

17 October 2023

Consumer Cyclical | Retailing

Erajaya Swasembada (ERAA IJ)

Buy (Maintained)

KTAs From Site Visit: Innovate To Elevate; Stay BUY

Target Price (Return): IDR620 (+43%)
Price (Market Cap): IDR434 (USD441m)
ESG score: 2.9 (out of 4)
Avg Daily Turnover (IDR/USD) 26,186m/1.73m

- **Maintain BUY and IDR620 TP, 43% upside and c.3% yield.** We visited the Grand Lucky (GL) store and Erajaya Digital Complex (EDC), which we believe will play a crucial role in Erajaya Swasembada's future growth. During our visit, we gained insights into its diversification strategy, particularly for the grocery business, which should fuel growth and help ERAA achieve its goal of becoming a prominent integrated retailer. Via the EDC, it has successfully introduced a new concept to enhance consumer experience. ERAA is trading at an attractive 5-6x 2024F P/E (-1SD).

- **Prudent expansion plans to bear fruit.** Strategically positioned in the bustling Pantai Indah Kapuk (PIK), the GL outlet benefits from its prime location in one of Jakarta's trendiest areas. This location attracts substantial foot traffic even on weekdays, and during the weekend it consistently surpasses the weekday foot traffic by 30-40%. Despite being the second largest, this GL store has proven to be ERAA's best performing outlet to date. The company – which plans to open three more stores, all at street level – aims to have a total of eight stores by end-2023. We maintain an optimistic outlook of this expansion considering the relatively moderate competition in the mid- to upper-tier supermarket sector.

- **Ensuring a broad range of high quality products is crucial to enhance its business.** There are a variety of imported products, some which are unavailable in other stores, constituting <20% of its product range. Additionally, it offers a number of local products from regions outside Jakarta, eg the Roti Sendowo (from Malang), making up <10% of its product assortment. This unique product selection is a significant selling point, especially for the mid-to-upper market segment. A notable attraction for customers is its high quality fresh products. ERAA is also in the process of obtaining a *halal* certificate to ensure the safety and compliance of its products, particularly catering to the Muslim population.

- **EDC is a pioneer in Indonesia's lifestyle gadget shopping complex space.** Designed as a semi open-air concept, it aligns with the evolving trends in a post-pandemic world. Despite its somewhat secluded location, it has attracted shoppers, especially on the weekends. EDC has numerous stores featuring a variety of products spanning from smartphones to electronic homeware. During our visit, we explored Erafone and More, a fresh concept of the Erafone outlet. ERAA is expanding its offerings to include electronic products alongside smartphones. This concept minimally overlaps with Erablue stores as it targets a different consumer segment. We also visited LG's first experience store and Toshiba's store within the complex. These new additions are poised to positively impact ERAA by enhancing its product portfolio and creating new avenues for growth.

- **We apply a 2% ESG discount** to our TP, based on ERAA's 2.9 ESG score.

Analysts

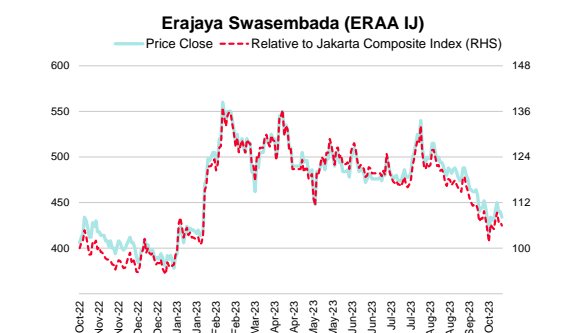
Vanessa Karmajaya
+6221 5093 9888 Ext 985
vanessa@rhbgroup.com



Indonesia Research
+6221 5093 9888
rhb.id.research@rhbgroup.com

Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	10.7	(8.8)	(9.2)	(14.9)	8.0
Relative	10.0	(7.6)	(9.6)	(16.0)	6.8
52-wk Price low/high (IDR)	378 – 560				



Source: Bloomberg

Overall ESG Score: 2.9 (out of 4)

E: GOOD

The company has involved in engaging with communities to plant trees and preserve the environment. However, we have not obtained detailed insight on other categories such as energy, electricity used and its target ahead. Also, we are looking for clear information regarding its electronic waste management.

S: GOOD

The company is actively engaged in corporate social responsibility activities, to empower enhance mass community's welfare. It is coordinated under the Erajaya Lentera Peduli Program. There are no major issues between employees and employers.

G: GOOD

The company continues to comply with the current regulations, such as regularly conducting shareholders meeting and ensuring equal distribution of public information to all stakeholders. All capital market participants can have access to disclosures of material information.

Note:

Small cap stocks are defined as companies with a market capitalisation of less than USD0.5bn.

Forecasts and Valuation	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover (IDRb)	43,467	49,471	56,736	63,111	70,417
Recurring net profit (IDRb)	883	867	744	1,115	1,383
Recurring net profit growth (%)	104.2	(1.7)	(14.2)	49.8	24.1
Recurring P/E (x)	7.84	7.98	9.31	6.21	5.01
P/B (x)	1.1	1.0	0.9	0.8	0.7
P/CF (x)	50.65	3.72	na	5.49	4.55
Dividend Yield (%)	3.2	5.2	4.3	2.9	4.1
EV/EBITDA (x)	5.11	5.53	5.91	4.65	3.95
Return on average equity (%)	17.5	15.7	14.3	17.5	18.2
Net debt to equity (%)	16.9	39.8	58.5	49.8	40.8

Source: Company data, RHB

Financial Exhibits

Asia	Financial summary (IDR)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Indonesia	Recurring EPS	55.32	54.35	46.63	69.84	86.68
Consumer Cyclical	DPS	13.75	22.70	18.73	12.73	17.67
Erajaya Swasembada	BVPS	384.65	422.46	466.98	542.24	630.96
ERAA IJ	Return on average equity (%)	17.5	15.7	14.3	17.5	18.2
Buy						
	Valuation metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Valuation basis	Recurring P/E (x)	7.84	7.98	9.31	6.21	5.01
Our 12-month TP is derived from a 10-year DCF valuation	P/B (x)	1.1	1.0	0.9	0.8	0.7
	FCF Yield (%)	(2.2)	16.4	(15.3)	8.8	13.1
	Dividend Yield (%)	3.2	5.2	4.3	2.9	4.1
Key drivers	EV/EBITDA (x)	5.11	5.53	5.91	4.65	3.95
i. Improving lifestyle products trends;	EV/EBIT (x)	5.54	6.19	6.68	5.18	4.37
ii. Recovery in smartphone supply chain;						
iii. Long term margin expansion and improved valuation from diversification strategy.						
	Income statement (IDRb)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Key risks	Total turnover	43,467	49,471	56,736	63,111	70,417
i. Geopolitical risks that could affect supply chain;	Gross profit	4,806	5,362	6,281	7,329	8,344
ii. Cannibalisation from new stores;	EBITDA	1,613	1,782	1,979	2,517	2,924
iii. Short term cost increase from aggressive expansion strategy.	Depreciation and amortisation	(127)	(191)	(229)	(258)	(279)
	Operating profit	1,486	1,591	1,751	2,259	2,645
	Net interest	(180)	(280)	(651)	(630)	(629)
	Pre-tax profit	1,495	1,497	1,441	2,000	2,417
	Taxation	(377)	(421)	(353)	(490)	(592)
	Reported net profit	1,012	1,013	1,016	1,410	1,704
	Recurring net profit	883	867	744	1,115	1,383
Company Profile						
Established in 1996, Erajaya Swasembada engages in the distribution and retail of mobile telecommunication devices, such as mobile phones and tablets, subscriber identity module cards, mobile network operator voucher top-ups, accessories, as well as gadgets such as computers and other electronic devices. It has a market share of over 40% in Indonesia.	Cash flow (IDRb)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Change in working capital	(969)	661	(1,641)	(406)	(461)
	Cash flow from operations	137	1,864	(397)	1,262	1,522
	Capex	(291)	(727)	(663)	(654)	(617)
	Cash flow from investing activities	(1,170)	(1,304)	(1,270)	(1,197)	(1,236)
	Dividends paid	(219)	(362)	(299)	(203)	(282)
	Cash flow from financing activities	(448)	(36)	1,189	(25)	(71)
	Cash at beginning of period	2,002	521	1,044	566	607
	Net change in cash	(1,481)	524	(478)	41	215
	Ending balance cash	521	1,045	566	607	822
	Balance sheet (IDRb)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Total cash and equivalents	550	1,094	616	657	873
	Tangible fixed assets	852	1,573	2,007	2,403	2,740
	Total investments	106	401	441	485	534
	Total assets	11,372	17,058	20,045	22,088	24,486
	Short-term debt	1,431	3,777	5,285	5,285	5,285
	Total long-term debt	214	182	0	0	0
	Total liabilities	4,910	9,855	12,059	12,802	13,663
	Total equity	6,462	7,203	7,985	9,286	10,823
	Total liabilities & equity	11,372	17,058	20,045	22,088	24,486
	Key metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Revenue growth (%)	27.4	13.8	14.7	11.2	11.6
	Recurrent EPS growth (%)	104.2	(1.7)	(14.2)	49.8	24.1
	Gross margin (%)	11.1	10.8	11.1	11.6	11.8
	Operating EBITDA margin (%)	3.7	3.6	3.5	4.0	4.2
	Net profit margin (%)	2.3	2.0	1.8	2.2	2.4
	Dividend payout ratio (%)	21.7	35.8	29.4	14.4	16.5
	Capex/sales (%)	0.7	1.5	1.2	1.0	0.9
	Interest cover (x)	7.63	5.49	2.65	3.56	4.17

Source: Company data, RHB

Figure 1: Numerous visitors seen in the Grand Lucky store in PIK, even during the weekdays



Source: Company data, RHB

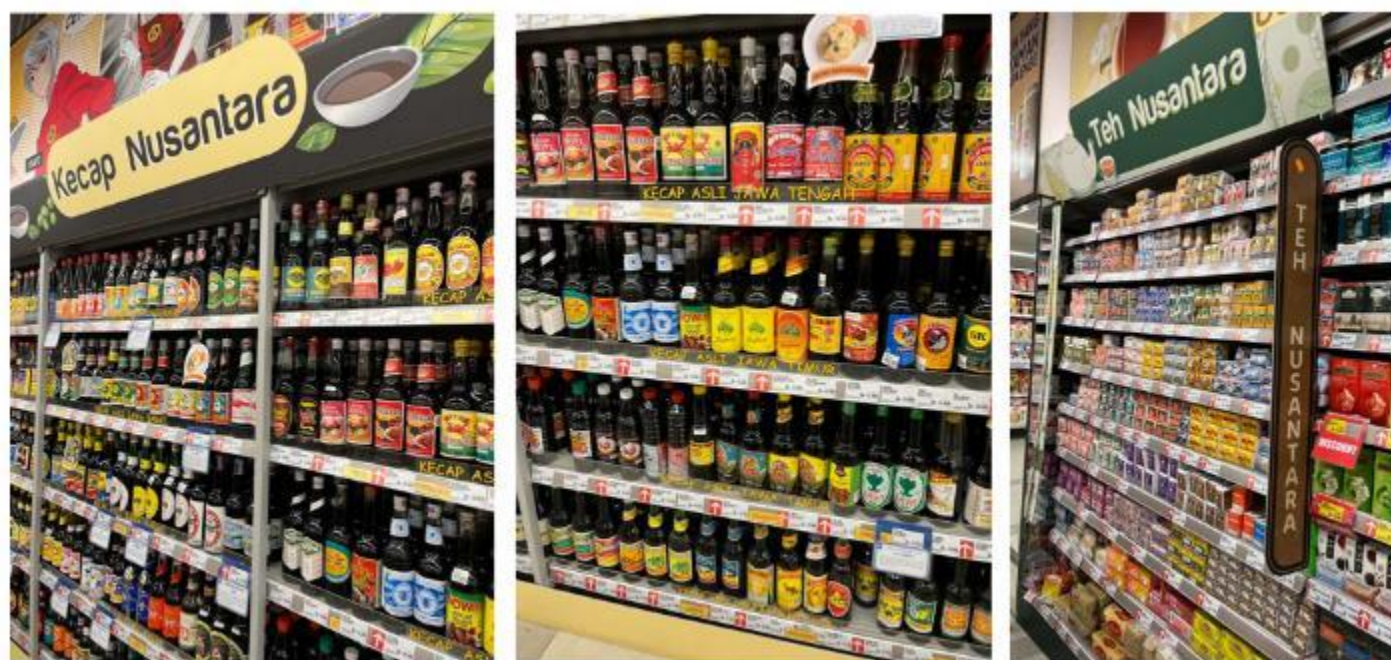
Figure 2: Brand placement inside Grand Lucky – providing another revenue stream for ERAA



Source: Company data, RHB

- ◆ The company provides the opportunity for brands to have product placements in a number of places inside the store
- ◆ Additionally, FMCG players, which act as suppliers, can also choose to position products on the shelves
- ◆ ERAA can obtain more income through these initiatives, which make up 3-5% of revenue

Figure 3: Local products sold in the store have become one of its unique selling points...



Source: Company data, RHB

Figure 4:... along with fresh products, the company has managed to ensure its high quality consistently



Source: Company data, RHB

Figure 5: Erafone and More – new concept of Erafone



Source: Company data, RHB

- ◆ Inside this largest Erafone store (c.1,000 sqm), we note ERAA has expanded its offerings to include electronic products alongside smartphones in this new concept
- ◆ This concept only slightly overlaps with Erablue stores as it targets a different consumer segment
- ◆ There is also a dedicated section for the “click and pick up” in order to fortify the omni-channel initiative

Figure 6: LG's first store with an experience zone



- ◆ This is the first LG store with an experience zone. We also saw a number of products have been newly launched and are not available online

Source: Company data, RHB

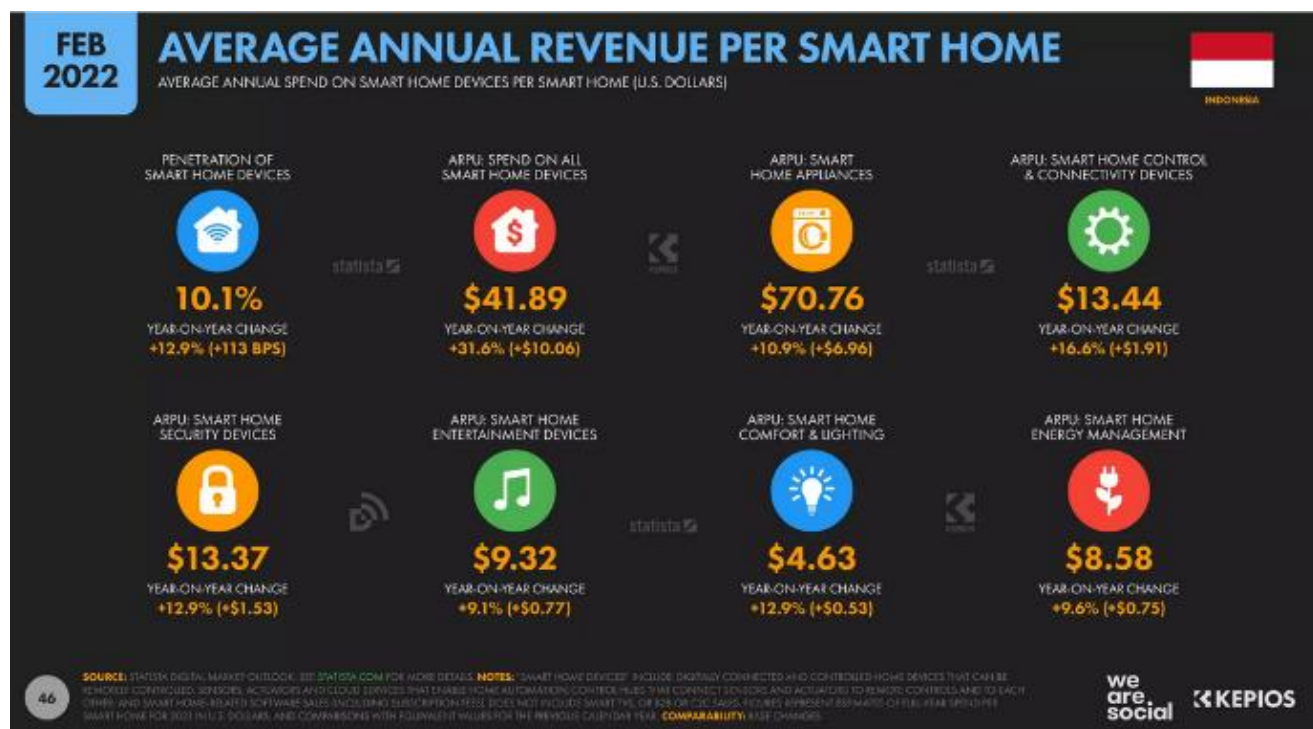
Figure 7: ERAA's private label, Immersive Tech (IT)



- ◆ The company has launched its own private labels under the brand IT, especially to cater to the rising need for smart-home appliances
- ◆ We also saw ERAA's other private labels such as Loops (headphones/earphones) and Lamina (smartphone accessories), among others.

Source: Company data, RHB

Figure 8: Lucrative potential of the smart home market in Indonesia



Source: We Are Social, Kepios, RHB

Figure 9: There is an experience zone in Urban Republic to provide greater consumer experience



Source: Company data, RHB

Figure 10: Other stores in EDC



Source: Company data, TikTok, RHB

- ◆ We also saw several stores, other than those in ERAA's portfolio located inside the complex
- ◆ However, ERAA-owned stores (Erafone and More, iBox, Samsung etc) collectively form the anchor tenant (as each of them occupy a sizeable area) and are key attractions

17 October 2023

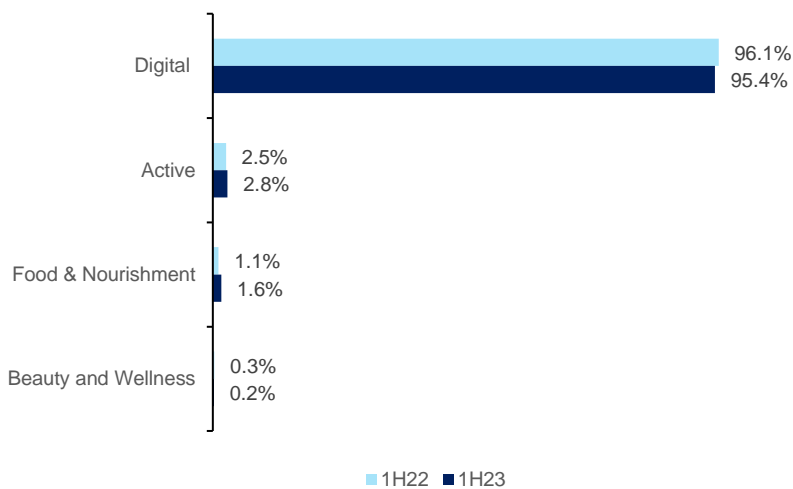
Consumer Cyclical | Retailing

Figure 11: List of electronic stores inside EDC

1. DJI Experience Store	10. AGRES.ID	19. Polytron
2. Erafone & More	11. De'sound	20. Electric vehicle
3. iBox	12. Deride	21. Realme
4. Immersive Tech (IT)	13. Huawei	22. Roomi
5. GARMIN Brand Store	14. JBL	23. TCL
6. Samsung by Erafone	15. LG	24. Toshiba
7. Urban Republic	16. Logitech	25. Trade in Plus
8. Xiaomi Store	17. OPPO	26. Vivo
9. ADVANCE	18. OSIM	

Source: Company data, RHB

Figure 12: ERAA's segmental revenue contribution



◆ Increasing contribution from the active as well as food and nourishment businesses – which should be positive for ERAA's profitability

◆ We believe these two businesses fetch a higher margin and can help ERAA maintain its competitive edge

Source: Company data, RHB

Recommendation Chart

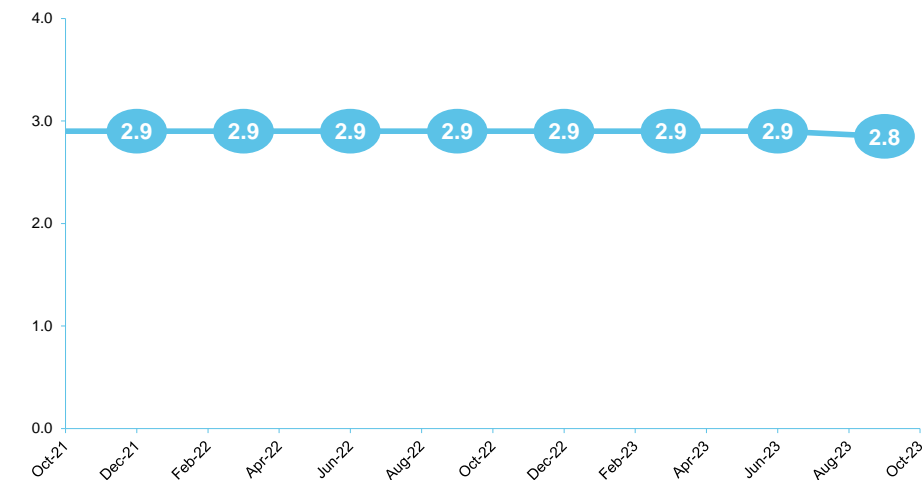


Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2023-09-04	Buy	620	486
2023-04-16	Buy	620	510
2023-01-06	Buy	510	390
2022-06-16	Buy	950	500
2021-12-03	Buy	1,100	625
2021-07-12	Buy	1,000	605
2020-11-23	Buy	2,200	363
2020-09-24	Buy	2,000	304
2020-04-14	Buy	1,450	241
2019-11-13	Buy	1,900	321
2019-09-11	Trading Buy	2,000	359
2019-08-29	Trading Buy	2,000	315
2019-07-09	Take Profit	2,000	392
2019-06-25	Buy	2,000	367
2019-05-29	Buy	2,000	230

Source: RHB, Bloomberg

ESG Rating History



Source: RHB

RHB Guide to Investment Ratings

Buy:	Share price may exceed 10% over the next 12 months
Trading Buy:	Share price may exceed 15% over the next 3 months, however longer-term outlook remains uncertain
Neutral:	Share price may fall within the range of +/- 10% over the next 12 months
Take Profit:	Target price has been attained. Look to accumulate at lower levels
Sell:	Share price may fall by more than 10% over the next 12 months
Not Rated:	Stock is not within regular research coverage

Investment Research Disclaimers

RHB has issued this report for information purposes only. This report is intended for circulation amongst RHB and its affiliates' clients generally or such persons as may be deemed eligible by RHB to receive this report 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. This report is not intended, and should not under any circumstances be construed as, an offer or a solicitation of an offer to buy or sell the securities referred to herein or any related financial instruments.

This report may further consist of, whether in whole or in part, summaries, research, compilations, extracts or analysis that has been prepared by RHB's strategic, joint venture and/or business partners. No representation or warranty (express or implied) is given as to the accuracy or completeness of such information and accordingly investors should make their own informed decisions before relying on the same.

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 the applicable laws or regulations. By accepting this report, the recipient hereof (i) represents and warrants that it is lawfully able to receive this document under the laws and regulations of the jurisdiction in which it is located or other applicable laws and (ii) acknowledges and agrees to be bound by the limitations contained herein. Any failure to comply with these limitations may constitute a violation of applicable laws.

All the information contained herein is based upon publicly available information and has been obtained from sources that RHB believes to be reliable and correct at the time of issue of this report. However, such sources have not been independently verified by RHB and/or its affiliates and this report does not purport to contain all information that a prospective investor may require. The opinions expressed herein are RHB's present opinions only and are subject to change without prior notice. RHB is not under any obligation to update or keep current the information and opinions expressed herein or to provide the recipient with access to any additional information. Consequently, RHB does not guarantee, represent or warrant, expressly or impliedly, as to the adequacy, accuracy, reliability, fairness or completeness of the information and opinion contained in this report. Neither RHB (including its officers, directors, associates, connected parties, and/or employees) nor does any of its agents accept any liability for any direct, indirect or consequential losses, loss of profits and/or damages that may arise from the use or reliance of this research report and/or further communications given in relation to this report. Any such responsibility or liability is hereby expressly disclaimed.

Whilst every effort is made to ensure that statement 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 and must not be construed as a representation that the matters referred to therein will occur. Different assumptions by RHB or any other source may yield substantially different results and recommendations contained on one type of research product may differ from recommendations contained in other types of research. The performance of currencies may affect the value of, or income from, the securities or any other financial instruments referenced in this report. Holders of depositary receipts backed by the securities discussed in this report assume currency risk. Past performance is not a guide to future performance. Income from investments may fluctuate. The price or value of the investments to which this report relates, either directly or indirectly, may fall or rise against the interest of investors.

This report may contain comments, estimates, projections, forecasts and expressions of opinion relating to macroeconomic research published by RHB economists of which should not be considered as investment ratings/advice and/or a recommendation by such economists on any securities discussed in this report.

This report does not purport to be comprehensive or to contain all the information that a prospective investor may need in order to make an investment decision. The recipient of this report is making its own independent assessment and decisions regarding any securities or financial instruments referenced herein. Any investment discussed or recommended in this report may be unsuitable for an investor depending on the investor's specific investment objectives and financial position. The material in this report is general information intended for recipients who understand the risks of investing in financial instruments. This report does not take into account whether an investment or course of action and any associated risks are suitable for the recipient. Any recommendations contained in this report must therefore not be relied upon as investment advice based on the recipient's personal circumstances. Investors should make their own independent evaluation of the information contained herein, consider their own investment objective, financial situation and particular needs and seek their own financial, business, legal, tax and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

This report may contain forward-looking statements which are often but not always identified by the use of words such as "believe", "estimate", "intend" and "expect" and statements that an event or result "may", "will" or "might" occur or be achieved and other similar expressions. Such forward-looking statements are based on assumptions made and information currently available to RHB and are subject to known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievement to be materially different from any future results, performance or achievement, expressed or implied by such forward-looking statements. Caution should be taken with respect to such statements and recipients of this report should not place undue reliance on any such forward-looking statements. RHB expressly disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

The use of any website to access this report electronically is done at the recipient's own risk, and it is the recipient's sole responsibility to take precautions to ensure that it is free from viruses or other items of a destructive nature. This report may also provide the addresses of, or contain hyperlinks to, websites. RHB takes no responsibility for the content contained therein. Such addresses or hyperlinks (including addresses or hyperlinks to RHB own website material) are provided solely for the recipient's convenience. The information and the content of the linked site do not in any way form part of this report. Accessing such website or following such link through the report or RHB website shall be at the recipient's own risk.

This report may contain information obtained from third parties. Third party content providers do not guarantee the accuracy, completeness, timeliness or availability of any information and are not responsible for any errors or omissions (negligent or otherwise), regardless of the cause, or for the results obtained from the use of such content. Third party content providers give no express or implied warranties, including, but not limited to, any warranties of merchantability or fitness for a particular purpose or use. Third party content providers shall not be liable for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including lost income or profits and opportunity costs) in connection with any use of their content.

The research analysts 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. The research analysts that authored this report are precluded by RHB in all circumstances from trading in the securities or other financial instruments referenced in the report, or from having an interest in the company(ies) that they cover.

The contents of this report is strictly confidential and may not be copied, reproduced, published, distributed, transmitted or passed, in whole or in part, to any other person without the prior express written consent of RHB and/or its affiliates. This report has been delivered to RHB and its affiliates' clients for information purposes only and upon the express understanding that such parties will use it only for the purposes set forth above. By electing to view or accepting a copy of this report, the recipients have agreed that they will not print, copy, videotape, record, hyperlink, download, or otherwise attempt to reproduce or re-transmit (in any form including hard copy or electronic distribution format) the contents of this report. RHB and/or its affiliates accepts no liability whatsoever for the actions of third parties in this respect.

The contents of this report are subject to copyright. Please refer to Restrictions on Distribution below for information regarding the distributors of this report. Recipients must not reproduce or disseminate any content or findings of this report without the express permission of RHB and the distributors.

The securities mentioned in this publication may not be eligible for sale in some states or countries or certain categories of investors. The recipient of this report should have regard to the laws of the recipient's place of domicile when contemplating transactions in the securities or other financial instruments referred to herein. The securities discussed in this report may not have been registered in such jurisdiction. Without prejudice to the foregoing, the recipient is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

The term "RHB" shall denote, where appropriate, the relevant entity distributing or disseminating the report in the particular jurisdiction referenced below, or, in every other case, RHB Investment Bank Berhad and its affiliates, subsidiaries and related companies.

RESTRICTIONS ON DISTRIBUTION

Malaysia

This report is issued and distributed in Malaysia by RHB Investment Bank Berhad ("RHBIB"). The views and opinions in this report are our own as of the date hereof and is 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. RHBIB has no obligation to update its opinion or the information in this report.

Thailand

This report is issued and distributed in the Kingdom of Thailand by RHB Securities (Thailand) PCL, a licensed securities company that is authorised by the Ministry of Finance, regulated by the Securities and Exchange Commission of Thailand and is a

member of the Stock Exchange of Thailand. The Thai Institute of Directors Association has disclosed the Corporate Governance Report of Thai Listed Companies made pursuant to the policy of the Securities and Exchange Commission of Thailand. RHB Securities (Thailand) PCL does not endorse, confirm nor certify the result of the Corporate Governance Report of Thai Listed Companies.

Indonesia

This report is issued and distributed in Indonesia by PT RHB Sekuritas Indonesia. This research does not constitute an offering document and it should not be construed as an offer of securities in Indonesia. Any securities offered or sold, directly or indirectly, in Indonesia or to any Indonesian citizen or corporation (wherever located) or to any Indonesian resident in a manner which constitutes a public offering under Indonesian laws and regulations must comply with the prevailing Indonesian laws and regulations.

Singapore

This report is issued and distributed in Singapore by RHB Bank Berhad (through its Singapore branch) which is an exempt capital markets services entity and an exempt financial adviser regulated by the Monetary Authority of Singapore. RHB Bank Berhad (through its Singapore branch) may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an arrangement under Regulation 32C of the Financial Advisers Regulations. Where the report is distributed in Singapore to a person who is not an Accredited Investor, Expert Investor or an Institutional Investor, RHB Bank Berhad (through its Singapore branch) accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact RHB Bank Berhad (through its Singapore branch) in respect of any matter arising from or in connection with the report.

United States

This report was prepared by RHB is meant for distribution solely and directly to "major" U.S. institutional investors as defined under, and pursuant to, the requirements of Rule 15a-6 under the U.S. Securities and Exchange Act of 1934, as amended (the "Exchange Act") via a registered U.S. broker-dealer as appointed by RHB from time to time. Accordingly, any access to this report via Bursa Marketplace or any other Electronic Services Provider is not intended for any party other than "major" US institutional investors (via a registered U.S. broker-dealer), nor shall be deemed as solicitation by RHB in any manner. RHB is not registered as a broker-dealer in the United States and currently has not appointed a U.S. broker-dealer. Additionally, RHB does not offer brokerage services to U.S. persons. Any order for the purchase or sale of all securities discussed herein must be placed with and through a registered U.S. broker-dealer as appointed by RHB from time to time as required by the Exchange Act Rule 15a-6. For avoidance of doubt, RHB reiterates that it has not appointed any U.S. broker-dealer during the issuance of this report. This report is confidential and not intended for distribution to, or use by, persons other than the recipient and its employees, agents and advisors, as applicable. Additionally, where research is distributed via Electronic Service Provider, the analysts whose names appear in this report are not registered or qualified as research analysts in the United States and are not associated persons of any registered U.S. broker-dealer as appointed by RHB from time to time and therefore may not be subject to any applicable restrictions under Financial Industry Regulatory Authority ("FINRA") rules on communications with a subject company, public appearances and personal trading. Investing in any non-U.S. securities or related financial instruments discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in the United States. The financial instruments discussed in this report may not be suitable for all investors. Transactions in foreign markets may be subject to regulations that differ from or offer less protection than those in the United States.

DISCLOSURE OF CONFLICTS OF INTEREST

RHB Investment Bank Berhad, its subsidiaries (including its regional offices) and associated companies, ("RHBIB Group") form a diversified financial group, undertaking various investment banking activities which include, amongst others, underwriting, securities trading, market making and corporate finance advisory.

As a result of the same, in the ordinary course of its business, any member of the RHBIB Group, may, from time to time, have business relationships with, hold any positions in the securities and/or capital market products (including but not limited to shares, warrants, and/or derivatives), trade or otherwise effect transactions for its own account or the account of its customers or perform and/or solicit investment, advisory or other services from any of the subject company(ies) covered in this research report.

While the RHBIB Group will ensure that there are sufficient information barriers and internal controls in place where necessary, to prevent/manage any conflicts of interest to ensure the independence of this report, investors should also be aware that such conflict of interest may exist in view of the investment banking activities undertaken by the RHBIB Group as mentioned above and should exercise their own judgement before making any investment decisions.

In Singapore, investment research activities are conducted under RHB Bank Berhad (through its Singapore branch), and the disclaimers above similarly apply.

Malaysia

Save as disclosed in the following link [RHB Research Conflict Disclosures - Oct 2023](#) and to the best of our knowledge, RHBIB hereby declares that:

1. RHBIB does not have a financial interest in the securities or other capital market products of the subject company(ies) covered in this report.
2. RHBIB is not a market maker in the securities or capital market products of the subject company(ies) covered in this report.
3. None of RHBIB's staff or associated person serve as a director or board member* of the subject company(ies) covered in this report
**For the avoidance of doubt, the confirmation is only limited to the staff of research department*
4. RHBIB did not receive compensation for investment banking or corporate finance services from the subject company in the past 12 months.
5. RHBIB did not receive compensation or benefit (including gift and special cost arrangement e.g. company/issuer-sponsored and paid trip) in relation to the production of this report.

Thailand

Save as disclosed in the following link [RHB Research Conflict Disclosures - Oct 2023](#) and to the best of our knowledge, RHB Securities (Thailand) PCL hereby declares that:

1. RHB Securities (Thailand) PCL does not have a financial interest in the securities or other capital market products of the subject company(ies) covered in this report.
2. RHB Securities (Thailand) PCL is not a market maker in the securities or capital market products of the subject company(ies) covered in this report.
3. None of RHB Securities (Thailand) PCL's staff or associated person serve as a director or board member* of the subject company(ies) covered in this report
**For the avoidance of doubt, the confirmation is only limited to the staff of research department*
4. RHB Securities (Thailand) PCL did not receive compensation for investment banking or corporate finance services from the subject company in the past 12 months.
5. RHB Securities (Thailand) PCL did not receive compensation or benefit (including gift and special cost arrangement e.g. company/issuer-sponsored and paid trip) in relation to the production of this report.

Indonesia

Save as disclosed in the following link [RHB Research Conflict Disclosures - Oct 2023](#) and to the best of our knowledge, PT RHB Sekuritas Indonesia hereby declares that:

1. PT RHB Sekuritas Indonesia and its investment analysts, does not have any interest in the securities of the subject company(ies) covered in this report.
For the avoidance of doubt, interest in securities include the following:
 - a) Holding directly or indirectly, individually or jointly own/hold securities or entitled for dividends, interest or proceeds from the sale or exercise of the subject company's securities covered in this report*;
 - b) Being bound by an agreement to purchase securities or has the right to transfer the securities or has the right to pre subscribe the securities*.
 - c) Being bound or required to buy the remaining securities that are not subscribed/placed out pursuant to an Initial Public Offering*.
 - d) Managing or jointly with other parties managing such parties as referred to in (a), (b) or (c) above.
2. PT RHB Sekuritas Indonesia is not a market maker in the securities or capital market products of the subject company(ies) covered in this report.
3. None of PT RHB Sekuritas Indonesia's staff** or associated person serve as a director or board member* of the subject company(ies) covered in this report.
4. PT RHB Sekuritas Indonesia did not receive compensation for investment banking or corporate finance services from the subject company in the past 12 months.
5. PT RHB Sekuritas Indonesia** did not receive compensation or benefit (including gift and special cost arrangement e.g. company/issuer-sponsored and paid trip) in relation to the production of this report:

Notes:

**The overall disclosure is limited to information pertaining to PT RHB Sekuritas Indonesia only.*

***The disclosure is limited to Research staff of PT RHB Sekuritas Indonesia only.*

Singapore

Save as disclosed in the following link [RHB Research Conflict Disclosures - Oct 2023](#) and to the best of our knowledge, the Singapore Research department of RHB Bank Berhad (through its Singapore branch) hereby declares that:

1. RHB Bank Berhad, its subsidiaries and/or associated companies do not make a market in any issuer covered by the Singapore research analysts in this report.
2. RHB Bank Berhad, its subsidiaries and/or its associated companies and its analysts do not have a financial interest (including a shareholding of 1% or more) in the issuer covered by the Singapore research analysts in this report.
3. RHB Bank Berhad's Singapore research staff or connected persons do not serve on the board or trustee positions of the issuer covered by the Singapore research analysts in this report.
4. RHB Bank Berhad, its subsidiaries and/or its associated companies do not have and have not within the last 12 months had any corporate finance advisory relationship with the issuer covered by the Singapore research analysts in this report or any other relationship that may create a potential conflict of interest.
5. RHB Bank Berhad's Singapore research analysts, or person associated or connected to it do not have any interest in the acquisition or disposal of, the securities, specified securities based derivatives contracts or units in a collective investment scheme covered by the Singapore research analysts in this report.
6. RHB Bank Berhad's Singapore research analysts do not receive any compensation or benefit in connection with the production of this research report or recommendation on the issuer covered by the Singapore research analysts.

Analyst Certification

The analyst(s) who prepared this report, and their associates hereby, certify that:

(1) they do not have any financial interest in the securities or other capital market products of the subject companies mentioned in this report, except for:

Analyst	Company
-	-

(2) no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this report.



KUALA LUMPUR

RHB Investment Bank Bhd
Level 3A, Tower One, RHB Centre
Jalan Tun Razak
Kuala Lumpur 50400
Malaysia
Tel : +603 9280 8888
Fax : +603 9200 2216

JAKARTA

PT RHB Sekuritas Indonesia
Revenue Tower, 11th Floor, District 8 - SCBD
Jl. Jendral Sudirman Kav 52-53
Jakarta 12190
Indonesia
Tel : +6221 509 39 888
Fax : +6221 509 39 777

BANGKOK

RHB Securities (Thailand) PCL
10th Floor, Sathorn Square Office Tower
98, North Sathorn Road, Silom
Bangrak, Bangkok 10500
Thailand
Tel: +66 2088 9999
Fax :+66 2088 9799

SINGAPORE

RHB Bank Berhad (Singapore branch)
90 Cecil Street
#04-00 RHB Bank Building
Singapore 069531
Fax: +65 6509 0470