

This publication was downloaded for exclusive use by: Aiman.Mohamad@macquarie.com

Flashnote 21 May 2020

Malaysia

EQUITIES

SCGB MK Price (at 08:50, 21 May 2020 GMT)	(Outperform RM1.94
Valuation - PER	RM	1.60-2.30
12-month target	RM	2.00
Upside/Downside	%	+3.1
12-month TSR	%	+6.9
Volatility Index		Medium
GICS sector	C	apital Goods
Market cap	RMm	2,508
Market cap	US\$m	577
Free float	%	25
30-day avg turnover	US\$m	0.2
Number shares on issue	m	1,293

Investment fundamentals

Year end 31 Dec		2019A	2020E	2021E	2022E
Revenue	m	1,768.7	2,115.8	2,322.9	2,403.2
EBIT	m	141.0	132.2	168.1	164.4
EBIT growth	%	-19.2	-6.2	27.1	-2.2
Reported profit	m	129.3	115.9	152.3	154.6
Adjusted profit	m	129.3	115.9	152.3	154.6
EPS rep	sen	10.0	9.0	11.8	12.0
EPS rep growth	%	-10.6	-10.4	31.4	1.5
EPS adj	sen	10.0	9.0	11.8	12.0
EPS adj growth	%	-10.6	-10.4	31.4	1.5
PER rep	Х	19.4	21.6	16.5	16.2
PER adj	Х	19.4	21.6	16.5	16.2
Total DPS	sen	7.0	7.0	8.0	8.0
Total div yield	%	3.6	3.6	4.1	4.1
ROA	%	7.7	6.8	8.3	7.8
ROE	%	21.3	18.2	22.5	21.2
EV/EBITDA	Х	11.3	11.1	9.0	9.0
Net debt/equity	%	-65.0	-70.5	-81.7	-77.4
P/BV	х	4.0	3.9	3.6	3.3

SCGB MK rel KLCI performance, & rec history



Note: Recommendation timeline - if not a continuous line, then there was no Macquarie coverage at the time or there was an embargo period. Source: FactSet, Macquarie Research, May 2020 (all figures in MYR unless noted)

Analysts

Macquarie Capital Securities (Malaysia) Sdn. Bhd.



Aiman Mohamad +60 3 2059 8986 aiman.mohamad@macquarie.com

Sunway Construction Group (SCGB MK) Worse-than-expected COVID-19 impact

Event

- SunCon reported its 1Q20 results with an adj. PAT of RM16mn (-47% YoY, -48% QoQ) missing both MQ and consensus estimates at only 14% and 12% of FY20E estimates. Revenue was also weaker at RM366mn (-17% YoY, -25% QoQ) tracking at only 17% of MQ and consensus FY20E estimates.
- The earnings miss came as a surprise to us as we cut FY20E EPS by 28% in mid-April to take into account the earnings impact of the COVID-19 pandemic on SunCon's operations. Supposedly, in 1Q20 SunCon's earnings were only affected for two weeks, since the start of the movement control order (MCO) in Malaysia in mid-March. Given the impact of MCO seen in 1Q20, we believe FY20E earnings will be far weaker than expected as the MCO will have impacted up to two-thirds of 2Q20E earnings.

Impact

- Results miss led by weaker revenue and margins. Revenue came in weaker-than-expected as we initially believed that the revenue impact from the MCO would only be visible in 2Q20E. SunCon also posted a weaker-than-expected EBIT margin in 1Q20 at 5.1% vs. 6.2% (MQ) and 7.5% (consensus) for FY20.
- Precast division may end up with losses this year. While there will be less variable costs incurred by the division in FY20E due to the lack of construction activities, we believe the overhead costs, mainly depreciation cost, may outpace revenue recognition, which could send the division into losses this year. After dismal performance in FY18-19, we baked in a strong recovery from the division in FY20E onwards with EBIT margins trending higher to 5.0-8.5% in FY20-22E from 1-4% recorded in FY18-19.
- Announced an RM121mn contract win from Sunway Education Group.
 SunCon announced a contract worth RM121mn from Sunway Education
 Group to build Sunway International School in Subang, Selangor. The project will contribute to SunCon's earnings between 2Q20 and 2Q22. Recall that SunCon had previously built the International School Kuala Lumpur (ISKL), in a contract worth RM268mn, which was completed in August 2018. This order win takes SunCon's YTD order win to RM688mn, tracking ahead of MQ/management's FY20E order win target of RM2bn.

1Q20 results summary - revenue and margin came in weaker-than-expected

RM 'mil	1Q20 Actual	Macquarie FY20E Ests.	% of MQ forecast	Consensus FY20E Ests.	% of Consensus forecast
Revenue	366	2,116	17%	2,169	17%
EBIT	19	132	14%	163	11%
PBT	21	148	14%	175	12%
Adj. PAT	16	116	14%	137	12%
EBIT Margins Group	5.1%	6.2%		7.5%	
Construction	5.2%	6.3%		nmf	
Precast	3.9%	5.0%		nmf	

Source: Bloomberg, Company data, Macquarie Research, May 2020

Action and recommendation

Under review.

Important disclosures:

Recommendation definitions

Macquarie - Asia and USA

Outperform – expected return >10% Neutral – expected return from -10% to +10% Underperform – expected return <-10%

Macquarie - Australia/New Zealand

Outperform – expected return >10% Neutral – expected return from 0% to 10% Underperform – expected return <0%

Note: expected return is reflective of a Medium Volatility stock and should be assumed to adjust proportionately with volatility risk

Volatility index definition*

This is calculated from the volatility of historical price movements.

Very high-highest risk – Stock should be expected to move up or down 60–100% in a year – investors should be aware this stock is highly speculative.

High – stock should be expected to move up or down at least 40–60% in a year – investors should be aware this stock could be speculative.

Medium – stock should be expected to move up or down at least 30–40% in a year.

Low-medium – stock should be expected to move up or down at least 25–30% in a year.

Low – stock should be expected to move up or down at least 15–25% in a year.

* Applicable to select stocks in Asia/Australia/NZ

Recommendations – 12 months

Note: Quant recommendations may differ from Fundamental Analyst recommendations

Financial definitions

All "Adjusted" data items have had the following adjustments made:

Added back: goodwill amortisation, provision for catastrophe reserves, IFRS derivatives & hedging, IFRS impairments & IFRS interest expense Excluded: non recurring items, asset revals, property revals, appraisal value uplift, preference dividends & minority interests

EPS = adjusted net profit / efpowa*

ROA = adjusted ebit / average total assets ROA Banks/Insurance = adjusted net profit /average

total assets

ROE = adjusted net profit / average shareholders funds Gross cashflow = adjusted net profit + depreciation *equivalent fully paid ordinary weighted average number of shares

All Reported numbers for Australian/NZ listed stocks are modelled under IFRS (International Financial Reporting Standards).

Recommendation proportions - For quarter ending 31 March 2020

AU/NZ	Asia	USA
53.43%	61.07%	67.03%
34.30%	26.77%	31.87%
12.27%	12.17%	1.10%
	53.43% 34.30%	53.43% 61.07% 34.30% 26.77%

(for global coverage by Macquarie, 4.62% of stocks followed are investment banking clients) (for global coverage by Macquarie, 3.10% of stocks followed are investment banking clients) (for global coverage by Macquarie, 3.57% of stocks followed are investment banking clients)

SCGB MK vs KLCI, & rec history



(all figures in MYR currency unless noted)

Note: Recommendation timeline – if not a continuous line, then there was no Macquarie coverage at the time or there was an embargo period. Source: FactSet, Macquarie Research, May 2020

12-month target price methodology

SCGB MK: RM2.00 based on a PER methodology

Company-specific disclosures:

SCGB MK: Macquarie may be an Issuer of Structured Warrants on securities mentioned in this report Important disclosure information regarding the subject companies covered in this report is available publicly at www.macquarie.com/research/disclosures. Clients receiving this report can additionally access previous recommendations (from the year prior to publication of this report) issued by this report's author at https://www.macquarieinsights.com.

Date	Stock Code (BBG code)	Recommendation	Target Price
14-Apr-2020	SCGB MK	Outperform	RM2.00
25-Jul-2019	SCGB MK	Outperform	RM2.50
14-May-2019	SCGB MK	Neutral	RM2.00
11-Jan-2019	SCGB MK	Neutral	RM1.40
20-Jul-2018	SCGB MK	Neutral	RM2.00
19-Apr-2018	SCGB MK	Outperform	RM2.60
06-Oct-2017	SCGB MK	Outperform	RM2.80

Target price risk disclosures:

SCGB MK: Any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.

Sensitivity analysis:

Clients receiving this report can request access to a model which allows for further in-depth analysis of the assumptions used, and recommendations made, by the author relating to the subject companies covered. To request access please contact insights@macquarie.com.

Analyst certification:

We hereby certify that all of the views expressed in this report accurately reflect our personal views about the subject company or companies and its or their securities. We also certify that no part of our compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report. The Analysts responsible for preparing this report receive compensation from Macquarie that is based upon various factors including Macquarie Group Ltd total revenues, a portion of which are generated by Macquarie Group's Investment Banking activities.

General disclaimers:

Macquarie Securities (Australia) Ltd; Macquarie Capital (Europe) Ltd; Macquarie Capital (USA) Inc; Macquarie Capital Limited, Taiwan Securities Branch; Macquarie Capital Securities (Singapore) Pte Ltd; Macquarie Securities (NZ) Ltd; Macquarie Capital Securities (India) Pvt Ltd; Macquarie Capital Securities (Malaysia) Sdn Bhd; Macquarie Securities Korea Limited and Macquarie Securities (Thailand) Ltd are not authorized deposit-taking

institutions for the purposes of the Banking Act 1959 (Commonwealth of Australia), and their obligations do not represent deposits or other liabilities of Macquarie Bank Limited ABN 46 008 583 542 (MBL) or MGL. MBL does not guarantee or otherwise provide assurance in respect of the obligations of any of the above mentioned entities. MGL provides a guarantee to the Monetary Authority of Singapore in respect of the obligations and liabilities of Macquarie Capital Securities (Singapore) Pte Ltd for up to SGD 35 million. This research has been prepared for the general use of the wholesale clients of the Macquarie Group and must not be copied, either in whole or in part, or distributed to any other person. If you are not the intended recipient you must not use or disclose the information in this research in any way. If you received it in error, please tell us immediately by return e-mail and delete the document. We do not guarantee the integrity of any e-mails or attached files and are not responsible for any changes made to them by any other person. MGL has established and implemented a conflicts policy at group level (which may be revised and updated from time to time) (the "Conflicts Policy") pursuant to regulatory requirements which sets out how we must seek to identify and manage all material conflicts of interest. Nothing in this research shall be construed as a solicitation to buy or sell any security or product, or to engage in or refrain from engaging in any transaction. In preparing this research, we did not take into account your investment objectives, financial situation or particular needs. Macquarie salespeople, traders and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions which are contrary to the opinions expressed in this research. Macquarie Research produces a variety of research products including, but not limited to, fundamental analysis, macro-economic analysis, quantitative analysis, and trade ideas. Recommendations contained in one type of research product may differ from recommendations contained in other types of research, whether as a result of differing time horizons, methodologies, or otherwise. Before making an investment decision on the basis of this research, you need to consider, with or without the assistance of an adviser, whether the advice is appropriate in light of your particular investment needs, objectives and financial circumstances. There are risks involved in securities trading. The price of securities can and does fluctuate, and an individual security may even become valueless. International investors are reminded of the additional risks inherent in international investments, such as currency fluctuations and international stock market or economic conditions, which may adversely affect the value of the investment. This research is based on information obtained from sources believed to be reliable but we do not make any representation or warranty that it is accurate, complete or up to date. We accept no obligation to correct or update the information or opinions in it. Opinions expressed are subject to change without notice. No member of the Macquarie Group accepts any liability whatsoever for any direct, indirect, consequential or other loss arising from any use of this research and/or further communication in relation to this research. Clients should contact analysts at, and execute transactions through, a Macquarie Group entity in their home jurisdiction unless governing law permits otherwise. The date and timestamp for above share price and market cap is the closed price of the price date. #CLOSE is the final price at which the security is traded in the relevant exchange on the date indicated. Members of the Macro Strategy team are Sales & Trading personnel who provide desk commentary that is not a product of the Macquarie Research department or subject to FINRA Rule 2241 or any other regulation regarding independence in the provision of equity research.

Country-specific disclaimers:

Australia: In Australia, research is issued and distributed by Macquarie Securities (Australia) Ltd (AFSL No. 238947), a participating organization of the Australian Securities Exchange. Macquarie Securities (Australia) Limited staff involved with the preparation of research have regular interaction with companies they cover. Additionally, Macquarie Group Limited does and seeks to do business with companies covered by Macquarie Research. There are robust information barriers in place to protect the independence of Macquarie Research's product. However, recipients of Macquarie Research should be aware of this potential conflict of interest. New Zealand: In New Zealand, research is issued and distributed by Macquarie Securities (NZ) Ltd, a NZX Firm. United Kingdom and the EEA: In the United Kingdom and the European Economic Area, research is distributed by Macquarie Capital (Europe) Ltd, which is authorised and regulated by the Financial Conduct Authority (No. 193905). Hong Kong & Mainland China: In Hong Kong, research is issued and distributed by Macquarie Capital Limited, which is licensed and regulated by the Securities and Futures Commission. In Mainland China, Macquarie Securities (Australia) Limited Shanghai Representative Office only engages in non-business operational activities excluding issuing and distributing research. Only non-A share research is distributed into Mainland China by Macquarie Capital Limited. Japan: In Japan, research is Issued and distributed by Macquarie Capital Securities (Japan) Limited, a member of the Tokyo Stock Exchange, Inc. and Osaka Exchange, Inc. (Financial Instruments Firm, Kanto Financial Bureau (kin-sho) No. 231, a member of Japan Securities Dealers Association). India: In India, research is issued and distributed by Macquarie Capital Securities (India) Pvt. Ltd. (CIN: U65920MH1995PTC090696), 92, Level 9, 2 North Avenue, Maker Maxity, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051, India, which is a SEBI registered Research Analyst having registration no. INH000000545. During the past 12 months, Macquarie Group Limited or one of its affiliates may have provided securities services to companies mentioned in this report for which it received compensation for Broking services. Malaysia: In Malaysia, research is issued and distributed by Macquarie Capital Securities (Malaysia) Sdn. Bhd. (Company registration number: 199801007342 (463469-W)) which is a Participating Organisation of Bursa Malaysia Berhad and a holder of Capital Markets Services License issued by the Securities Commission. Taiwan: In Taiwan, research is issued and distributed by Macquarie Capital Limited, Taiwan Securities Branch, which is licensed and regulated by the Financial Supervisory Commission. No portion of the report may be reproduced or quoted by the press or any other person without authorisation from Macquarie. Nothing in this research shall be construed as a solicitation to buy or sell any security or product. The recipient of this report shall not engage in any activities which may give rise to potential conflicts of interest to the report. Research Associate(s) in this report who are registered as Clerks only assist in the preparation of research and are not engaged in writing the research. Macquarie may be in past one year or now being an Issuer of Structured Warrants on securities mentioned in this report. Thailand: In Thailand, research is produced, issued and distributed by Macquarie Securities (Thailand) Ltd. Macquarie Securities (Thailand) Ltd. is a licensed securities company that is authorized by the Ministry of Finance, regulated by the Securities and Exchange Commission of Thailand and is an exchange 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. Macquarie Securities (Thailand) Ltd does not endorse the result of the Corporate Governance Report of Thai Listed Companies but this Report can be accessed at: http://www.thaiiod.com/en/publications.asp?type=4. South Korea: In South Korea, unless otherwise stated, research is prepared, issued and distributed by Macquarie Securities Korea Limited, which is regulated by the Financial Supervisory Services. Information on analysts in MSKL is disclosed at http://dis.kofia.or.kr/websquare/index.jsp?w2xPath=/wq/fundMgr/DISFundMgrAnalystStut.xml&divisionId= MDIS03002001000000&serviceId=SDIS03002001000. Singapore: In Singapore, research is issued and distributed by Macquarie Capital Securities (Singapore) Pte Ltd (Company Registration Number: 198702912C), a Capital Markets Services license holder under the Securities and Futures Act to

(Singapore) Pte Ltd (Company Registration Number: 198702912C), a Capital Markets Services license holder under the Securities and Futures Act to deal in securities and provide custodial services in Singapore. Pursuant to the Financial Advisers (Amendment) Regulations 2005, Macquarie Capital Securities (Singapore) Pte Ltd is exempt from complying with sections 25, 27 and 36 of the Financial Advisers Act. All Singapore-based recipients of research produced by Macquarie Capital (USA) Inc. represent and warrant that they are institutional investors as defined in the Securities and Futures Act. Singapore recipients should contact Macquarie Capital Securities (Singapore) Pte Ltd at +65 6601 0888 for matters arising from, or in connection with, this report. United States: In the United States, research is issued and distributed by Macquarie Capital (USA) Inc., which is a registered broker-dealer and member of FINRA. Macquarie Capital (USA) Inc, accepts responsibility for the content of each research report prepared by one of its non-US affiliates when the research report is distributed in the United States by Macquarie Capital (USA) Inc. Macquarie Capital (USA) Inc. is affiliate's analysts are not registered as research analysts with FINRA, may not be associated persons of Macquarie Capital (USA) Inc., and therefore may not be subject to FINRA rule restrictions on communications with a subject company, public appearances, and trading securities held by a research analyst account. Information regarding futures is provided for reference purposes only and is not a solicitation for purchases or sales of futures. Any persons receiving this report directly from Macquarie Capital (USA) Inc. and wishing to effect a transaction in any security described herein should do so with Macquarie Capital (USA) Inc. Important disclosure information regarding the subject companies covered in this report is available at

www.macquarie.com/research/disclosures, or contact your registered representative at 1-888-MAC-STOCK, or write to the Supervisory Analysts, Research Department, Macquarie Capital (USA) Inc, 125 W.55th Street, New York, NY 10019. **Canada**: In Canada, research is distributed by Macquarie Capital Markets Canada Ltd., a (i) member of the Investment Industry Regulatory Organization of Canada (IIROC) and the Canadian Investor Protection Fund, and (ii) participating organisation of the Toronto Stock Exchange, TSX Venture Exchange & Montréal Exchange. Important disclosure information regarding the subject companies covered in this report is available at www.macquarie.com/research/disclosures. IIROC Rule 3400 Disclosures can be obtained by writing to Macquarie Capital Markets Canada Ltd., 181 Bay St. Suite 3100, Toronto, ON M5J2T3.

© Macquarie Group

21 May 2020 3



Equities

Asia Research

Head of Equi	tv Research
--------------	-------------

Hiroyuki Sakaida (Japan)	(813) 3512 6695
Jayden Vantarakis (ASEAN)	(6221) 2598 8310
Strategy, Country	(0==1) =000
on atogy, ocumery	
	/
Viktor Shvets (Asia, Global) David Ng (China, Hong Kong)	(852) 3922 3883 (852) 3922 1291

Hiroyuki Sakaida (Japan) (813) 3512 6695 Daniel Kim (Korea) (822) 3705 8641 Jeffrey Ohlweiler (Taiwan) (8862) 2734 7512 Javden Vantarakis (ASEAN, Singapore) (6221) 2598 8310 Ari Jahja (Indonesia) (6221) 2598 8366 Prem Jearajasingam (Malaysia) (603) 2059 8989 (632) 857 0892 Gilbert Lopez (Philippines) Peach Patharavanakul (Thailand) (662) 694 7753 Aditya Suresh (India) (852) 3922 1265 Charles Yonts (Asia ESG) (852) 3922 5832 Felix Rusli (Asia Product) (852) 3922 4283

Technology

Nicolas Baratte (Asia)	(852) 3922 5801
Damian Thong (Asia)	(813) 3512 7877
Jeffrey Ohlweiler (Greater China)	(8862) 2734 7512
Patrick Liao (Greater China)	(8862) 2734 7515
Cherry Ma (Greater China)	(852) 3922 5800
Erica Chen (Greater China)	(8621) 2412 9024
Kaylin Tsai (Greater China)	(8862) 2734 7523
Hiroshi Taguchi (Japan)	(813) 3512 7867
Daniel Kim (Korea)	(822) 3705 8641
Sonny Lee (Korea)	(822) 3705 8678
Abhishek Bhandari (India)	(9122) 6720 4088

Telecoms

Nicolas Baratte (Asia)	(852) 3922 5801
Hiroshi Yamashina (Japan)	(813) 3512 5968
Andy Kim (Korea)	(822) 3705 8690
Prem Jearajasingam (ASEAN)	(603) 2059 8989
Kervin Sisayan (Philippines)	(632) 857 0893

Internet, Media and Software

Han Joon Kim (Asia)	(852) 3922 5926
John Wang (China, Hong Kong)	(852) 3922 3578
Frank Chen (China, Hong Kong)	(852) 3922 1433
Ellie Jiang (China, Hong Kong)	(852) 3922 4110
Andy Kim (Korea)	(822) 3705 8690
Alankar Garude (India)	(9122) 6720 4134

Consumer, Gaming

Linda Huang (Asia)	(852) 3922 4068
Terence Chang (China, Hong Kong)	(852) 3922 3581
Sunny Chow (China, Hong Kong)	(852) 3922 3768
Edward Engel (China, Hong Kong)	(852) 3922 5750
Leon Rapp (Japan)	(813) 3512 7879
Kwang Cho (Korea)	(822) 3705 4953
Amit Sinha (India)	(9122) 6720 4085
Denise Soon (Malaysia)	(603) 2059 8845
Karisa Magpayo (Philippines)	(632) 857 0899
Chalinee Congmuang (Thailand)	(662) 694 7993

Healthcare and Pharmaceuticals

David Ng (China, Hong Kong)	(852) 3922 1291
Xiang Gao (China, Hong Kong)	(8621) 2412 9006
Corinne Jian (China)	(8862) 2734 7522
Mi Hyun Kim (Korea)	(822) 3705 8689
Alankar Garude (India)	(9122) 6720 4134
Ari Jahja (Indonesia)	(6221) 2598 8366

Emerging Leaders

Corinne Jian (Asia)	(8862) 2734 7522
Kwang Cho (Korea)	(822) 3705 4953
Bo Denworalak (Thailand)	(662) 694 7774

Banks and Financials

Scott Russell (Asia)	(852) 3922 3567
Dexter Hsu (China, Taiwan)	(8862) 2734 7530
Suresh Ganapathy (India)	(9122) 6720 4078
Nishant Shah (India)	(9122) 6720 4099
Jayden Vantarakis	
(ASEAN, Indonesia, Singapore)	(6221) 2598 8310
Ben Shane Lim (Malaysia)	(603) 2059 8868
Gilbert Lopez (Philippines)	(632) 857 0892
Peach Patharavanakul (Thailand)	(662) 694 7753

Property, REIT

Kelvin Tam (China, Hong Kong)	(852) 3922 1181
Masahiro Mochizuki (Japan)	(813) 3512 7868
Richard Danusaputra (Indonesia)	(6221) 2598 8368
Aiman Mohamad (Malaysia)	(603) 2059 8986
Kervin Sisayan (Philippines)	(632) 857 0893
Derrick Heng (Singapore)	(65) 6601 0436
Bo Denworalak (Thailand)	(662) 694 7774
Abhishek Bhandari (India)	(9122) 6720 4088

Oil, Gas and Petrochemicals

Mark Wiseman (Asia)	(612) 8232 8417
Anna Park (Asia)	(822) 3705 8669
Yasuhiro Nakada (Japan)	(813) 3512 7862
Corinne Jian (Taiwan)	(8862) 2734 7522
Ben Shane Lim (Malaysia)	(603) 2059 8868
Yupapan Polpornprasert (Thailand)	(662) 694 7729
Aditya Suresh (India)	(852) 3922 1265

Basic Materials, Commodities

David Ching (China, Hong Kong)	(852) 3922 1823
Harunobu Goroh (Japan)	(813) 3512 7886
Yasuhiro Nakada (Japan)	(813) 3512 7862
Anna Park (Korea)	(822) 3705 8669
Ashish Jain (India)	(9122) 6720 4063

Utilities, Renewables

Hiroyuki Sakaida (Japan)	(813) 3512 6695
Patrick Dai (China)	(8621) 2412 9082
Sean Hu (China, Hong Kong)	(852) 3922 3571
Kerry Cheng (China)	(8621) 2412 9025
Karisa Magpayo (Philippines)	(632) 857 0899

Industrials, Autos, Transportation

Patrick Dai (China)	(8621) 2412 9082
Eric Zong (China, Hong Kong)	(852) 3922 4749
Allen Yuan (China, Hong Kong)	(8621) 2412 9009
Kunio Sakaida (Japan)	(813) 3512 7873
James Hong (Korea)	(822) 3705 8661
Corinne Jian (Taiwan)	(8862) 2734 7522
Zhiwei Foo (Singapore)	(65) 6601 0465
Ajinkya Bhat (India)	(9122) 6720 4052

Find our research at

Macquarie: www.macquarieinsights.com
Refinitiv: www.refinitiv.com
Bloomberg: MAC GO

Bloomberg: MAC GO Factset: http://www.factset.com/home.aspx CapitalIQ www.capitaliq.com

Contact macresearch@macquarie.com for access

requests.

Email addresses

FirstName.Surname@macquarie.com

Asia Sales

Regional Heads of Sales

Christina Lee (Head of Asian Sales) (1 212) 231 2559 Alan Chen (HK/China) (852) 3922 2019 Amelia Mehta (Singapore) (65) 6601 0211 Paul Colaco (US) (1 415) 762 5003 (44 20) 3037 4893 Mothlib Miah (UK/Europe) (9122) 6720 4101 Sandeep Bhatia (India) (6221) 2598 8303 Janeman Latul (Indonesia) Thomas Renz (Geneva) (41 22) 818 7712 Leslie Hoy (Japan) (813) 3512 7919

Regional Heads of Sales cont'd

Tomohiro Takahashi (Japan) (813) 3512 7823 DJ Kwak (Korea) (822) 3705 8608 Nik Hadi (Malaysia) (603) 2059 8888 Gino C Rojas (Philippines) (632) 857 0861 Eric Lin (Taiwan) (8862) 2734 7590 Angus Kent (Thailand) (662) 694 7601

Sales Trading

(852) 3922 2084 Mark Weekes (Asia) Stanley Dunda (Indonesia) (6221) 515 1555 Edward Jones (Japan) (813) 3512 7822 Suhaida Samsudin (Malavsia) (603) 2059 8888 Michael Santos (Philippines) (632) 857 0813 Mike Gray (New York) (1 212) 231 2555 Justin Morrison (Singapore) (65) 6601 0288 Brendan Rake (Thailand) (662) 694 7707 Mike Keen (UK/Europe) (44 20) 3037 4905 Susan Lin (Taiwan) (886 2) 2734 7583