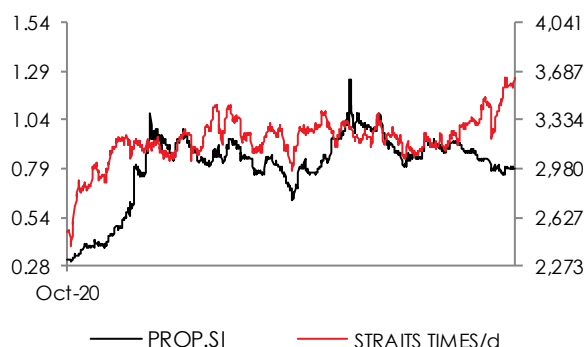
Investment summary

- **Unrivalled market dominance** – PropNex has established a dominant position in Singapore's property market, boasting a local salesforce of over 12,000 agents, which is 35% more than its closest competitor. This accounts for approximately one-third of all agents in Singapore. Moreover, PropNex salespersons successfully closed around two-thirds of home transactions, highlighting the exceptional productivity of the company's sales team. We attribute this growth to PropNex's comprehensive training programs and substantial investments in proprietary technology platforms that can scale

Security information

Ticker	PROP.SI
Market Cap (SGD b)	0.6
Daily turnover (SGD m)	0.2
Free Float	20%
Shares Outstanding (m)	740
Top Shareholder	P & N Holdings Pte. Ltd. 55.6%

Price performance chart



Financial summary

SGD m	FY23	FY24E	FY25E
Revenue	838.1	789.0	826.5
Gross profit	81.0	78.9	84.3
PATMI	47.8	40.9	43.9
EPS (\$ cents)	6.5	5.5	5.9
DPS (\$ cents)	6.0	5.0	5.3

Key ratios

	FY23	FY24E	FY25E
Dividend yield (%)	7.6	6.3	6.8
Cash-adjusted P/E (x)	9.4	11.0	10.3
PATMI margin (%)	5.7	5.2	5.3

Source: Refinitiv, REIT Manager, Internal estimates

alongside the increasing number of salespeople. Their advanced technology enables real-time connectivity among salespeople, providing valuable data that agents can leverage to enhance their sales strategies. As a result, agents can close more deals and subsequently log more data into the system, creating a positive feedback loop of increased efficiency and effectiveness. We expect this edge to continue attracting more agents and consequently increasing the firm's market share of property transactions.

- **Turning positive** – We believe that the negative sentiment towards the stock, largely attributed to the overhang of weak new project launches, will improve. This anticipation is based on the expectation of improvement in the coming months as more projects come online amid a falling interest rate environment, which should rejuvenate the market. Additionally, the sell-off throughout the year could be overblown notwithstanding the expected decline in profitability in FY24, considering the company's dominant market share across the home property sector. Despite weak new home sales, resale HDB and private property continue to experience volume and price growth through 2024. Therefore, the weaker revenue from new home sales can be partially offset by the strength in the resale market.
- **Initiate coverage on PropNex with a fair value (FV) estimate of SGD0.910** – Our target price is based on a 5-year discounted cash flow (DCF) valuation, assuming a risk-free rate of 2.5%, beta of 1.03, which derives a cost of equity of 10.2%. We also incorporate a terminal growth rate of 1%. We forecast FY24 earnings per share (EPS) to decrease by 14.5% to 5.5 Singapore cents before growing by 7.4% to 5.9 Singapore cents in FY25. This implies a cash-adjusted FY24 price-to-earnings (P/E) of 13.2x. Additionally, PropNex has over the years increased its dividend payout ratio and paid 92.9% of its earnings in FY23. We forecast a dividend payout ratio of 90%, which implies an attractive dividend yield of 6.3% and 6.8% for FY24 and FY25, respectively, based on the last closing price of SGD0.790 (As at 18 Oct 2024).

ESG Updates

- **Good business practices and strong controls** – As a service-oriented company, the cultivation of human capital is integral to the success of PropNex. Furthermore, PropNex's reputation and relationship with the general public play a significant role in influencing potential clients' willingness to engage in business with them. This, in turn, affects their ability to attract and retain salespeople, ultimately impacting

their sales performance. Notably, PropNex stands out as the first real estate agency to have a formalised framework supported by the Singapore Industrial and Services Employees' Union (SISEU). This framework focuses on welfare, promotes professionalism, enhances business and industry practices, and provides a platform for addressing issues and protecting real estate salespersons. It is worth mentioning that PropNex has maintained a clean record with no reported breaches or incidents of non-compliance, such as breaches of customer privacy or loss of data.

- Although PropNex follows an asset-light business model, it actively contributes to environmental sustainability. For instance, in FY23, PropNex implemented a zero-tolerance policy on single-use plastic water bottles. They also introduced digital name cards for their staff and salespersons, reducing the need for paper-based cards. Additionally, PropNex adopted full e-invoicing for all their customers, minimising paper waste and promoting a more sustainable approach to their operations. Through these initiatives, PropNex demonstrates its commitment to environmental responsibility.

Potential catalysts

- Higher-than-expected property transactions
- Continued expansion of market share across property segments
- Margin expansion as project marketing segment grows

Investment risks

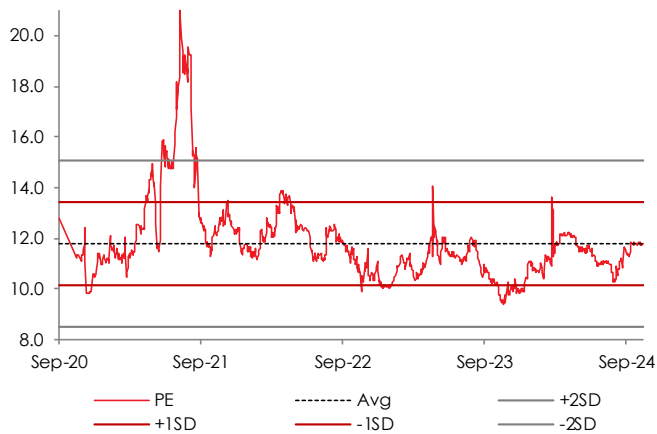
- Weaker-than-expected economy
- Higher-than-expected mortgage rates
- Property market cooling measures

Valuation analysis

	Price/Earnings		Price/Book		EV/EBITDA		Dividend Yield (%)		ROE (%)	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
PROPnex LTD (PROP.SI)	12.9	11.8	4.6	4.4	9.1	8.2	6.9	7.8	34.0	32.1
APAC REALTY LTD (APAC.SI)	16.6	10.7	0.9	0.8	8.9	7.2	5.1	7.1	5.7	7.9
CAPITALAND INVESTMENT LTD (CAPN.SI)	21.4	18.0	1.1	1.0	18.5	16.2	4.2	4.2	4.9	5.4
CITY DEVELOPMENTS LTD (CTDM.SI)	16.9	14.3	0.5	0.5	16.1	14.4	2.4	2.7	3.0	3.9
UOL GROUP LTD (UTOS.SI)	15.4	13.9	0.4	0.4	17.2	16.1	3.0	3.0	2.6	2.8

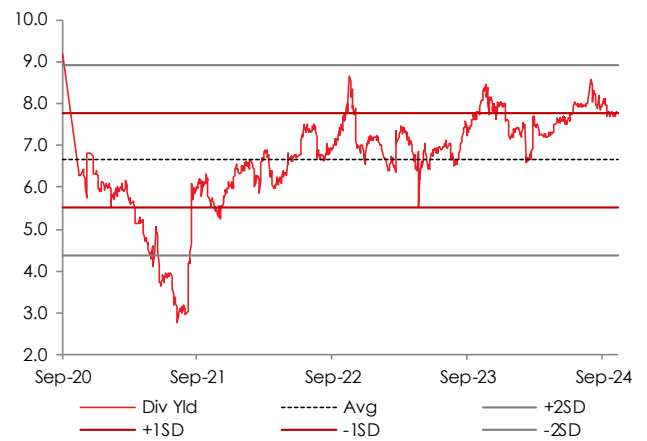
Source: Refinitiv

Price/Earnings chart



Source: Refinitiv

Dividend Yield chart



Source: Refinitiv

Company Analysis

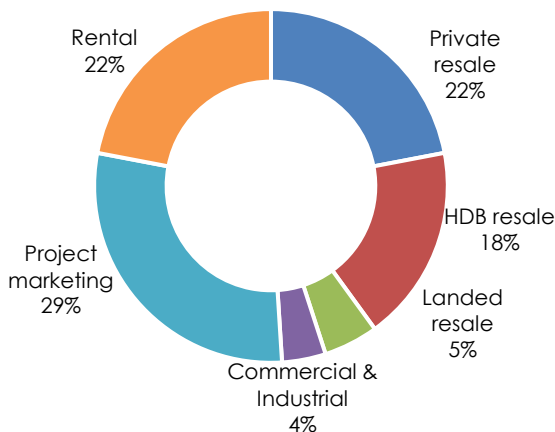
Company background

PropNex is Singapore's largest listed real estate agency with over 12,000 salespersons in Singapore and over 15,000 salespersons across Singapore and 23 regional offices in Indonesia, Malaysia, Vietnam, Cambodia and Australia. Its key business segments are in real estate brokerage, real estate consultancy and training. With its large salesforce, PropNex has the leading market share in private residential (new launches and resale), landed residential (resale) and HDB (resale). The company was listed on the Singapore Exchange Mainboard on 2 Jul 2018.

Business segments and key highlights (As at 31 Dec 2023)

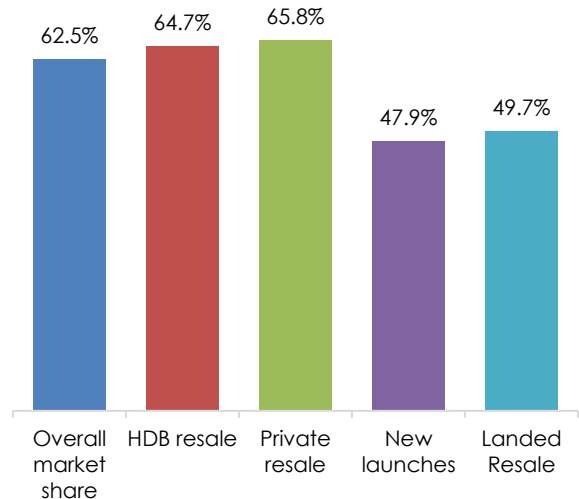
Its main business segment is in real estate brokerage. The company generates revenue through commission-based fees from the sales and rental of various types of properties. In the residential sector, this includes HDB resale properties, private resale properties, luxury properties, as well as project marketing for new launches, both local and overseas. The company also deals with commercial and industrial properties such as retail shops, offices, and factories.

Exhibit 1: Real estate brokerage sub-segments



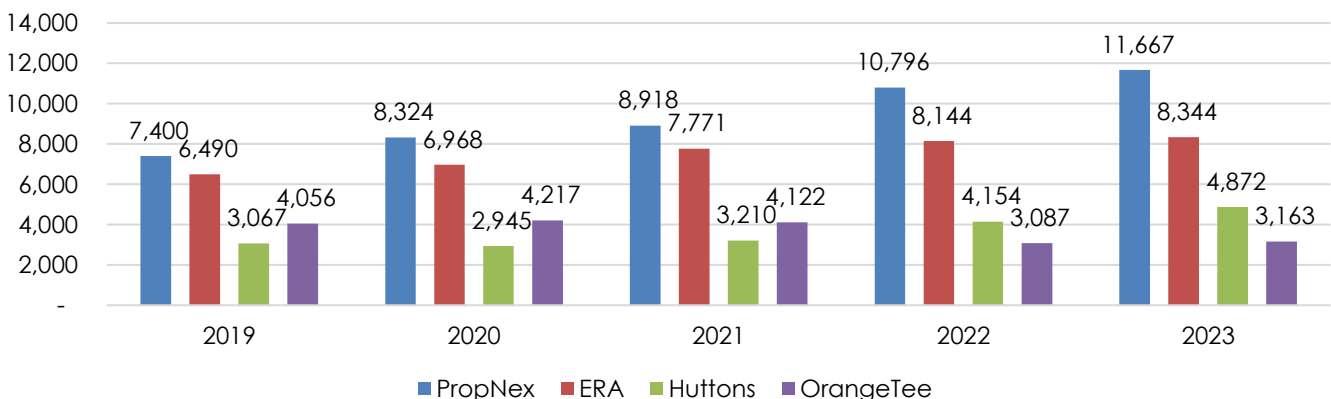
Source: Company

Exhibit 2: Market share



Source: Company

Exhibit 3: Top four property agencies in Singapore by number of salespersons



Source: Company

Through its market leadership in the six property segments, PropNex ensures that its sources of revenue are well diversified within the residential market space. Despite already having the largest salesforce in 2019, PropNex has continued to grow its talent pool over the past four years, boasting 35% more salespersons locally than its closest competitor, ERA. It is worth noting that while approximately one-third of agents in Singapore are affiliated with PropNex, around two-thirds of home transactions are closed by PropNex salespersons. This highlights the higher productivity of PropNex's sales team.

Other than real estate brokerage, PropNex provides the follow real estate consultancy services:

Property Valuation: Professional valuation for all property types including advisory for mortgage valuation, corporate acquisition via asset or share transfers, initial public offerings, and special audit reviews.

Corporate Leasing: Full suite of professional leasing solutions for corporate clients from marketing, managing and leasing of vacant properties for corporate landlords to sourcing of properties and managing tenancy for corporate tenants.

Investment and Collective Sales: Consultancy for collective sale offerings in residential landed and non-landed properties, office buildings and industrial properties.

Good Class Bungalows (GCB) and Prestige Landed: A division formed in 2022 to look into new opportunities and expansion of market share in the ultra-exclusive landed homes segment in Singapore.

Additionally, the firm provides training for individuals embarking on careers as real estate salespersons, allowing to meet the Council of Estate Agencies' (CEA) licensing and registration framework. They also provide continuing professional development (CDP) courses to practicing real estate salespersons.

Exhibit 4: PropNex's SWOT Analysis

Strengths	Weaknesses
<ol style="list-style-type: none"> Ability to scale with its large salesforce. With a larger number of agents, PropNex can collect and analyse a greater amount of data. This data becomes a valuable resource that agents can leverage to be more proactive and effective in their sales strategies. This in turn allows agents to close more deals and subsequently log more data into the system, resulting in a positive feedback loop. Market leadership in all residential market segments in Singapore. With the exception of a property downcycle, PropNex has the capability to capitalise on any shifts in buyers' demand towards different segments of the property market. Asset-light and debt-free. PropNex is an asset-light and debt-free company, making it a strong cash generating business. Its asset-light approach and lack of significant debt enable it to maintain a robust cash balance. 	<ol style="list-style-type: none"> Concentration risk in Singapore markets. Despite its gradual expansion of overseas operations, the earnings contribution from these ventures remains limited.
Opportunities	Threats
<ol style="list-style-type: none"> New project launches to rejuvenate the market. 1H24 has been a lacklustre period for the private real estate space, given the lack of new launches. The exciting line-up of new launches in 2H24 and 1H25 can potentially rejuvenate the market. Resale HDB demand going strong. Public housing continues to show healthy demand; 2Q24 HDB resale volume hit record high since 3Q22. Number of million-dollar resale flat sold is on the rise and new record prices are being set for some of them. Interest rate cutting cycle. As we move into a rate cut cycle, we should see mortgage rates coming down. This could improve consumer confidence and potentially see more activities in the residential market space. 	<ol style="list-style-type: none"> New property cooling measures. To ensure continued housing affordability, the government may step in and impose measures to cool the market if they believe prices are running ahead of certain metrics (e.g. price-to-income ratios). Slower-than-expected rate cuts. Technology disruptions. PropTech can impact the way property transactions take place. For example, the new HDB mobile app allows buyers to search for the latest sales launches and check resale flat prices, enabling them to transact on a self-service basis with less need for an agent.

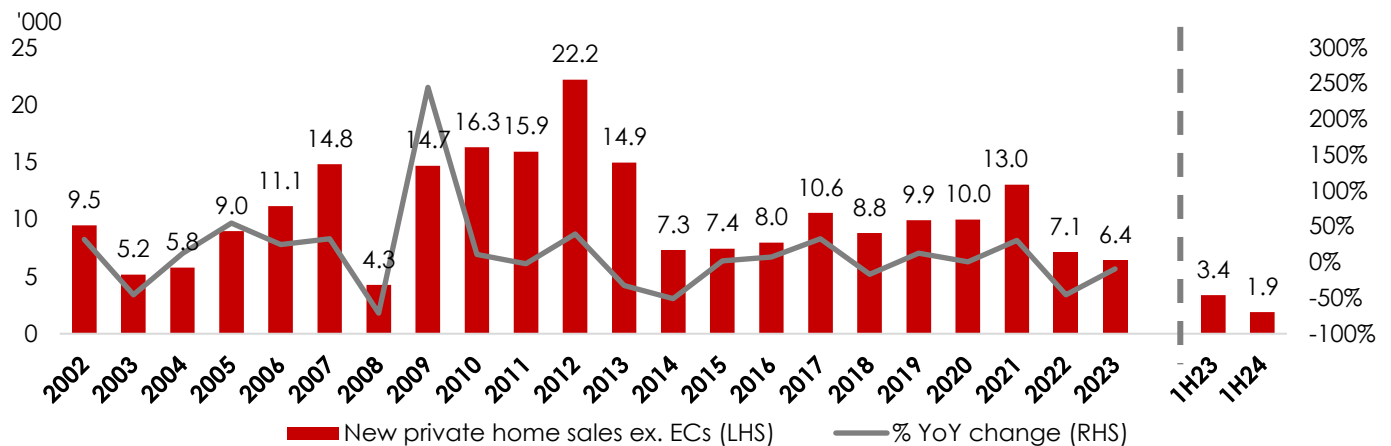
Source: Internal estimates; Various news sources

Investment Highlights

Absence of new launches priced in, but upcoming new projects could be overlooked

On a price performance basis, PropNex's share price has experienced a downtrend, returning -15.1% year-to-date (YTD), based on 18 Oct 2024's closing price. This decline can be attributed to the decrease in new project launches through 2023 and 2024, which adversely impacted PropNex's FY24 earnings. However, we believe that there could be a turning point for the company ahead, as substantial new project launches are anticipated in 2024 and 2025, which could pique prospective homebuyers' sentiment and result in positive sentiment towards the stock if there is a corresponding pick up in sales momentum. Although management expects ~6.5k units to be launched in 2H24, discussions post their 1H24 earnings report indicate that some projects may be delayed until 2025 due to ongoing high interest rates, macroeconomic uncertainties, property cooling measures, and regulatory approval delays. We anticipate private new home sales volume to range between 5k-6k units in 2024.

Exhibit 5: Slow start to private new home sales in 2024



Source: URA

Exhibit 6: Upcoming launches in 2H24

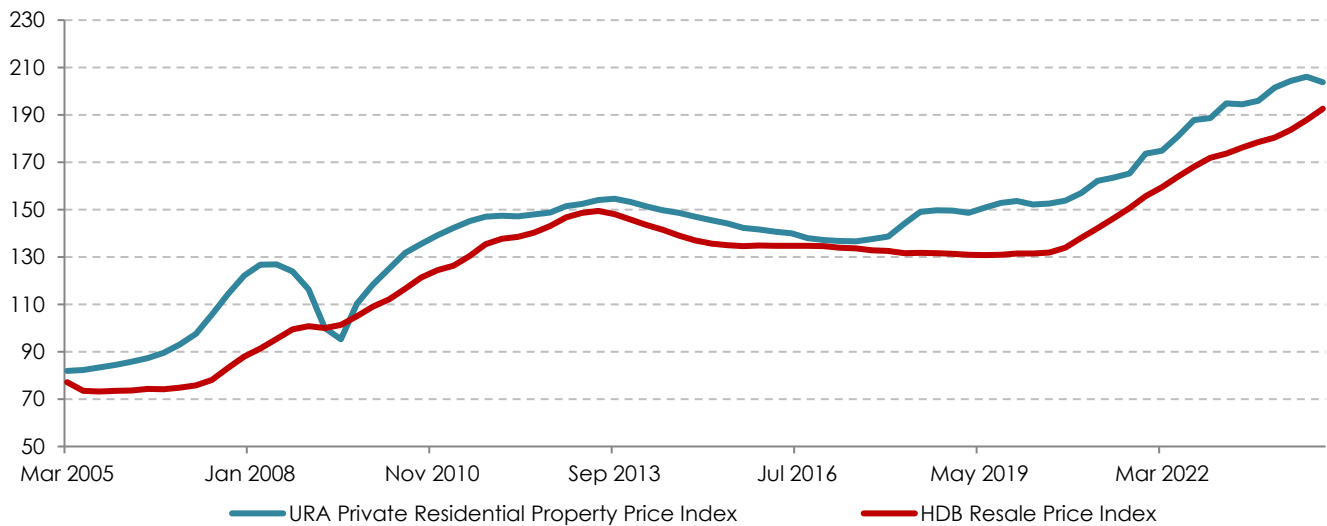
Project	Region	Developer	No. of units	Expected launch date
Sora	OCR	CEL, Singhaiyi & TK189 Development	440	Launched in Jul
Kassia	OCR	Hong Leong	276	Launched in Jul
The Green Collection	CCR	The Garcha Group	20	Jul'24
Meyer Blue	RCR	UOL Group and Singapore Land Group	226	Sep'24
Union Square Residences	CCR	CDL	366	Sep'24
Chaun Park	OCR	Kingsford Development and MCC Land	916	Oct'24
Emerald of Katong (Jalan Tembusu GLS)	RCR	Sim Lian Group	847	Oct'24
8 @ BT	RCR	Bukit Sembawang Estates	160	Oct'24
Arina East Residences	RCR	ZACD Group and Hong How Group	107	Oct'24
Aurea	CCR	Perennial Holdings, Sino Land, and Far East Organisation	186	Oct'24
Bagnall Haus (fka Bagnall Court)	OCR	Roxy Pacific Holdings	113	Oct'24
Norwood Grand	OCR	CDL	348	Oct'24
Parktown Residence (Mixed Dev)	OCR	CapitaLand Development, UOL Group and Singapore Land Group	1190	Oct'24
Novo Place (EC)	OCR	Hoi Hup Realty and Sunway Developments	495	Oct'24
Pine Grove Parcel B GLS	RCR	Sinarmas Land and MCL Land	565	Oct'24
Newport Residences	CCR	CDL	246	4Q24
Total units			6501	

Source: Company

We note that the URA 3Q24 flash estimate showed a 1.1% decrease in the private residential property price index on a quarter-on-quarter (QoQ) basis. This could potentially signal potential buyers' fatigue as they adopt a wait-and-see approach while foreign demand remained deterred by the high Additional Buyer's Stamp Duty (ABSD). However, we believe that the price decline can be attributed more towards the slower new sales mentioned earlier, as prices in the primary market are typically higher than in the secondary market. Furthermore, it is worth considering that Singapore's residential property prices have historically shown resilience and a long-term upward trajectory due to the limited land space available.

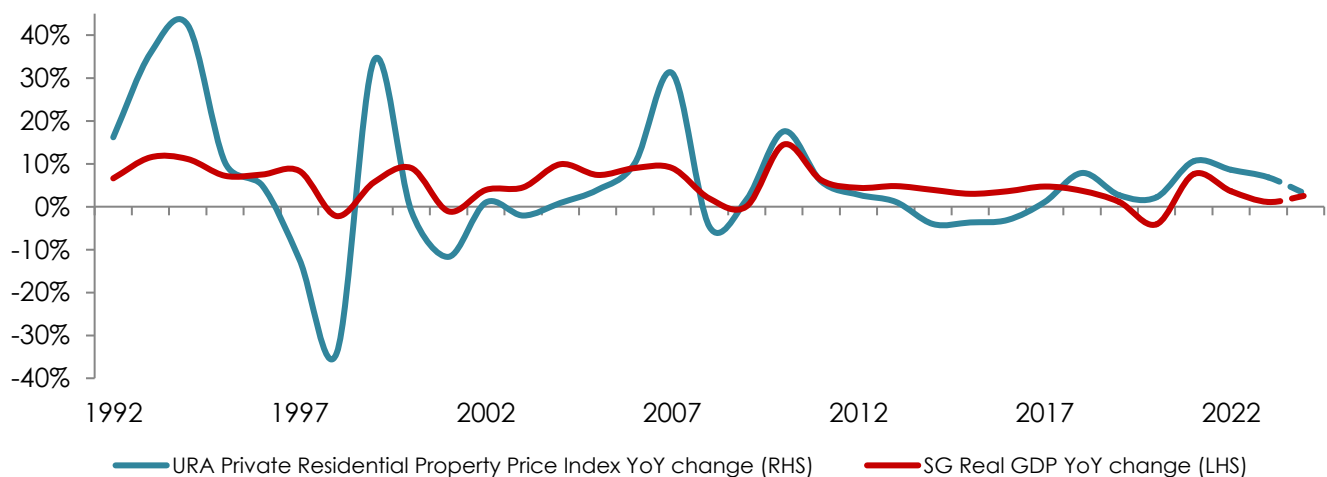
Additionally, there has historically been a positive correlation between the growth of private home prices and Singapore's real GDP. In 3Q24, Singapore's economy gained momentum with a year-on-year (YoY) growth rate of 4.1%. Strong performance in the year led to a revision of Singapore's 2024 GDP growth forecast, from 1%-3% to 2%-3% by the Ministry of Trade and Industry. Furthermore, the current declining interest rate environment is expected to provide support to both the economy and the housing market, as lower interest rates make borrowing relatively more affordable and can stimulate economic activity and housing demand.

Exhibit 7: Singapore's property prices held resilient despite cooling measures and economic downturns



Source: URA, HDB, Internal estimates

Exhibit 8: Singapore's private home price growth has a relatively high correlation with real GDP growth



Source: URA, MTI, CEIC, internal estimates

Note: 2024 private home price growth is based on midpoint of our forecast range and 2024 GDP forecast is based on Bloomberg consensus

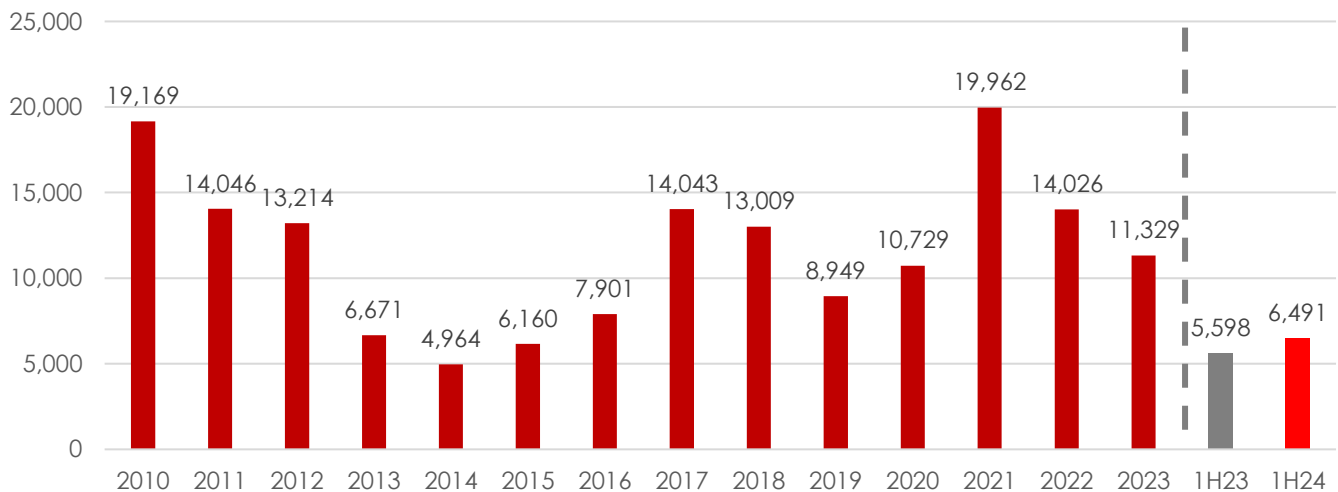
Unrivalled market dominance: Harnessing diverse residential property components to meet demand across the board

As mentioned earlier, PropNex has successfully held its dominant position in Singapore's property market over the years, largely due to its expansive salesforce. Despite already having a local army of 12,000 salespersons, the management maintains an optimistic outlook and aims to increase this number to 15,000 by 2026. This growth can be attributed to the company's comprehensive training programs and substantial investments in proprietary technology platforms that can scale alongside the number of salespeople. For instance, these platforms enable the collection of real-time transaction data, allowing for analysis and empowering other agents to leverage this information to enhance their effectiveness in securing potential sale.

The secondary sales volume for private houses has remained resilient in 2024 as a result of the widening price gap between new sales and resale properties and lacklustre new home launches. With elevated interest rates, buyers have become more price-conscious, leading them to turn towards the secondary market. In the public housing space, HDB resale prices have continued to rise, experiencing a 2.5% QoQ increase in 3Q24. This increase can be attributed to strong broad-based demand and limited supply, as fewer new HDB flats have reached their minimum occupancy period (MOP). Additionally, the number of million-dollar HDB resale flats sold has continued to break records year-on-year. As a result of the shift in the residential market dynamic, PropNex overall revenue in 1H24 only fell by 5.1%, despite a 19.6% decline in revenue for its project marketing segment (new launches). This is attributable to its broad base leadership in Singapore's property market.

We expect the HDB resale market to continue growing, especially with the new Prime, Plus and Standard classification model. First-time homebuyers may opt for resale units given a longer MOP of 10 years and subsidy clawback upon sale.

Exhibit 9: Private residential resale volume (ex. EC)



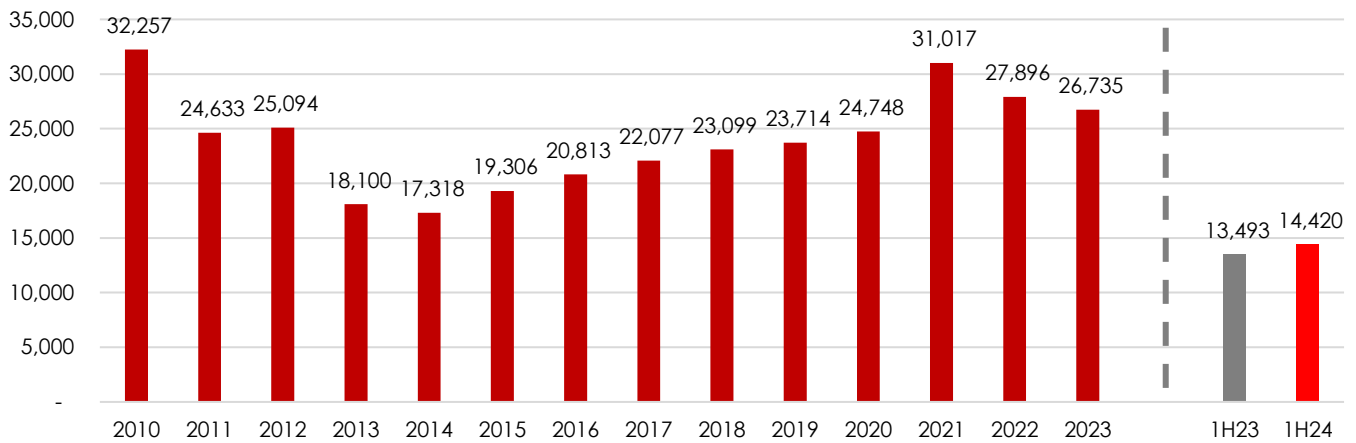
Source: URA

Exhibit 10: Sizable median price gap between new sale and resale

Year	CCR non-landed private homes			RCR non-landed private homes			OCR non-landed private homes		
	New Sale (SGD)	Resale (SGD)	Price gap	New Sale (SGD)	Resale (SGD)	Price gap	New Sale (SGD)	Resale (SGD)	Price gap
2019	2,080,600	2,366,610	-12.1%	1,337,000	1,500,000	-10.9%	1,053,000	1,138,000	-7.5%
2020	1,600,000	2,230,000	-28.3%	1,387,000	1,410,000	-1.6%	1,211,000	1,100,000	10.1%
2021	1,820,000	2,350,000	-22.6%	1,582,000	1,470,000	7.6%	1,377,000	1,130,000	21.9%
2022	2,230,700	2,530,000	-11.8%	2,021,000	1,536,500	31.5%	1,737,000	1,200,000	44.8%
2023	2,343,600	2,350,000	-0.3%	1,972,500	1,600,000	23.3%	1,674,000	1,300,000	28.8%
1H24	3,047,000	2,480,000	22.9%	2,320,000	1,693,500	37.0%	1,939,000	1,388,000	39.7%

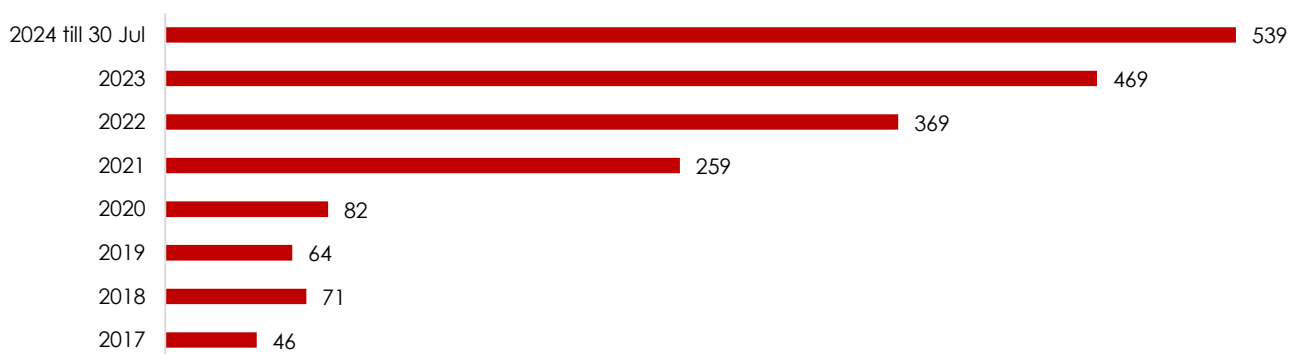
Source: Company, URA

Exhibit 11: HDB resale volume continues to climb; 2Q24 sales is the highest since 3Q22



Source: HDB

Exhibit 12: Number of million-dollar HDB resale flats sold



Source: Company, Data.gov.sg

While the current earnings contribution may not be significant, it is worth noting that PropNex has been gradually expanding its presence beyond Singapore. The company currently operates 23 regional offices in countries including Indonesia, Malaysia, Vietnam, Cambodia, and Australia. PropNex's management has taken a cautious approach to international expansion, primarily focusing on selling its 'PropNex' branding and technology. As part of this strategy, the company collects royalty fees based on a contractual percentage of monthly sales. This overseas footprint will enable them to grow in the long term, considering the limitations of the Singapore market in the future due to limited residential land space.

Valuation

Our target price of SGD0.910 is based on a 5-year DCF valuation, assuming a risk-free rate of 2.5%, beta of 1.03, which derives a cost of equity of 10.2%. We also incorporate a terminal growth rate of 1%. Due to the impact of weaker new home sales, we forecast EPS to decrease by 14.5% to 5.5 Singapore cents in FY24 before growing by 7.4% to 5.9 Singapore cents in FY25. This implies that it trades at a cash-adjusted FY24E P/E of 13.2x. As a strong cash generator with an asset-light and debt-free business model, PropNex has been rewarding investors with a high dividend payout. Over the years, this payout has increased to 92.9% for FY23. We believe that a payout ratio of 90% is sustainable for the group, which implies an attractive dividend yield of 6.3% and 6.8% for FY24 and FY25, respectively, based on the last closing price of SGD0.790.

Investment concerns/risks

1. Bulk project launches may put pressure on price and take-up

We anticipate a narrow window for project launches in 2H24, typically from September to mid-November, as developers tend to avoid certain religious festivals and school holidays. If multiple launches occur within the same period, it could result in increased price competition and potentially lower prices.

2. Higher-than-expected mortgage rates

Although the US Federal Reserve (Fed) has started cutting interest rates, mortgage rates are still much higher relative to the low levels seen over the past decade. Households may be adverse towards borrowing at the current mortgage rate to purchase residential properties.

3. New property cooling measures

Draconian measures, such as doubling the ABSD for foreign buyers, have successfully decreased the demand for projects in the core central region (CCR). The reason behind this decline is that foreign buyers are the main target audience for properties in this area, whereas locals generally show a preference for properties situated near schools and amenities. With exception of such drastic measures, we note that historically, most of these actions did not significantly impact home prices in the long run.

Company overview (as of 31 Dec 2023)

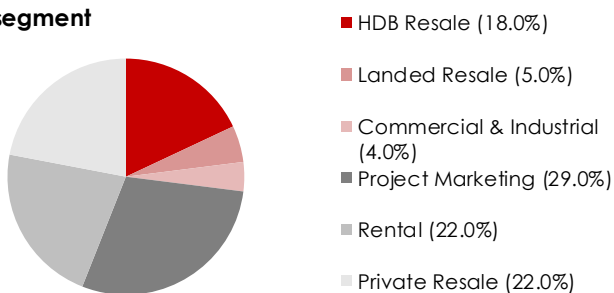
Company description

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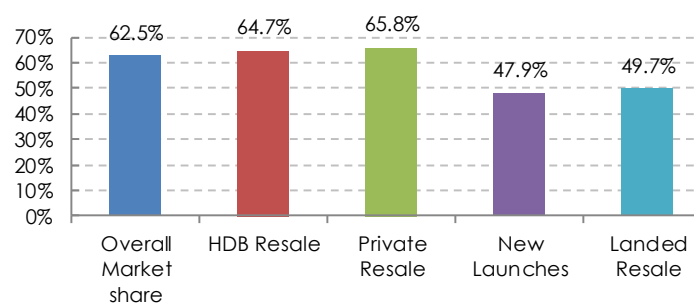
FY23 Gross Revenue (by segment)

By segment



Source: Company

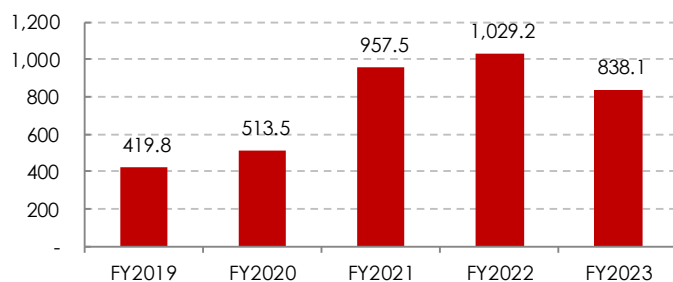
FY23 Market share



Source: Company

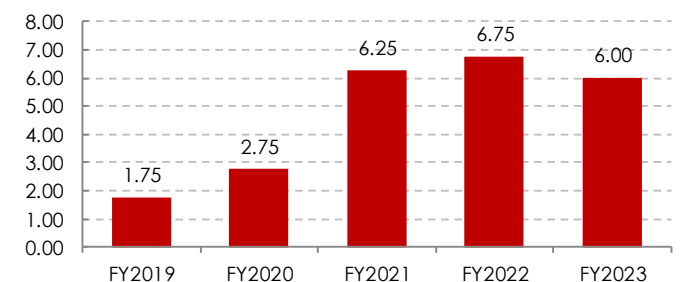
Revenue (SGD m)

SGD m



Source: Company

Dividend per share (SGD cents)



Source: Company

Company financials

Income Statement

In Millions of SGD except Per Share 12 Months Ending	FY2019 31/12/2019	FY2020 31/12/2020	FY2021 31/12/2021	FY2022 31/12/2022	FY2023 31/12/2023
Revenue	419.8	515.6	957.5	1,029.2	838.1
- Cost of Revenue	375.5	459.1	855.7	924.5	757.1
Gross Profit	44.3	56.5	101.8	104.7	81.0
+ Other Operating Income	--	--	--	--	--
- Operating Expenses	19.9	19.9	24.0	26.8	26.0
Operating Income or Losses	24.5	36.6	77.8	77.9	55.0
- Interest Expense	0.1	0.1	0.0	0.0	0.0
- Foreign Exchange Losses (Gains)	--	--	--	--	--
- Net Non-Operating Losses (Gains)	-1.2	-0.7	-1.0	-1.2	-4.5
Pretax Income	25.6	37.2	78.7	79.1	59.5
- Income Tax Expense (Benefit)	4.5	5.9	13.5	13.7	9.9
Income Before XO Items	21.1	31.2	65.1	65.4	49.6
- Extraordinary Loss Net of Tax	--	--	0.0	0.0	--
- Minority/Non Controlling Interests (Credits)	1.1	2.1	5.1	3.0	1.8
Net Income/Net Profit (Losses)	20.0	29.1	60.0	62.4	47.8
Net Inc Avail to Common Shareholders	20.0	29.1	60.0	62.4	47.8
Abnormal Losses (Gains)	--	--	0.0	0.0	--
Tax Effect on Abnormal Items	--	--	--	--	--
Normalized Income	21.1	31.8	64.6	64.9	49.6
Basic Earnings per Share	0.0	0.0	0.1	0.1	0.1
Basic Weighted Avg Shares	740.0	740.0	740.0	740.0	740.0
Diluted EPS Before Abnormal Items	0.0	0.0	0.1	0.1	0.1
Diluted EPS Before XO Items	0.0	0.0	0.1	0.1	0.1
Diluted EPS	0.0	0.0	0.1	0.1	0.1
Diluted Weighted Avg Shares	740.0	740.0	740.0	740.0	740.0

Profitability Ratios

FY2018 12 Months Ending	FY2019 31/12/2019	FY2020 31/12/2020	FY2021 31/12/2021	FY2022 31/12/2022	FY2023 31/12/2023
Returns					
Return on Common Equity	29.42	37.80	61.87	53.08	38.14
Return on Assets	14.24	17.99	26.73	19.52	13.81
Return on Capital	67.21	59.05	48.10	40.17	38.06
Return on Invested Capital	-771.25	-390.59	-187.39	-194.46	-343.64
Margins					
Operating Margin	5.83	7.10	8.12	7.57	6.57
Incremental Operating Margin	0.98	1.22	1.14	0.93	0.87
Pretax Margin	6.09	7.21	8.22	7.68	7.10
Income before XO Margin	4.77	5.64	6.27	6.06	5.70
Net Income Margin	4.77	5.64	6.27	6.06	5.70
Net Income to Common Margin	4.77	5.64	6.27	6.06	5.70
Additional					
Effective Tax Rate	17.43	15.97	17.22	17.34	16.60
Dvd Payout Ratio	50.78	69.96	77.05	127.57	92.88
Sustainable Growth Rate	29.27	37.54	61.39	52.40	37.78

Credit Ratios

12 Months Ending	FY2019 31/12/2019	FY2020 31/12/2020	FY2021 31/12/2021	FY2022 31/12/2022	FY2023 31/12/2023
Total Debt/EBIT	0.22	0.09	0.04	0.06	0.05
Net Debt/EBIT	-3.12	-2.75	-1.84	-1.80	-2.47
EBIT to Interest Expense	314.14	420.53	1,832.15	2,446.27	1,527.06
Long-Term Debt/Total Assets	1.85	0.54	0.44	0.73	0.27
Net Debt/Equity	-1.06	-1.18	-1.28	-1.10	-1.08

Source: Refinitiv

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