

IC design · Taiwan

MediaTek (2454.TW/2454 TT)

Apple's new orders are a positive, but yet to be finalized

FTSE4Good TIP Taiwan ESG Index stock

Outperform · Maintained

Price as of December 13 (NT\$)	1,410
12M target price (NT\$)	1,700
Previous target price (NT\$)	1,700
Unchanged (%)	0.0
Upside (%)	20.6

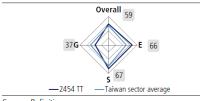
Key message

- 1. Apple (US) plans to diversify modem suppliers for the Apple Watch.
- 2. Apple Watch modem business to contribute 1.5-2.0% of sales in 2025F.
- 3. Order continuity remains a question mark.

Trading data				
Mkt cap (NT\$bn/US	2,258/0	59,305		
Outstanding shares	Outstanding shares (mn)			
Foreign ownership (946			
3M avg. daily tradin	4.26			
52-week trading ran	nge (NT\$)	879 –1,5	500	
Performance	3M	6M	12M	
Absolute (%)	25.3	1.8	47.6	
Relative (%)	19.5	-1.4	15.8	

Quart	terly EPS			
NT\$	1Q	2Q	3Q	4Q
2023	10.64A	10.07A	11.64A	16.17A
2024	19.85A	16.19A	15.94A	15.18F
2025	15.86F	16.06F	19.14F	19.18F

ESG score card



Source: Refinitiv

Event

According to Bloomberg, Apple (US) plans to include MediaTek as a modem supplier for its next-generation Apple Watch. The deal would further reduce Apple's reliance on Intel (US), which previously developed processors for Mac computers. This deal would mark the first time Apple would use a major component from MediaTek.

Impact

Apple plans to diversify modem suppliers for the Apple Watch. According to our industry checks, we believe 5G modem supply from MediaTek has yet to be finalized, but MediaTek will likely be included as a 4G modem supplier for the Apple Watch Ultra. Intel is currently the sole supplier for the Apple Watch, while Qualcomm (US) is the sole supplier for the iPhone. Despite details being unconfirmed, Apple's intention to diversify its modem suppliers is obvious. We believe this is a positive for MediaTek, but we have not yet factored the news into our earnings forecasts.

Apple Watch modem business to contribute 1.5-2.0% of sales in 2025F. Apple shipped 41mn Apple Watch units in 2023, with the Ultra accounting for 34% of shipments. However, the weighting of Ultra shipments fell to 20% in 2024 due to no refresh of the product line. Assuming the midpoint of Apple Watch Ultra shipments is around 10mn units per year with 4G modems, we expect this deal to contribute 1.5% of MediaTek's sales in 2025, or 2.0% if including 5G modems. However, we only know Apple intends to diversify its supply chain, but many details for this deal remain uncertain.

Order continuity remains a question mark. Apple plans to utilize its self-developed modem and RF chips for the iPhone over the long term. Starting with the iPhone SE4 in 1Q25, and then likely the iPhone Slim in 3Q25, we expect Apple to eventually adopt its self-developed modem across all product lines. Assuming MediaTek gradually replaces Intel as a modem supplier for the Apple Watch, Apple may still intend to eventually use its self-developed products, so order sustainability for MediaTek remains uncertain.

Valuation & Action

We remain positive on MediaTek as new non-smartphone products (particularly AI) will drive 2026F sales growth. New Apple Watch business would be a positive and milestone for MediaTek, despite limited sales contribution in 2025F. We maintain Outperform and our target price of NT\$1,700, based on 20x (cycle peak) 2026F EPS, as we estimate 2026 revenue growth will return to 20% YoY. We will review our model once we have more details about new Apple business.

Risks

Smartphone shipments decline; slow progress of AI chips.

Key financials and valuations

	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
Revenue (NT\$mn)	548,796	433,446	525,226	600,872	722,068
Gross profit (NT\$mn)	270,904	207,367	259,845	290,146	346,408
Operating profit (NT\$mn)	126,788	71,800	105,319	114,793	140,992
Net profit (NT\$mn)	118,141	76,979	106,739	111,687	135,293
EPS (NT\$)	74.59	48.51	67.16	70.24	85.08
Cash DPS (NT\$)	76.01	55.01	69.01	67.98	70.48
EPS growth (%)	5.7	(35.0)	38.4	4.6	21.1
PE (x)	18.9	29.1	21.0	20.1	16.6
PB (x)	5.1	6.1	5.6	5.3	4.9
EV/EBITDA (x)	10.5	13.5	9.4	8.4	6.7
Net debt to equity (%)	Net cash				
Dividend yield (%)	5.4	3.9	4.9	4.8	5.0
Return on average equity (%)	27.1	19.0	27.8	27.1	30.6

Source: Company data; KGI Research estimates



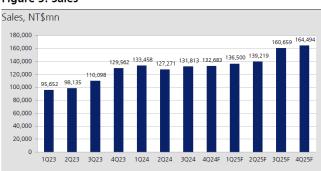
Taiwan

Figure 1: Company profile

MediaTek was founded in 1997 as a top-five fabless design house specializing in SoC solutions for wireless communications and digital multimedia. It holds a leading position in cutting-edge SoC system solutions for wireless communications, high-definition TV, optical storage, DVD, and Blu-ray products. It also offers related product design, testing, maintenance, and technology consulting services. MediaTek is headquartered in Hsinchu Science Park, Taiwan, with sales and research subsidiaries in China, Singapore, India, Japan, South Korea, the US, Denmark, and the UK. Employees numbered around 20,000 in 2021.

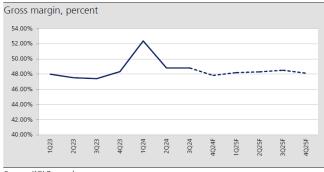
Source: Company data; KGI Research





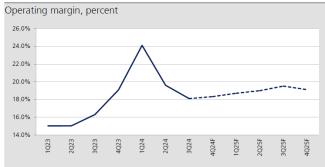
Source: KGI Research

Figure 5: Gross margin



Source: KGI Research

Figure 7: Operating margin



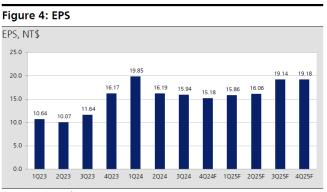
Source: KGI Research



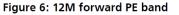
QFII holdings, percent (LHS); share price, NT\$ (RHS)

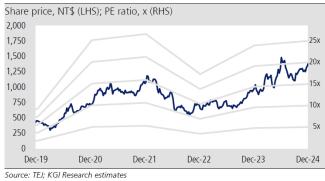


Source: TEJ; KGI Research



Source: KGI Research







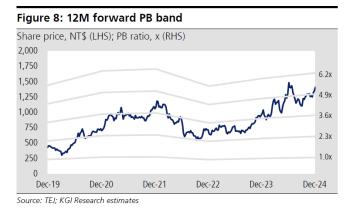
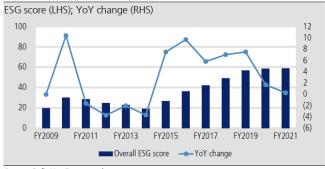


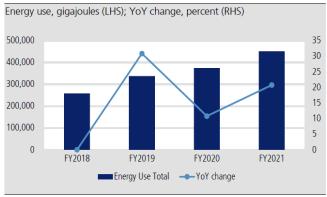


Figure 9: Overall ESG score



Source: Refinitiv; Company data

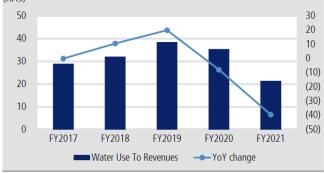
Figure 11: Energy use



Source: Refinitiv; Company data

Figure 13: Water use to revenue

Water use to revenue, cubic meters/ US\$mn (LHS); YoY change, percent (RHS)



Source: Refinitiv; Company data

Figure 15: Employee training

Average annual training hours per employee, annual hours/ employee



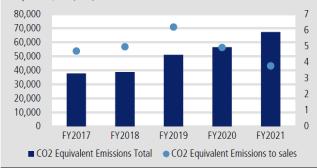
Source: Refinitiv; Company data



Source: Refinitiv; Company data

Figure 12: CO2 equivalent emissions

CO2 equivalent emissions, metric tons (LHS); emissions to revenue, metric tons per US\$mn (RHS)



Source: Refinitiv; Company data

Figure 14: Independent board members

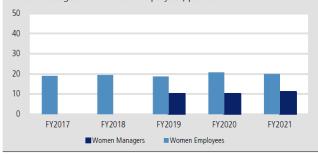
Independent Board Members, percent



Source: Refinitiv; Company data

Figure 16: Gender diversification

Women managers and women employees, percent



Source: Refinitiv; Company data



ESG chart definition

Item	Definition	Remarks
Energy use	 Total direct and indirect energy consumption in gigajoules. the total amount of energy that has been consumed within the boundaries of the company's operations total energy use = total direct energy consumption + indirect energy consumption purchased energy and produced energy are included in total energy use for utilities, transmission/ grid loss as part of its business activities is considered as total energy consumed and data does not consider electricity produced to answer energy use (utility company produces to sell) for utilities, raw materials such as coal, gas or nuclear used in the production of energy are not considered under 'total energy use' 	
Renewable energy purchased	Total primary renewable energy purchased in gigajoules. - energy consumed by the company from various sources and among the purchased energy, how much energy is renewable in nature (solar, wind, hydro, biomass, geothermal) are in scope - if there is no evidence that renewable energy is produced by the company, then we consider the reported energy figure as renewable energy purchased	MediaTek has conducted carbon footprint verification on its office buildings and its internal administration process.
Renewable energy use ratio	Renewable energy to total energy used	
CO2 equivalent emissions	Direct CO2 and CO2 equivalent emissions in metric tons. - direct emissions from sources that are owned or controlled by the company (scope 1 emissions) - following gases are relevant: carbon dioxide (CO2), methane (CH4), nitrous oxide (N2O), hydrofluorocarbons (HFCS), perfluorinated compound (PFCS), sulfur hexafluoride (SF6), nitrogen trifluoride (NF3)	
CO2 equivalent emissions to sales	Direct CO2 and CO2 equivalent emissions (metric tons) to sales (NT\$mn) - direct emissions from sources that are owned or controlled by the company (scope 1 emissions) - following gases are relevant: carbon dioxide (CO2), methane (CH4), nitrous oxide (N2O), hydrofluorocarbons (HFCS), perfluorinated compound (PFCS), sulfur hexafluoride (SF6), nitrogen trifluoride (NF3)	
Waste total	Total amount of waste produced in metric tons. - total waste = non-hazardous waste + hazardous waste - only solid waste is taken into consideration, exceptionally if liquid waste is reported in metric tons, then we do the summation to derive total including liquid waste - for sectors like mining, oil & gas, waste generation like tailings, waste rock, coal and fly ash are also considered	
Waste recycling ratio	The waste recycling ratio as reported by the company. - waste recycling ratio = waste recycled/total waste*100 - waste to energy or waste incinerated with energy recovery are considered as waste recycled - waste recovered via composting is considered as recycled waste	
Water withdrawal total	Total water withdrawal in cubic meters. - the total volume of water withdrawn from any water source that was either withdrawn directly by the reporting organization or through intermediaries such as water utilities - different sources of water like wells, town/utility/municipal water, river water, and surface water are considered	
Environmental expenditures	Total amount of environmental expenditures. - all environmental investment & expenditures for environmental protection or to prevent, reduce, control environmental aspects, impacts, and hazards. It also includes disposal, treatment, sanitation, and clean-up expenditures	
Turnover of employees	Percentage of employee turnover. - includes employees who left the company for any reason (voluntary or involuntary), such as resignations, retirement, natural departure/death, medical incapacitation, redundancy, layoffs, restructuring, dismissal, retrenchment or end of a fixed-term contract - employees turnover rate = (employees leaving/average number of employees)*100 - where the average number of employees = (employees at the end of the current year + employees at the end of the previous year)/2 - employees at the end of the current fiscal year = employees at the end of the previous fiscal year + new employees - employees leaving	Has disclosed the retention rate in 2019-20, and its HR has launched inventive program with better compensation to keep its talents.
Women managers	Percentage of women managers. - percentage of women managers among total managers of the company - if there is a breakdown by category in percentage, such as top, senior, middle, and junior management, then we consider the percentage of middle women managers - percentage of women managers = number of women managers/total number of managers*100	
Women employees	Percentage of women employees. - percentage of women employees to the total number of employees of the company - percentage of women employees = number of women/total number of employees*100	
Training hours total	Total training hours performed by all employees. - consider only employee training hours - includes all types of training given to general employees (such as health & safety, environmental, emergency response, skills & career development training) - if the value is given in days, multiply by 8, assuming that 1 day = 8 hours worked	

Source: Refinitiv, Company data, KGI Research



Income statement

	Quarterly								Annually		
	Mar-24A	Jun-24A	Sep-24A	Dec-24F	Mar-25F	Jun-25F	Sep-25F	Dec-25F	Dec-24F	Dec-25F	Dec-26F
Income statement (NT\$mn)											
Revenue	133,458	127,271	131,813	132,683	136,500	139,219	160,659	164,494	525,226	600,872	722,068
Cost of goods sold	(63,558)	(65,135)	(67,466)	(69,223)	(70,701)	(71,973)	(82,714)	(85,337)	(265,381)	(310,726)	(375,660)
Gross profit	69,901	62,136	64,348	63,460	65,799	67,246	77,945	79,156	259,845	290,146	346,408
Operating expenses	(37,721)	(37,180)	(40,483)	(39,142)	(40,268)	(40,791)	(46,591)	(47,703)	(154,526)	(175,353)	(205,416)
Operating profit	32,180	24,956	23,864	24,319	25,531	26,454	31,354	31,453	105,319	114,793	140,992
Depreciation of fixed assets	(3,049)	(3,097)	(3,165)	(3,388)	(3,995)	(3,995)	(3,995)	(3,995)	(12,699)	(15,980)	(20,537)
Amortisation of intangible assets	(1,912)	(2,124)	(2,134)	(2,044)	(3,720)	(3,720)	(3,720)	(3,720)	(8,214)	(14,879)	(24,519)
EBITDA	37,141	30,177	29,163	29,751	33,246	34,169	39,068	39,168	126,231	145,652	186,049
Interest income	2,298	2,936	2,896	2,518	2,777	2,522	2,824	2,506	10,648	10,628	11,481
Investment income	766	1,092	154	482	540	570	599	510	2,494	2,220	2,019
Other non-op income	97	138	616	-	-	-	-	-	2,467	-	-
Non-operating income	3,161	4,167	3,665	2,999	3,317	3,092	3,423	3,016	15,609	12,848	13,501
Interest expense	(58)	(39)	(204)	(25)	(25)	(25)	(25)	(25)	(326)	(98)	(98
Investment loss	-	-	-	-	-	-	-	-	-	-	-
Other non-op expenses	387	114	1,116	-	-	-	-	-	-	-	-
Non-operating expenses	329	75	912	(25)	(25)	(25)	(25)	(25)	(326)	(98)	(98)
Pre-tax profit	35,670	29,197	28,441	27,294	28,824	29,522	34,752	34,444	120,601	127,542	154,395
Current taxation	(4,015)	(3,242)	(2,851)	(3,002)	(3,459)	(3,838)	(4,170)	(3,789)	(13,111)	(15,256)	(18,502)
Minorities	(119)	(240)	(243)	(150)	(150)	(150)	(150)	(150)	(752)	(600)	(600)
Normalised net profit	31,536	25,716	25,346	24,141	25,215	25,534	30,432	30,505	106,739	111,687	135,293
Extraordinary items	. (0)	. 0	. 0	-	-	-	-	-	-	-	· -
Net profit	31,536	25,716	25,346	24,141	25,215	25,534	30,432	30,505	106,739	111,687	135,293
EPS (NT\$)	19.85	16.19	15.94	15.18	15.86	16.06	19.14	19.18	67.16	70.24	85.08
Margins (%)											
Gross profit margin	52.4	48.8	48.8	47.8	48.2	48.3	48.5	48.1	49.5	48.3	48.0
Operating margin	24.1	19.6	18.1	18.3	18.7	19.0	19.5	19.1	20.1	19.1	19.5
EBITDA margin	27.8	23.7	22.1	22.4	24.4	24.5	24.3	23.8	24.0	24.2	25.8
Pretax profit margin	26.7	22.9	21.6	20.6	21.1	21.2	21.6	20.9	23.0	21.2	21.4
Net profit margin	23.6	20.2	19.2	18.2	18.5	18.3	18.9	18.5	20.3	18.6	18.7
Sequential growth (%)											
Revenue growth	3.0	(4.6)	3.6	0.7	2.9	2.0	15.4	2.4			
Gross profit growth	11.6	(11.1)	3.6	(1.4)	3.7	2.2	15.9	1.6			
Operating profit growth	30.1	(22.4)	(4.4)	1.9	5.0	3.6	18.5	0.3			
EBITDA growth	25.5	(18.8)	(3.4)	2.0	11.7	2.8	14.3	0.3			
Pretax profit growth	26.0	(18.1)	(2.6)	(4.0)	5.6	2.4	17.7	(0.9)			
Net profit growth	22.9	(18.5)	(1.4)	(4.8)	4.4	1.3	19.2	0.2			
YoY growth (%)	22.5	(10.5)	()	(1.0)		1.5	10.2	0.2			
Revenue growth	39.5	29.7	19.7	2.4	2.3	9.4	21.9	24.0	21.2	14.4	20.2
Gross profit growth	52.2	33.2	23.3	1.3	(5.9)	8.2	21.5	24.0	25.3	14.4	19.4
Operating profit growth	124.0	69.2	33.0	(1.7)	(20.7)	6.0	31.4	24.7	46.7	9.0	22.8
EBITDA growth	98.8	59.1	28.1	0.6	(10.5)	13.2	31.4 34.0	29.5 31.7	40.7	9.0 15.4	22.0
Pretax profit growth	86.7	58.9	35.5	(3.6)	(10.3)	1.1	22.2	26.2	39.0	5.8	27.7
Net profit growth	86.9	61.1	37.2	(5.0)	(19.2)	(0.7)	22.2	26.2	39.0	5.8 4.6	21.1
Source: Company data: KGI Research estimate		01.1	57.2	(3.9)	(20.0)	(0.7)	20.1	20.4	50.7	4.0	Z 1. I

Source: Company data; KGI Research estimates



Balance sheet					
NT\$mn	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
Total assets	608,399	635,038	702,500	764,309	838,530
Current assets	297,654	290,889	347,060	382,709	436,450
Cash & ST securities	164,810	180,673	216,059	220,697	249,409
Inventory	70,703	43,220	57,084	70,372	81,370
Accounts receivable	40,842	55,834	48,263	59,834	68,996
Other current assets	21,298	11,161	25,655	31,805	36,676
Non-current assets	310,746	344,150	355,439	381,601	402,080
LT investments	125,575	152,228	169,566	171,566	173,566
Net fixed assets	53,862	53,291	56,544	55,001	51,812
Other assets	131,309	138,631	129,329	155,034	176,701
Total liabilities	165,341	260,833	293,657	331,441	368,840
Current liabilities	141,570	231,999	269,451	304,174	339,148
Accounts payable	21,518	38,779	36,612	45,135	52,188
Interest bearing ST liabilities	6,569	7,826	26,216	26,216	26,216
Other current liabilities	113,484	185,394	206,623	232,823	260,744
Non-current liabilities	23,771	28,834	24,206	27,268	29,692
Long-term debt	863	4,605	3,149	3,149	3,149
Other L-T liabilities	14,599	16,169	19,395	22,457	24,881
Total equity	443,058	374,205	408,843	432,868	469,690
Share capital	15,994	15,996	16,017	16,017	16,017
Retained earnings reserve	286,689	212,670	339,239	362,664	398,886
Minority interests	2,949	6,000	8,456	9,056	9,656
Preferred shareholders funds	-	-	-	-	-

Key ratios					
	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
Growth					
Revenue growth	11.2%	(21.0%)	21.2%	14.4%	20.2%
Operating profit growth	17.4%	(43.4%)	46.7%	9.0%	22.8%
EBITDA growth	19.5%	(36.5%)	40.3%	15.4%	27.7%
Net profit growth	6.0%	(34.8%)	38.7%	4.6%	21.1%
EPS growth	5.7%	(35.0%)	38.4%	4.6%	21.1%
Profitability					
Gross profit margin	49.4%	47.8%	49.5%	48.3%	48.0%
Operating margin	23.1%	16.6%	20.1%	19.1%	19.5%
EBITDA margin	25.8%	20.8%	24.0%	24.2%	25.8%
Net profit margin	21.5%	17.8%	20.3%	18.6%	18.7%
Return on average assets	18.6%	12.4%	16.0%	15.2%	16.9%
Return on average equity	27.1%	19.0%	27.8%	27.1%	30.6%
Stability					
Gross debt to equity	1.7%	3.3%	7.2%	6.8%	6.3%
Net debt to equity	Net cash				
Interest coverage (x)	366.5	218.3	370.7	1,300.1	1,573.6
Interest & ST debt coverage (x)	1.0	0.9	0.8	0.8	0.9
Cash flow interest coverage(x)	389.8	415.9	431.2	1,444.5	1,830.6
Cash flow/int. & ST debt (x)	20.8	20.2	5.3	5.4	6.8
Current ratio (x)	2.1	1.3	1.3	1.3	1.3
Quick ratio (x)	1.6	1.1	1.1	1.0	1.0
Net debt (NT\$mn)	(140,070)	(152,965)	(169,004)	(175,643)	(206,355)
Per share data					
EPS (NT\$)	74.59	48.51	67.16	70.24	85.08
CFPS (NT\$)	91.29	104.67	88.50	89.19	113.03
BVPS (NT\$)	275.16	230.18	250.30	264.94	287.58
Adj BVPS (NT\$)	277.88	232.04	251.91	266.53	289.31
SPS (NT\$)	346.51	273.15	330.45	377.88	454.10
EBITDA/share (NT\$)	89.51	56.72	79.42	91.60	117.00
Cash DPS (NT\$)	76.01	55.01	69.01	67.98	70.48
Activity					
Sales / avg assets	0.86	0.70	0.79	0.82	0.90
Days receivable	27.2	47.0	33.6	36.3	34.9
Days inventory	92.9	69.8	78.7	82.7	79.1
Days payable	28.3	62.6	50.5	53.0	50.7
Cash cycle	91.8	54.2	61.9	66.0	63.2

Source: Company data; KGI Research estimates

Profit & loss					
NT\$mn	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
Revenue	548,796	433,446	525,226	600,872	722,068
Cost of goods sold	(277,892)	(226,079)	(265,381)	(310,726)	(375,660)
Gross profit	270,904	207,367	259,845	290,146	346,408
Operating expenses	(144,116)	(135,568)	(154,526)	(175,353)	(205,416)
Operating profit	126,788	71,800	105,319	114,793	140,992
Non-operating income	7,137	14,287	15,609	12,848	13,501
Interest income	3,218	7,308	10,648	10,628	11,481
Investment income	3,281	6,471	2,494	2,220	2,019
Other non-op income	638	508	2,467		-
Non-operating expenses	1,636	696	(326)	(98)	(98)
Interest expense	(371)	(399)	(326)	(98)	(98)
Investment loss	-	-	-	-	-
Other non-op expenses	2,007	1,095	-	-	-
Pre-tax profit	135,561	86,782	120,601	127,542	154,395
Current taxation	(16,936)	(9,591)	(13,111)	(15,256)	(18,502)
Minorities	(484)	(212)	(752)	(600)	(600)
Extraordinary items	-	0	(0)	-	-
Net profit	118,141	76,979	106,739	111,687	135,293
EBITDA	141,768	90,000	126,231	145,652	186,049
EPS (NT\$)	74.59	48.51	67.16	70.24	85.08

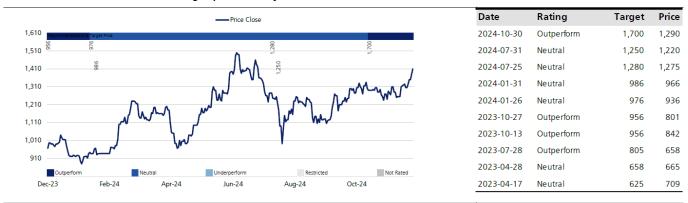
NT\$mn	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
Operations cash flow	144,583	166,091	140,667	141,818	179,727
Net profit	118,141	76,979	106,739	111,687	135,293
Depreciation & amortisation	14,980	18,200	20,912	30,859	45,056
Decrease in working capital	164	30,356	(8,459)	(16,337)	(13,106)
Other operating cash flow	11,298	40,556	21,475	15,609	12,484
Investing cash flow	(37,535)	(28,746)	(39,532)	(48,721)	(58,549)
Sale of ST investment	(19,467)	(12,157)	(11,580)	2,000	2,000
New investments	(199)	116	(475)	(2,000)	(2,000)
Capital expenditure	(13,622)	(9,325)	(13,316)	(14,436)	(17,348)
Others investing cashflow	(4,247)	(7,379)	(14,161)	(34,285)	(41,200
Free cash flow	106,772	95,897	84,793	86,269	114,179
Financing cash flow	(156,280)	(118,569)	(71,721)	(86,458)	(90,466)
Increase in short term debt	(48,016)	(1,500)	16,934	-	-
Increase in long term loans	(558)	(828)	-	-	-
New ordinary shares issued	-	-	-	-	-
Ordinary dividends paid	(116,141)	(120,981)	(87,551)	(86,458)	(90,466
Other financing cashflow	8,435	4,740	(1,104)	-	-
Forex effects	13,030	(883)	3,560	-	
Total cash generated	(36,202)	17,894	32,973	6,638	30,712

	Dec-22A	Dec-23A	Dec-24F	Dec-25F	Dec-26F
1 - COGS/revenue					
- Operating exp./revenue	26.3%	31.3%	29.4%	29.2%	28.4%
= Operating margin	23.1%	16.6%	20.1%	19.1%	19.5%
1 / (Working capital/revenue	(0.0)	(0.3)	(0.2)	(0.2)	(0.2)
+ Net PPE/revenue	0.1	0.1	0.1	0.1	0.1
+ Other assets/revenue)	0.1	0.1	0.1	0.1	0.1
= Capital turnover	6.2	(16.3)	(17.9)	(21.2)	(19.8)
Operating margin	23.1%	16.6%	20.1%	19.1%	19.5%
x Capital turnover	6.2	(16.3)	(17.9)	(21.2)	(19.8)
x (1 - tax rate)	87.5%	88.9%	89.1%	88.0%	88.0%
= After-tax ROIC	124.5%	(240.6%)	(319.1%)	(356.2%)	(339.8%)

Source: Company data; KGI Research estimates



MediaTek - Recommendation & target price history



Source: TEJ; KGI Research

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