

Equity Research: Presco Plc



Monday, September 21, 2015

Table 1:	BUY
Current Price	30.55
Fair Value	34.90

Turnover (T/O) increased by 15.37% to N4.69bn in HY 2015.

The finance charges increased from N151.38mn to N321.38mn in HY 2015.

Capturing Untapped Sector 1.0 HY 2015 Performance Analysis:

The HY 2015 result of Presco Plc (Presco) for the period ended June 30, 2015 shows that its Turnover (T/O) increased by 15.37% to N4.69bn in HY 2015, compared with N4.06bn recorded in the corresponding period of 2014. This increase in T/O could be attributed to the increased agricultural yields and production levels as a result of Presco's expansion programme. The cost of sales decreased by 26.39% to N2.05bn from N2.79bn recorded in HY 2014. These costs as a percentage of T/O decreased to 43.79% in HY 2015 from 68.62% in HY 2014. The reduction in these costs could be linked to multiple improved efficiencies on industrial operations including further automation and the use of green energy. The administrative, distribution and other expenses increased by 9.08% to N934.43mn in HY 2015. These expenses as a percentage of T/O fell to 19.94% from 21.09% in HY 2014.

The other income for HY 2015 decreased by 34.69% to N84.02mn, compared with N128.65mn recorded for the corresponding period of 2014, while the finance charges increased from N151.38mn to N321.38mn in HY 2015, representing a significant increase of 112.30% from the previous year. This increase in financial charges can be linked to the devaluation of the Naira and rising interest rates. The company's HY 2015 Profit Before Tax (PBT) stood at N1.56bn, down from N1.69bn in 2014. The drop in the PBT can be linked to the drop in the gain on the biological assets revaluation. The tax provision decreased to N368.14mn from N598.56mn in HY 2014. This led to a Profit After Tax of N1.19bn in 2015, up by 9.61% from N1.09bn recorded in 2014. The rise in profitability is a reflection of the deferred tax income for the company and improved efficiency, despite the significant increase in finance charges. The bottom line performance in absolute terms for the 3-months ended June 2015 shows a decline from the 3-months ended March 2015, but higher than the corresponding period of last year.

Table 2: Fina	ancial Performance	(N'bn)		
	HY 2015	HY 2014	$\%\Delta$	FY 2014
T/O	4.69	4.06	15.37%	9.14
EBIT	1.88	1.84	2.40%	3.78
PBT	1.56	1.69	(7.47%)	3.42
PAT	1.19	1.09	9.61%	2.61

Table 3: Quarterly Result Highlights (N'bn)								
	Q2 2015	Q1 2015	Q4 2014	Q3 2014	Q2 2014			
Turnover	2.53	2.15	2.22	2.86	1.95			
PBT	0.70	0.86	0.41	1.32	1.09			
PAT	0.63	0.56	0.39	1.13	0.68			

The company's profit margins decreased in HY 2015 compared with HY 2014 except the gross profit margin. The Gross Profit (GP) margin stood at 56.21% in HY 2015, up from 31.38% in HY 2014. This is a combination of an increase in T/O and a drop in the cost of sales. The PBT Margin in HY 2015 decreased over the HY 2014 figure and the PBT margin of the Financial Year ended December (FY), 2014. The PBT margin decreased to 33.28% in HY 2015 from 41.49% in HY 2014 and 37.43% in FY 2014. The PAT margin currently stands at 25.42%, down from 26.75% in the corresponding period of 2014, and from 28.51% as at FY 2014.

The company's profit margins decreased in HY 2015 compared with HY 2014 except the gross profit margin.

This result also indicates that the percentage of T/O, PBT, and PAT in the HY June 2015 to the Audited T/O, PBT and PAT for the period ended December 2014 are: 51.28%, 45.59% and 45.72%, respectively. Given the run rate, the company should meet its previous year's top line performance but would have to improve on its efforts to meet the previous year's bottom line. The T/O and PAT of the company improved in Q2, over Q1 2015, while the PBT dropped because of the drop in the revaluation of biological assets.

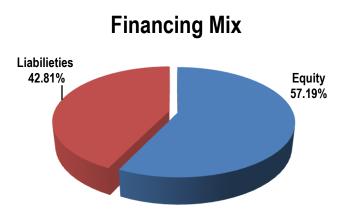
Table 4: Profitability Margins			
	HY 2015	FY 2014	HY 2014
GP* Margin	56.21%	64.99%	31.38%
EBIT Margin	40.14%	41.40%	45.22%
PBT Margin	33.28%	37.43%	41.49%
PAT Margin	25.42%	28.51%	26.75%
*GP – Gross Profit			

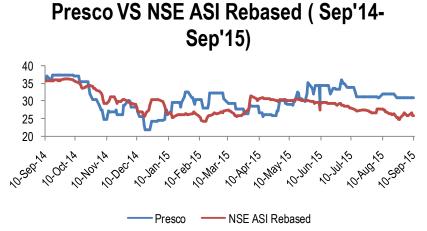


A cursory look at the balance sheet position as at HY 2015 compared with the position as at FY 2014 shows an increase in the company's fixed assets. The total fixed assets increased by 3.38% to N32.82bn in HY 2015 from N31.75bn in FY 2014. The stock increased by 28.11% to N1.75bn in HY 2015 from N1.36bn in FY 2014. The cash and bank balances recorded a significant increase of 108.72% from N63.09mn in FY 2014, to N131.68mn in HY 2015. The trade debtors and other receivables increased in HY 2015 by 28.98% to N2.28bn from N1.77bn in the FY 2014, while trade creditors and other payables also increased by 8.58% to N3.69bn from N3.40bn as at FY 2014. Net assets for the period increased by 5.97% to stand at N21.15bn from N19.96bn in the FY 2014.

The total assets were financed by a mix of equities and liabilities in the ratio of 57.19% and 42.81% respectively.

The total assets of the company which stood at N36.98bn as at HY 2015 were financed by a mix of equities and liabilities in the ratio of 57.19% and 42.81% respectively. Our analysis of the liabilities shows that the short-term liabilities stood at N4.98bn, accounting for 31.48% of the total liabilities, while the long-term liabilities which stood at N10.85bn, accounting for 68.52% of the total liabilities. The short term liabilities constituted mainly of trade and other payables and current financial liabilities. Long term liabilities constituted mainly of deferred tax liabilities and borrowings. The deferred tax liabilities increased to N7.23bn in HY 2015, from N6.82bn in HY 2014; and although the long term borrowings decreased to N3.38bn in HY 2015 from N3.64bn in FY 2014, there was an increase in the finance expense.





1.1 FY 2014 Performance Analysis:

As at FY 2014, turnover increased by 7.69% to N9.14bn, compared with N8.49bn recorded in the corresponding period of 2013. The operating expenses increased by 153.13% to N1.90bn in FY 2014 as a result of the difficult operating environment and the increase in depreciation. The company also recorded an increase in its finance cost of N362.56mn in 2014, compared to N390.44mn in 2013. The Profit Before Tax (PBT) increased to N3.42bn, an increase of 46.54% from N2.33bn recorded in the corresponding period of 2013. The tax provision decreased by 18.24% to N815mn from N996.77mn, leading to a Profit After Tax (PAT) of N2.61bn in FY 2014 from N1.34bn in the corresponding period of 2013, representing an increase of 94.83%.

As at FY 2014, all profit margins increased over the FY 2013 figures.

The 2014 performance was premised on improved agricultural yields and production levels in volumes of fresh fruit bunches crude palm oil, crude palm kernel oil and refined products. There was further consolidation in the company's operations through continuous increase in strategic investments that secured its competencies in oil palm plantation, multiple improved efficiencies on industrial operations, as well as increased investment in research and development.

As at FY 2014, all profit margins increased over the FY 2013 figures. The Gross Profit margin increased to 64.99% from 54.40% in FY 2013. The Earnings Before Interest and Tax (EBIT) margin also increased to 41.40% from 32.11% in FY 2013. The PBT margin increased to 37.43% in FY 2014 from 27.51% as at FY 2013. Also, the PAT margin stood at 28.51%, up from 15.76% in the corresponding period of 2013.

Table 5: Financial Performance (N'bn)							
	FY 2014	FY 2013	Change				
T/O	9.14	8.49	7.69%				
EBIT	3.78	2.72	38.85%				
PBT	3.42	2.33	46.54%				
PAT	2.61	1.34	94.83%				



Table 6: Profitability Margins (%)							
	FY 2014	FY 2013	FY 2012	FY 2011			
GP* Margin	64.99%	54.40%	46.53%	47.46%			
EBIT Margin	41.40%	32.11%	37.22%	35.93%			
PBT Margin	37.43%	27.51%	34.45%	31.88%			
PAT Margin	28.51%	15.76%	31.00%	21.05%			

2.0 Drivers of Performance:

The company's performance was impacted by the following factors:

Positive Factors:

Increased investment in research and development.

- Increased agricultural yields in volumes of Fresh Fruit Bunches.
- ➤ Increased production levels in volumes of crude palm oil, crude palm kernel oil and refined products.
- Improved efficiencies on industrial operations.
- Increased investment in research and development.
- The use of green energy from bio-methanization.

The devaluation in the foreign exchange market affected finance costs.

Negative Factors:

- The devaluation in the foreign exchange market which affected finance costs.
- The weak disposable income and the purchasing power in the economy.

2.1 Strategic Focus:

Presco plans to continue with its focused expansion programme. The expansion programme includes the ongoing execution of plans to plant and replant a total of 3,500 hectares between 2014 and 2016 at Ologbo and Obaretin Estates. In addition, Presco is also continuously working to acquire and increase its land bank.

Presco will also concentrate on efficiencies in the management of operations in its value chain.

Presco will also concentrate on efficiencies in the management of operations in its value chain. Furthermore, the company commits itself to Research and Development, spending N72.4mn on Research and Development in 2014.

Presco has commenced investment in the rubber sector with the establishment of a bud wood garden.

As at December 2014, Siat S.A, held 60% of the total issued share capital.

3.0 Business:

Presco's principal activities are the development of oil palm plantations, palm oil milling, palm kernel processing and vegetable oil refining. The company specialises in the cultivation of oil palm and in the extraction, refining and fractionation of crude palm oil into finished products. It is also a supplier of specialty fats and oils. Presco has commenced investment in the rubber sector with the establishment of a bud wood garden and the acquisition of 14,000 hectares of land for rubber and oil palm plantations. This should have a medium to long term gain for the operations of the company because of the large supply gap for this product in Nigeria; however, the current decline in the commodity prices may increase the gestation period of the investment.

Presco holds the Obaretin Estate (a concession of 7,000 hectares), the Ologbo Estate (a concession of 11,000 hectares), both located in Edo State, and the Cowan Estate, a concession of 2,800 hectares in Delta State. The Company also owns a palm oil mill with a capacity of 60 tonnes fresh fruit bunches/hour, a refinery / fractionation plant with a capacity of 100 tonnes/day, and a palm kernel crushing plant with a capacity of 60M tonnes/day.

Presco is a subsidiary of Siat S.A., a Belgian agro-industrial company specialising in industrial, as well as smallholder plantations of tree crops, mainly oil palm and rubber, and allied processing industries such as palm oil mills, palm oil refining / fractionation, soap making and crumb rubber factories. As at December 2014, Siat S.A, held 60% of the total issued shares. First Inland Bank/Fidelity Fin. Co. (TRDG) also had a substantial shareholding of 8.16% as at December 2014.

The company's products are sold locally in Nigeria and are sold directly to customers comprising wholesalers, consumers and industrial users. Some of these are: Nestle Nigeria Plc, Friesland Food WAMCO Nigeria PLC, Kraft Foods (Cadbury), Kentucky Fried Chicken (KFC), Golden Pasta Company Limited, Fan Milk Plc and Dangote Group. Our estimates show that the total local palm oil processing capacity is significantly below the total demand. This gives a lot of room for growth to meet demand.

Table 7: Shareholding Structure as at December 31, 2014						
Shareholders	No of Shares Held	% of Shareholding				
Sa Siat nv	600,000,000	60.00%				
First Inland Bank/ Fidelity Fin. Co. (TRDG)	81,633,788	8.16%				
Others	318,366,212	31.84%				
Total	1,000,000,000	100.00%				

Table 8: Directors' Shareholding as at December	31, 2014	
Director	Position	Holdings
Mr. Pierre Vandebeeck	Chairman	Nil
Mr. Felix Nwabuko (FCA)	Managing Director	Nil
Mr. Uday Pilani**	Managing Director	Nil
Mr. Georges Piana	Executive Director	Nil
Engr. James B. Erhuero	Independent Director	624,000
Mr. Osa Osunde	Non -Executive Director	1,000
Mr. Atedo N. A. Peterside, CON ***	Non -Executive Director	25,000,000*
Dr. Shettima Mustafa, CON	Non -Executive Director	167,500
Miss Marie Vandebeeck	Non -Executive Director	Nil
Chief Bassey E.O. Edem	Non -Executive Director	50,000
Mr. Nicholaas M. Oosthuizen	Executive Director	Nil
HRH (Prince) Aiguobasinmwin O.Akenzua	Non -Executive Director	Nil

Ticker	PRESCO
Sector	Agriculture
Sub-sector	Crop Production
Date of Incorporation	September 24,1991
Date of Listing	2002
Financial Year End	December
Number of Fully Paid Share	1,000,000,000
Current Capitalization(NGN)	31,100,000,000
NSE Capitalization (NGN)	10,424,714,024,253.90
% of NSE Capitalisation	0.30
52 Week high NGN	37.50
52 Week low NGN	22.00
YTD Return (%)	31.02%
52 Weeks Average Volume Traded	662,538
Trailing EPS NGN	2.71
Trailing P/E Ratio (X)	11.48
*As at September 18,2015	

4.0 Product Analysis:

Presco Plc specializes in the cultivation of oil palms and in the extraction, refining and fractioning of crude palm oil. The company sells all its products locally. Presco has the following Palm Oil Products; Special Palm Oil, Refined, Bleached and Deodorised (RBDO) Palm Oil, Palm Fatty Acid Distillate (PFAD), Palm Olein, Palm Stearin, Crude Palm Kernel Oil (CPKO) and Refine Palm Kernel Oil (RPKO).

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These Palm oil products have different grades and uses:

Special Palm Oil: Premium grade palm oil with less than 3% free fatty acid (FFA) content, extracted from the mesocarp of palm fruits. Special palm oil is used for cooking, frying, as a supplement and in soap and detergent.

RBDO: Presco's premium grade refined palm oil is known as Ultra Pure. Ultra pure is used for cooking, frying, in dairy products, as a supplement and in soap and detergent.

PFAD: PFAD contains a very high free fatty acid level and is mainly used by the quality soap industry. PFAD is obtained as a by-product of the refining process.

Palm Olein: Presco's premium grade refined palm Olein is known as Prestige, it is used for cooking and frying.

Palm Stearin: Presco's premium grade refined palm stearin is known as Palma mainly used by the food industry.

CPKO: CPKO is mainly used in the food industry and in soap and detergents.

RPKO: Presco's RPKO is known as Palpita and is mainly used in the food industry and in soap and detergents.

Presco's major competitor is Okomu Oil Plc.

Presco's major competitor is Okomu Oil Plc. Okomu Oil's products include Banga Oil, Edible Crude Oil and Other Palm Fruit by-products. Okomu Oil already has a well established rubber business which Presco is trying to break into.

5.0: SWOT Analysis

5.1 Strengths:

- Strong and competent management team
- Nearness to raw materials
- Strong market presence
- Investment in Research and Development
- Strong technical relationship with the parent company
- Strong parent company

5.2 Weaknesses:

- Rising finance cost
- Increasing operating expenses
- Mono product business

5.3 Opportunities:

- Large markets both in Nigeria and West Africa
- Strong demand for palm oil products
- Expected recovery in the global economy
- Favourable government policies for agrobusinesses in Nigeria

5.4 Threats:

- Foreign exchange rate instability
- ❖ Weak consumers' income
- Declining commodity prices
- Rising interest rate in Nigeria

6.0 Forecast:

Our Forecast Drivers

We considered the following factors in arriving at our 5-year forecast:

Positive Factors:

- > Technical relationship with the parent company.
- Nearness to raw materials.
- Strong market presence.
- Investment in Research and Development.
- Strong demand for palm oil products.
- > Favourable government policies for agro-businesses in Nigeria.
- Diversification into rubber production

Negative Factors:

- > Foreign exchange rate instability.
- > The weak consumer income.
- Declining commodity prices.
- Rising interest rates in Nigeria which is leading to rising finance costs for the company.

Looking at the medium to long term outlook of the company, we are of the opinion that the impact of the positive factors would be higher on both the revenue and the profitability of the company than the negative factors. We therefore estimate a Turnover of N9.78bn, N10.81bn, N12.01bn, N13.47bn and N14.70bn for the periods ending December 2015, 2016, 2017, 2018 and 2019. We estimate EBIT of N3.89bn, N4.25bn, N4.88bn, N5.44bn and N5.61bn, and EBITDA of N5.30bn, N5.85bn, N6.73bn, N7.59bn and N8.14bn for the same period using EBIT margins of 39.79%, 39.27%, 40.62%, 40.38% and 38.16% respectively. Our PBT forecasts for the periods are: N3.27bn, N3.66bn, N4.33bn, N4.89bn and N5.06bn. Adjusting for tax, our PAT forecasts are N2.49bn, N2.79bn, N3.30bn, N3.73bn and N3.86bn. PAT Margin for the period are 25.49%, 25.81%, 27.48%, 27.67% and 26.24%. Our forecast final dividend for the FY 2015 is N1.00 per share.

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	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19
Plant, Property & Equipment	11.16	11.19	11.22	11.22	11.21
Biological Assets	22.60	24.67	26.95	29.48	32.26
Other Non-Current Assets	0.00	0.00	0.00	0.00	0.00
Intangible Assets	0.15	0.15	0.15	0.15	0.15
Long Term Assets	33.91	36.01	38.31	40.86	43.61
	•				
Stock (Inventory)	1.62	1.79	1.87	2.06	2.32
Trade Debtors	0.55	0.61	0.67	0.76	0.82
Other Debtors & Prepayment	1.44	1.60	1.77	1.99	2.17
Deposits/Balances & Cash	0.01	0.33	1.01	1.66	2.03
Current Assets	3.63	4.33	5.32	6.46	7.34
Total Assets	37.54	40.34	43.63	47.32	50.96
Trade Creditors	0.17	0.19	0.20	0.21	0.24
Other Creditors & Accruals	3.79	4.19	4.66	5.22	5.70
Current Year Taxation	0.78	0.87	1.03	1.17	1.21
Current Financial Liabilities	0.35	0.35	0.35	0.35	0.35
Other Liabilities	0.30	0.80	1.28	1.84	2.57
Current Liabilities	5.40	6.40	7.51	8.80	10.07
Working Capital/ Net Current Assets	(1.77)	(2.07)	(2.19)	(2.33)	(2.72)
Capital Employed	32.14	33.93	36.12	38.52	40.89
Deferred Taxation	6.82	6.82	6.82	6.82	6.82
Staff Gratuity & Long Service Awards	0.23	0.23	0.23	0.23	0.23
Long Term Debt	3.64	3.64	3.64	3.64	3.64
Long Term Liabilities	10.69	10.69	10.69	10.69	10.69
Total Liabilities	16.08	17.09	18.20	19.49	20.76
Total Net Assets	21.45	23.24	25.43	27.83	30.20
Paid Up Share Capital	0.50	0.50	0.50	0.50	0.50
Share Premium	1.17	1.17	1.17	1.17	1.17
Revenue Reserve	19.71	21.50	23.68	26.09	28.45
Other Reserves	0.07	0.07	0.07	0.07	0.07
Total Reserves	20.95	22.74	24.93	27.33	29.70
Total Equity & Liability	21.45 37.54	23.24 40.34	25.43 43.63	27.83 47.32	30.20 50.96

Table 11: Income Forecast (2015 - 2019) (N'bn)						
	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19	
Turnover (Net Sales)	9.78	10.81	12.01	13.47	14.70	
Cost of Sales	(3.08)	(3.41)	(3.54)	(3.91)	(4.41)	
Gross Profit	6.69	7.41	8.47	9.56	10.29	
Selling, Distribution & Administration Expenses	(2.11)	(2.34)	(2.60)	(2.91)	(3.18)	
Depreciation	1.41	1.60	1.85	2.15	2.53	
Other Operating Income	0.04	0.04	0.04	0.05	0.05	
EBIT	3.89	4.25	4.88	5.44	5.61	
EBITDA	5.30	5.85	6.73	7.59	8.14	
Net Finance Cost	(0.62)	(0.58)	(0.55)	(0.55)	(0.55)	
PBT	3.27	3.66	4.33	4.89	5.06	
Taxation	(0.78)	(0.87)	(1.03)	(1.17)	(1.21)	
PAT	2.49	2.79	3.30	3.73	3.86	

Table 12: Earnings Forecast (2015 - 2019)					
	Dec-15	Dec-16	Dec-17	Dec-18	Dec-19
EBITDA Margin	54.20%	54.11%	56.00%	56.33%	55.35%
EBIT Margin	39.79%	39.27%	40.62%	40.38%	38.16%
PBT Margin	33.46%	33.88%	36.08%	36.33%	34.44%
PAT Margin	25.49%	25.81%	27.48%	27.67%	26.24%
EPS(N)	2.49	2.79	3.30	3.73	3.86
DPS(N)	1.00	1.12	1.32	1.49	1.54
Dividend Payout	40.02%	40.02%	40.02%	40.02%	40.02%
Earnings Yield *	7.14%	8.00%	9.46%	10.68%	11.05%
Dividend Yield *	2.86%	3.20%	3.79%	4.27%	4.42%
P/E Ratio*	14.00x	12.50x	10.57x	9.37x	9.05x
Number of Shares ('bn)	1.00	1.00	1.00	1.00	1.00
ROCE	12.10%	12.51%	13.51%	14.11%	13.72%
ROE	11.62%	12.01%	12.98%	13.39%	12.77%
Inventory Turnover	1.90	1.90	1.90	1.90	1.90
Asset Turnover	0.26	0.27	0.28	0.28	0.29
Current Ratio	0.67	0.68	0.71	0.73	0.73
Quick Ratio	0.37	0.40	0.46	0.50	0.50
Debt Ratio (Total Liabilities /Total Assets)	0.43	0.42	0.42	0.41	0.41
Gearing Ratio (Long Term Debt /Equity)	16.96%	15.65%	14.31%	13.07%	12.05%
Interest Cover	6.29	7.29	8.94	9.96	10.28
*At Our Fair Value of N34.90					

Equity Research Report

Presco Plc

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FSDH Merchant Bank

Table 13 : Comparable Analysis (N'bn) -2014		
Company	Presco	Okomu Oil
Turnover (Net Sales)	9.14	8.66
Gross Profit (GP)	5.94	6.58
EBIT	3.78	2.18
PBT	3.42	2.13
PAT	2.61	1.55
GP Margin	64.99%	76.06%
EBIT Margin	41.40%	25.13%
PBT Margin	37.43%	24.58%
PAT Margin	28.51%	17.95%
ROE	13.05%	6.69%
Net Assets	19.96	23.23
Net Assets Per Share (N)	19.96	24.36
PE Ratio	11.48x	13.94x
Earnings Yield	8.71%	7.17%
*As at September 18,2015		

7.0 Valuation:

In arriving at a fair value for the ordinary shares of the company, we used the Discounted Free Cash Flow (DCF) model. We applied a terminal growth rate of 5.99% and used a beta value of **0.75x**. We used the yield of **15.95%** as our risk free rate, and market premium of **11.15%**. Applying the foregoing parameters on the Capital Asset Pricing Model (**CAPM**), the cost of equity generates **24.31%**. The company has long term debt, with the after tax weighted cost of the debt estimated at 16.78% using a tax rate of 32%. The Weighted Average Cost of Capital (**WACC**), which is our discount rate, was estimated at 23.52%. Using 1bn shares in issue, the DCF model generates **N34.90** per share, which is our fair value.

The fair value for Presco Plc is N34.90.

The current market price of Presco shares is N30.55. The highest and the lowest closing price in the last 52 weeks are N37.50 and N22 respectively. The forward earnings yield and dividend yield based on our fair value are: 7.14% and 2.86% respectively. The total return, a combination of the capital appreciation and the dividend, generates 17.49%. This is higher than the current yield on the FGN Bond of 15.95%. We therefore place a **BUY** on the shares of Presco Plc at the price of N30.55 as of September 21, 2015

For enquiries please contact us at our offices:

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Port Harcourt Office: Mainstreet Bank Building, (2nd floor, 5 Trans Amadi Road, Port Harcourt. Tel: 234-802 408 1331.

Abuja Office: Leadway House (Ground Floor), Plot 1061 Herbert Macaulay way, Central Business District, Abuja-Nigeria.

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