

Malaysia Trading Idea

5 April 2024

Inta Bina (INTA MK)

Building Trust, Building Quality

- MYR0.54 FV based on 9x FY25F P/E. Inta Bina is a G7 building construction contractor with more than 30 years of operating history. Its long-term relationship with reputable developers and strategic focus in the Klang Valley may continue supporting its orderbook replenishment and profit growth. Growth is further supported by its recent foray into property development and the escalator business.
- Robust outstanding orderbook. INTA has secured new jobs worth MYR453m in FY23, including jobs from Eco World Development Group (ECW MK, NR), Sime Darby Property (SDPR MK, BUY, TP: MYR0.93) and Mah Sing (MSGB MK, BUY, TP: MYR1.55). This brings its outstanding orderbook to MYR1bn (cover ratio of 1.5x). We pencil in a target orderbook replenishment of MYR600m for FY24F, bolstered by its tenderbook of MYR6.1bn. This target is reasonable, considering that a few projects have been pushed back to this year according to management. Additionally, we learnt that INTA has tendered several design and build contracts, which may yield better margins.
- Key focus: Klang Valley. >90% of INTA's revenue is derived from projects in the Klang Valley, allowing the group to capitalise on Selangor's GDP growth as the Selangor Government has projected a GDP growth rate of 6.5-7% pa from 2021-2025 under the Rancangan Selangor 1 (RS-1). The increasing value of residential property transactions in Selangor and Kuala Lumpur may serve as a growth factor for its orderbook, especially with interest rates peaking.
- Foray into new endeavours. INTA's property division, Angkasa Senuri, launched its first project, Senuri Residence, on 7 Oct 2023 (GDV: MYR204m). The project has proven successful with an impressive 80% take-up rate since its soft launch. The venture presents synergistic benefits as the group is involved in every stage of the development process, ensuring better margins. Additionally, INTA has entered the lift and escalator market under the brand Canny Lift. This move not only capitalises on increased construction demand but also provides recurring income through maintenance services, complementing its project-based construction earnings.
- Earnings projection. We are projecting a 3-year earnings CAGR of 16% for INTA, underpinned by a robust outstanding orderbook and strong job win targets of MYR600m for FY24F-25F. Also, the expansion into two new businesses is providing synergistic benefits, contributing to INTA's topline and bottomline with better margins. A rerating catalyst: The possibility of securing more jobs in Johor, as some of its long-term clients, eg ECW and UEM Sunrise (UEMS MK, BUY, TP: MYR1.60) are undertaking development in the region.
- Valuation. The 9x P/E is within the 8-10x P/E range ascribed to most small-cap peers under our coverage. In light of the healthy outstanding orderbook, we view its valuation as undemanding trading at 5.6x FY25F P/E (>2SD below the Bursa Malaysia Construction Index's 5-year mean). Key risks: weaker-than-expected orderbook replenishment, escalation in material costs, and project delays.

Forecasts and Valuation	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover (MYRm)	466	650	704	711	751
Recurring net profit (MYRm)	10	23	29	32	36
Recurring net profit growth (%)	(10.9)	122.5	28.0	9.9	10.9
Recurring P/E (x)	17.38	7.81	6.10	5.55	5.00
P/B (x)	1.2	1.1	0.9	0.8	0.7
P/CF (x)	na	2.53	10.93	4.21	3.91
Dividend Yield (%)	2.2	4.5	4.1	4.5	5.0
EV/EBITDA (x)	6.88	3.12	2.56	1.90	1.26
Return on average equity (%)	6.4	14.2	16.3	15.9	15.7
Net debt to equity (%)	8.3	net cash	net cash	net cash	net cash

Source: Company data, RHB

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Not Rated

 Fair Value (Return):
 MYR0.54 (+61%)

 Price:
 MYR0.34

 Market Cap:
 USD37.9m

 Avg Daily Turnover (MYR/USD)
 0.94m/0.07m

Analysts

Cindy Lee +603 2302 8105 cindy.chin.hui@rhbgroup.com

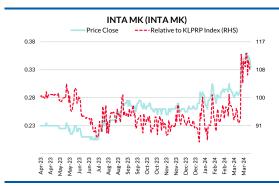


Adam Bin Mohamed Rahim +603 2302 8101 adam.mohamed.rahim@rhbgroup.com



Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	28.8	15.5	24.1	28.8	39.6
Relative	13.2	6.5	15.2	12.6	(2.5)
52-wk Price low		0.21	- 0.36		



Source: Bloomberg

Note

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



Financial Exhibits

Asia Malaysia Construction & Engineering Inta Bina INTA MK Buy

Valuation basis

9x FY25F P/E

Key drivers

INTA's earnings are supported by expanding orderbook, and improving outlook of the property sector.

Key risks

Weaker-than-expected orderbook replenishment, higher-than-expected material costs and project delays.

The inverse would constitute upside risks.

Company Profile

INTA is a G7 building construction contractor with more than 30 years of operating history and projects are mainly in the Klang Valley and Johor. Its main focus lies in constructing various type of buildings, encompassing high-rise residential and commercial properties, industrial as well as leisure properties.

Financial summary (MYR)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Recurring EPS	0.02	0.04	0.05	0.06	0.07
DPS	0.01	0.02	0.01	0.02	0.02
BVPS	0.28	0.32	0.36	0.40	0.45
Return on average equity (%)	6.4	14.2	16.3	15.9	15.7

Valuation metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Recurring P/E (x)	17.38	7.81	6.10	5.55	5.00
P/B (x)	1.2	1.1	0.9	0.8	0.7
FCF Yield (%)	(8.9)	31.6	6.4	21.0	22.8
Dividend Yield (%)	2.2	4.5	4.1	4.5	5.0
EV/EBITDA (x)	6.88	3.12	2.56	1.90	1.26
EV/EBIT (x)	11.96	4.14	3.38	2.47	1.62

Income statement (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover	466	650	704	711	751
Gross profit	32	53	62	66	72
EBITDA	28	46	55	59	64
Depreciation and amortisation	(12)	(11)	(13)	(14)	(14)
Operating profit	16	35	42	45	50
Net interest	(3)	(4)	(1)	(1)	(O)
Pre-tax profit	14	32	42	46	51
Taxation	(4)	(9)	(13)	(14)	(15)
Reported net profit	10	23	29	32	36
Recurring net profit	10	23	29	32	36

Cash flow (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Change in working capital	(30.5)	32.6	(27.3)	(4.3)	(4.5)
Cash flow from operations	(5.5)	70.8	16.4	42.6	45.8
Capex	(10.6)	(14.0)	(5.0)	(5.0)	(5.0)
Cash flow from investing activities	(11.0)	(10.7)	(5.0)	(5.0)	(5.0)
Dividends paid	(5.4)	(6.7)	(7.3)	(8.1)	(9.0)
Cash flow from financing activities	23.4	(36.5)	(13.4)	(10.8)	(15.2)
Cash at beginning of period	64.2	74.2	101.3	99.3	126.0
Net change in cash	7.0	23.6	(2.0)	26.8	25.7
Ending balance cash	74.1	101.3	99.3	126.0	151.7

Balance sheet (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total cash and equivalents	74	101	99	126	152
Tangible fixed assets	62	63	54	46	36
Total assets	426	510	506	531	566
Short-term debt	79	52	42	37	32
Total long-term debt	8	14	19	22	21
Total liabilities	273	340	315	315	324
Total equity	152	170	192	216	243
Total liabilities & equity	426	510	506	531	566

Key metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Revenue growth (%)	38.8	39.4	8.3	1.1	5.7
Recurrent EPS growth (%)	(10.9)	122.5	28.0	9.9	10.9
Gross margin (%)	6.8	8.1	8.8	9.3	9.5
Operating EBITDA margin (%)	6.0	7.1	7.8	8.3	8.5
Net profit margin (%)	2.0	3.5	4.2	4.5	4.8
Dividend payout ratio (%)	42.1	35.1	25.0	25.0	25.0
Capex/sales (%)	2.3	2.2	0.7	0.7	0.7
Interest cover (x)	5.11	6.23	16.59	19.13	22.41

Source: Company data, RHB



Investment Thesis

High quality of workmanship. INTA's commitment to excellence in workmanship and construction is underscored by its evaluation through the Quality Assessment System in Construction (QLASSIC), a rigorous standard introduced by the Construction Industry Development Board (CIDB). QLASSIC serves as a definitive benchmark for evaluating the quality of building construction, employing a meticulous scoring system aligned with industry standards. It is worth noting that INTA achieved an exceptional 90% QLASSIC score for its Sunway Lenang Heights project, marking a historic milestone as one of the highest score recorded in Malaysia.

Consequently, INTA has successfully forged enduring partnerships with its clientele. Among its clients, include major property developers such as ECW, Gamuda (GAM MK, BUY, TP: 6.30) and MSGB. The diverse clientele indicates low concentration client risk, as INTA consistently secures awarded jobs from a broad spectrum of industry leaders.

This outstanding achievement on QLASSIC, coupled with INTA's long-lasting affiliations, stands as a testament to the unwavering trust and confidence these esteemed developers place in the group's capabilities, reaffirming its position as the preferred choice among developers seeking excellence in construction.

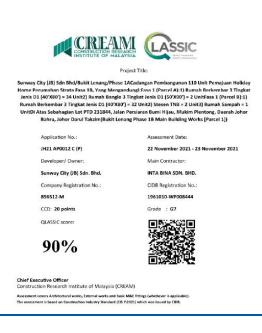
Figure 1: Major customers and length of relationship

Customers	Length of relationship
UEM SUNRISE	24 years
GAMUDA LAND	24 years
MahSing	16 years
MITRALAND	12 years
ECOWORLD CREATING TOMORROW & BEYOND	10 years
TROPICANA CORPORATION BERHAD 丽阳机构	10 years

Source: Company data



Figure 2: Example of Qlassic's award and recognition





Source: Company data

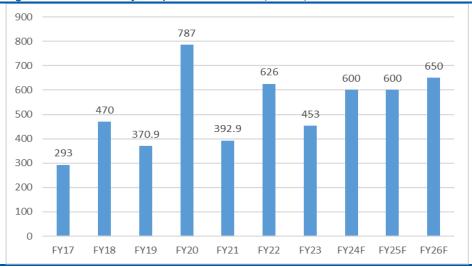
Steady orderbook replenishment trend. Currently, INTA has secured MYR453m worth of new jobs in FY23, secured from its long-time customers – ECW (MYR124m), SDPR (MYR22m) and Southville City (wholly-owned subsidiary of MSGB) (MYR206m). This brings the group's orderbook to MYR1bn – providing earnings visibility of 12-18 months. Meanwhile, its tenderbook currently stands at MYR6.1bn – 86% in the Klang Valley and 14% in other states including Johor, with 84% in residential and 16% in commercial projects. We learnt that the group has tendered affordable housing projects and design and build projects which may fetch better margins by leveraging on its expertise in making not only most cost-efficient designs, but also of high quality. Its ability to optimise design solutions and construction processes allows INTA to deliver projects that meet both budgetary constraints and quality standards, thus enhancing its competitiveness in the market.

Furthermore, INTA's focus on highly reputable property developers provides the group with good job opportunities. Clients such as GAM has set a FY24F sales target of MYR2.3bn, supported by a MYR37.9bn GDV launch plan in Malaysia, with approximately 51% coming from the Gamuda Cove project. This is advantageous for the group as INTA has secured projects for building landed residential properties within Gamuda Cove (worth MYR67.7m). Similarly, ECW has acquired 411 acres of land with MYR2.1bn GDV in FY23 and 240 acres with MYR3.9bn GDV in FY24 (as at 29 Feb), as well as a sales target of MYR3.5bn. The active landbanking activities indicate the developer's optimism in the property market, which will likely see a spillover benefit to INTA as the capability of its clients to initiate new projects will create opportunities for the group to competitively bid for contracts from these developers.

Additionally, we note that many developers are focusing on township development which enables INTA to continue bidding for contracts for various parcels across different phases within the same township development, as well as the same group of customers. As a result, revenue continues to be generated from the said customers. The main factor for this comes from the aforementioned relationship it has with long-time customers. As the nature of the group's business is project-based, and typically each project is for a duration of 18-24 months on average, the long established business relationships with customers demonstrate a continuity of the business relationship with repeat customers. Such replenishment trends also imply that the group has commendable project management skills, as it is able to begin new projects in a short period of time.

5 April 2024

Figure 3: INTA's annual job replenishment trend (MYRm)



Source: Company data

Key focus: Klang Valley. The bulk of INTA's operations are concentrated in the Klang Valley, with projects in this region contributing over 90% of its total revenue. The group stands to benefit from the region's economic growth. The Selangor State Government has projected an <u>average annual GDP growth rate of 6.5-7%</u> for the period 2021-2025 under the RS-1, surpassing forecasts outlined in the 12th Malaysia Plan Mid-Term Review (12MP-MTR), which predicted growth rates of 4.7% for 2023-2025 and 6.2% for 2021-2025.

Furthermore, according to data compiled by the National Property Information Centre (NAPIC), property transactions in Selangor during FY23 amounted to MYR57.1bn (2022: MYR56.1bn), while Kuala Lumpur recorded transactions worth MYR21.4bn (2022: MYR22bn). Both regions accounted for c.40% of Malaysia's total property transactions, ranking as the highest and third-highest contributors. On further scrutiny, more than 50% of transactions in both areas were attributed to residential projects, which aligns with INTA's core expertise. The value of residential property transactions in Selangor and Kuala Lumpur has been increasing at a 3 year CAGR of 11.4% and 11.7%. We anticipate further improvement in transaction values, with the hike of overnight policy rate or OPR rate approaching the tail end.

The strategic leverage of property development ventures. INTA's property division, Angkasa Senuri, unveiled its first property development, Senuri Residence, on 7 Oct 2023, boasting a GDV of MYR204m. This project comprises a 24-story residential apartment complex, including a multipurpose hall and an array of amenities, such as swimming pools and a fitness area. Its remarkable success is demonstrated in its 80% take-up rate since its soft launch.

Management guided that the project would yield a mid-double-digit GPM, underscoring its commitment to establishing a sterling reputation in the property sector through meticulous project development. We foresee manifold synergies arising from this endeavour, as the group is deeply involved in every stage of the development process, from design to construction, ensuring operational efficiency, top-notch quality, and prudent cost management.

Looking ahead, INTA remains dedicated to seeking out new land opportunities, steadfast in its mission to make positive contributions to overall revenue growth trajectory.



Figure 4: Senuri Residence and location



Source: Company data

Figure 5: Facilities of Senuri Residence



LEGEND

- 1. Herbs Garden
- 2. Labyrinth
- 3. Fitness Area
- 4. Reflexology Path
- 5. Kitchen Garden
- 6. Grand Lawn
- 7. Toilet
- 8. Chillout Lounge
- 9. Stairs
- 10. Gymnasium
- 11. Wading Pool
- 12. 27m Swimming Pool
- 13. Relaxing Deck
- 14. Bbq Terrace
- 15. Interactive Play Area
- 16. Openlawn
- 17. Relaxing Corner
- 18. Multi-Purpose Hall

LEVEL 15

19. Co-Working Space

20. Games Room

Source: Company data

Foray into lift and escalator business. In 2023, the group's 55% owned subsidiary IBEE started to engage in the supply, installation and maintenance of lifts and escalators under the Canny Lift brand – a global top 10 elevator manufacturer.

Leveraging the construction upturn, INTA capitalised on the demand for its escalators in various property developments, amassing an orderbook currently valued at MYR5.3m, stretching for two years. Notably, one of the ongoing projects from ECW undertaken by INTA marked the latter's first project to supply and install Canny Lift escalators.

Moreover, we view its foray into lift and escalator maintenance services positively as it represents a significant avenue for recurring income generation for INTA. Beyond the initial installation, ongoing maintenance and servicing of lifts and escalators are essential to ensure the continued functionality and safety compliance. This aspect of the business provides a steady stream of revenue, as property owners and managers typically sign a longer term (1-3 years) maintenance contracts to ensure the optimal performance of their vertical transportation systems.

INTA's ability to offer comprehensive maintenance services stems from its construction expertise and in-depth understanding of building infrastructure. Leveraging its knowledge of building structures, mechanical systems, and safety standards, INTA is well-equipped to deliver reliable and efficient lift and escalator maintenance solutions. By establishing itself as a trusted provider of maintenance services, the group not only secures recurring revenue streams but also cultivates long-term relationships with clients, further enhancing its competitive advantage in the market.

We believe the recurring income stream adds stability to its revenue profile, complementing project-based construction earnings and contributing to overall financial resilience.





Source: Company data

Financial Overview And Valuation

Results highlight. INTA reported core earnings of MYR6.9m (\pm 10.9% QoQ, \pm 20% YoY) in 4Q23, bringing full year core earnings to MYR23m (\pm 100% YoY). This is supported by the record-high revenue of MYR650.1m (\pm 39.4% YoY) achieved in FY23, with a steady recognition of construction progress from ongoing projects on hand. Margin wise, GPM has rebounded to 8.1% from 6.8% in FY22, benefiting from the stabilisation of material and labour costs, along with the reduction in work delays caused by unforeseen interruptions, such as movement restrictions.

Earnings forecasts. We forecast a recurring net profit growth of 10-28% from FY24F-26F. This is supported by its robust outstanding orderbook of MYR1bn (1.5x cover ratio), positive job momentum in the Klang Valley, development of its property arm and venture into the lift and escalator business. The recent contract wins totaling MYR626m and MYR453m in FY22-23 may serve as an earnings driver for FY24F-25F. The drop in FY23 is primarily due to delays in project launches by certain property developers, which were pushed back and is now slated for FY24F. Consequently, we pencil in a job replenishment target of MYR600m for FY24F-25F, and MYR650m for FY26F, supported by upcoming launches from major clients such as ECW and GAM.

Additionally, the group's property arm has successfully launched its first property, Senuri Residence, with an impressive 80% take-up rate. Our property assumption only includes one project: Senuri Residence, but we do think that the group will develop more once its first project is done and establish a good property name. As for now, we estimate the property segment to contribute roughly 10% to the group's revenue for FY24F. We are optimistic about this expansion and anticipate the creation of more synergies.

Balance sheet. Inta Bina has a very healthy balance sheet, having a net cash position since FY17 except FY22 due to increase in overall group borrowings for the funding of Angkasa Senuri and higher funding requirement on a few projects with clients that are under stage payment arrangement. Nonetheless, the group has seen its cash and cash equivalent position lifted from MYR49.5m in FY20 to MYR101.3m in FY23.

Dividend policy. INTA does not have an official dividend policy, however, it has been distributing 19-56% of PAT, ranging from MYR0.0075-MYR0.015 per share. That said, we pencil in a conservative 25% payout ratio for FY24F-26F – which translates to MYR7-9m of dividend payment, with a prospective yield of 4-5% based on the share price MYR0.34. The most recent dividend declared was in 4Q23, with MYR0.005 per ordinary share, bringing the full year dividend to MYR0.015 per share and amounting to MYR8m. Given its healthy balance sheet and stable net cash level – we do not discount the possibility of a higher payout ratio.

Figure 7: Revenue trend (MYRm)

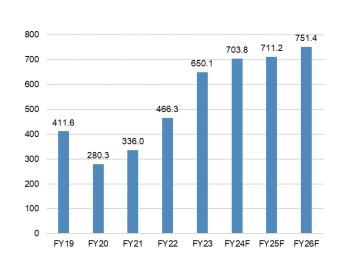
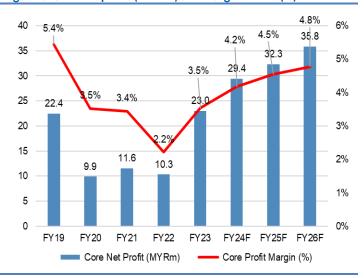
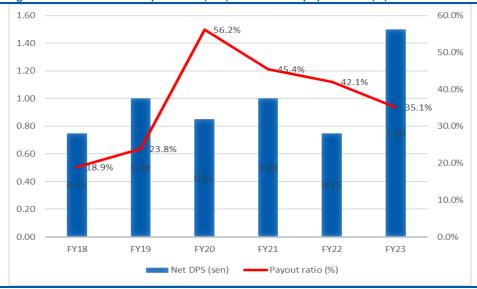


Figure 8: Core net profit (MYRm) and margin trends (%)



Source: Company data, RHB Source: Company data, RHB

Figure 9: INTA's dividends per share (sen) and dividend payout ratio (%)



Source: Company data, RHB

Valuation. We ascribe a FV of MYR0.54 based on a target P/E of 9x pegged to its FY25F earnings. For peer comparison purposes, we chose some local peers mainly involved in construction of residential properties including Kerjaya Prospek (KPG MK, BUY, TP: MYR2.15), MGB (MLG MK, BUY, TP: MYR1.13), Kumpulan Kitacon (KITACON MK, NR), Vestland (VLB MK, NR). Our target P/E of 9x is a c.22% discount to the blended FY25F P/E of these aforementioned selected companies of 11.5x, and c.31% discount to Bursa Malaysia Construction Index's 5-year mean P/E of 13x due to its relatively small market capitalisation of MYR186m. The target P/E is also within the 8-10x range ascribed to most small-cap contractors under our coverage. We believe the target P/E is justified, with the strong balance sheet, robust outstanding orderbook and successful expansion into the property and lift businesses.

Figure 10: Peer comparison

				Price		PER (x)		Div.	ROE (%)	EV/	ND C	wth (%)
Company	Country	FYE	Mkt Cap	1-Apr-24		PER (X)		Yld (%)	ROE (%)	EBITDA	NP Gro	wtn (%)
			(USDm)	(Local Currency)	Actual	1 Yr Fwd	2 Yr Fwd	1 Yr Fwd	1 Yr Fwd	1 Yr Fwd	1 Yr Fwd	2 Yr Fwd
Inta Bina	MA	Dec	40.47	0.36	8.3	6.5	5.9	3.9	16.3	2.8	28.0	9.9
Local Peers												
Kerjaya Prospek	MA	Dec	479.89	1.80	16.5	13.3	12.4	4.6	14.7	8.3	23.9	7.4
MGB	MA	Dec	100.69	0.81	9.4	7.8	6.9	2.6	11.0	4.5	21.1	13.0
Kumpulan Kitacon	MA	Dec	68.71	0.65	8.6	NA						
Vestland	MA	Dec	75.68	0.36	12.4	NA						
Mkt. Cap Weighted Avg.			346.1		14.4	12.4	11.5	4.2	14.1	7.6	23.4	8.4
Simple Avg.			181.2		11.7	10.6	9.6	3.6	12.9	6.4	22.5	10.2

Source: Bloomberg, RHB



Company Overview

Established in 1987, INTA is a G7 building construction contractor with more than 30 years of operating history. The group has completed more than 136 building construction projects with a total contract value of more than RM3.06bn, mainly in the Klang Valley and Johor. It main focus lies in constructing various type of buildings, encompassing high-rise residential and commercial properties, industrial as well as leisure properties. INTA typically acts as the main contractor for construction projects. In 2023, INTA has launched its first property project via its wholly owned subsidiary – Angkasa Senuri as well as ventured into the supply, installation & maintenance of lifts & escalators under the Canny Lift brand.

As for the latest quarterly report, INTA recognise all revenue under the construction segment as contribution from the property and escalator segments are still minimal. However, it has reported its business segments according to building type in AR2022 as the following:

i. **Residential buildings (85.0% of FY22 revenue)** include the construction of terraced, semi-detached and cluster houses, bungalows, town villas, and high-rise apartments.

Figure 11: Examples of residential buildings - bungalow, terrace, and semi-detached houses







Source: Company data

ii. Non-residential buildings (15.0% of FY22 revenue) include the construction of commercial shops, SOHO units and mix-development projects.

Figure 12: Examples of non-residential buildings - SOHO buildings and clubhouse





Source: Company data

INTA is led by an experienced management team. Managing Director Lim Ooi Joo and Deputy Managing Director Teo Hock Choon are responsible for the overall day-to-day management and formulation of the group's business plans and strategies as well as overseeing overall operations. General Manager, Ong Tiau Siang oversees all site and management operations for all projects. Financial Controller, Chin Shiau Yin has over 10 years in accounting experience. They are supported by the rest of the senior management team, who all have outstanding professional qualifications and experiences in their respective fields.

Major shareholders of the group include Lim Ooi Joo, Teo Hock Choon and Ahmad Bin Awi – the group's Executive Director. Ahmad, with more than 20 years of experience in the field of safety practices in the construction industry, was promoted to Safety Officer in 2000 and current role in 2010. The public spread as at end-2023 is c.29%.

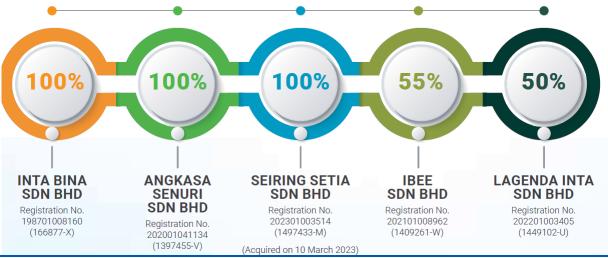


Figure 13: INTA's group structure



INTA BINA GROUP BERHAD

Registration No. 201501009545 (1134880-W)



Source: Company data

Key Risks

- i. Subject to regulatory requirements;
- ii. Dependent on Executive Directors and key senior management;
- iii. Dependent on ability to replenish orderbook;
- iv. Escalation of construction costs and material prices;
- v. Unexpected delays or interruptions.

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Recommendation Chart



 Date
 Recommendation
 Target Price
 Price

 2024-04-04

Source: RHB, Bloomberg

Source: RHB, Bloomberg

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

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KUALA LUMPUR

RHB Investment Bank Bhd Level 3A, Tower One, RHB Centre Jalan Tun Razak Kuala Lumpur 50400 Malaysia

Tel:+603 2302 8100 Fax:+603 2302 8134

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

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

SINGAPORE

RHB Bank Berhad (Singapore branch)

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