12 December 2014

Cogent Holdings Ltd

Cogent 1. Logistics Hub: The next pillar of growth

SINGAPORE | LOGISTICS SERVICES | INITIATION

- Cogent 1. Logistics Hub scheduled to be completed by end of 2014.
- Partial TOP granted for first 4 (out of 5) floors of warehouse; final TOP for remaining floors expected anytime soon.
- Consolidation of operations estimated to result in capacity expansion, with significant cost savings on Rental expenses.
- Initiate with "Buy" rating on Cogent with TP of S$0.470, based on DCF valuation.

What is the news?

- The new Cogent 1. Logistics Hub (1 Buroh Crescent) was substantially completed in June 2014 with temporary occupation permit (TOP) received for the first four floors of the building. The integrated logistics hub is due to be completed by the end of 2014.
- Warehousing operations at 1 Chia Ping Road and 31 Penjuru Lane; and container depot operations at 11 Jalan Terusan to be consolidated to the integrated logistics hub.

What do we think of this

- Re-location of the container depot to the roof-top of the Cogent 1. Logistics Hub to increase operational efficiency and eliminate costly land rental for a low value-add business segment.
- The consolidation of warehouse and container depot operations would effectively reduce Cogent's largest cost component, which is Rentals on leased premises; while gaining access to a behemoth warehouse for marginally higher net operating costs.
- Improved operating efficiency through housing core businesses under one roof. Expect to see some marginal cost savings in fuel as well, as the trips between warehouses and container depot has been eliminated.
- The new building with its modern design and strategic location should place Cogent in a strong position to weather the upcoming supply of warehouse space.
- Consolidation of operations will be in stages, with full effect to be seen in 1HFY16F onwards.

Investment Actions

We initiate coverage on Cogent Holdings Ltd with a "Buy" rating and DCF-derived TP of $0.470. (Implied 15.0x FY15F fwd P/E multiple.)

Key Financial Summary

FYE Dec	FY11	FY12	FY13	FY14F	FY15F
Revenue (SGD mn)	65.6	96.2	112.8	116.0	121.6
NPAT, adj. (SGD mn)	3.3	7.8	15.1	14.3	15.0
EPS, adj. (Cents)	0.90	1.62	3.16	3.00	3.14
P/E (X),adj.	11.2	8.3	7.6	12.3	11.8
BVPS (Cents)	16.15	13.33	16.29	19.26	21.09
P/B (X)	0.6	1.0	1.5	1.9	1.8
DPS (Cents)	-	0.20	1.26	1.30	1.20
Div. Yield (%)	0.0%	1.5%	5.3%	3.5%	3.2%

Source: Company Data, PSR est.

*Forward multiples & yields based on current market price;
historical multiples & yields based on historical market price.

PhillipCapital
Your Partner In Finance

Rating: **Buy**

Initiate with "Buy"

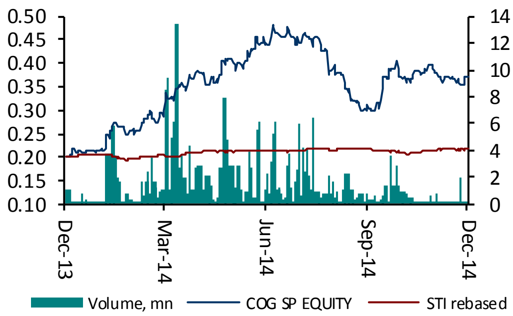
Target Price (SGD)	**0.470**
Forecast Dividend (SGD)	0.012
Closing Price (SGD)	0.370
Potential Upside	**27.0%**

Company Description

Cogent Holdings Ltd (Cogent) provides a full-suite of logistics services in Singapore. The Company has four main business segments: Transportation Management Services, Warehousing and Container Depot Management Services, Automotive Logistics Management Services and Property Management Services.

Company Data

Market Cap. (USD mn / SGD mn)	135 / 177
Ent. Value (USD mn / SGD mn)	191 / 248
3M Average Daily T/O (mn)	0.46
Closing Px in 52 wk range	0.20 – 0.49



Major Shareholders	**(%)**
1. Yeow Khoon TAN	70.27
2. Yeow Lam TAN	13.58
3. Min Cheow TAN, Benson	0.48

Valuation Method

DCF (WACC: 4.5%, Terminal g: 1.0%)

Analyst

Richard Leow, CFTe

richardleowwt@phillip.com.sg

+65 6531 1735

MCI (P) 019/11/2014

Ref. No.: SG2014_0196

PhillipCapital
Your Partner In Finance

Investment thesis

- Cogent typically reports full year results in late February. We are expecting Cogent to report a stable set of results for 2HFY14 that is comparable to 1HFY14 – higher revenue from warehouse business segment in line with utilisation of Cogent 1. Logistics Hub, offset by higher expense as the integrated logistics hub is being depreciated.
- The risk-factors involved that would cause 2HFY14 earnings to take a hit, in our view, would be the lack of clarity surrounding the transition period, as tenants are relocated to Cogent 1. Logistics Hub. (Lower revenue reported due to higher vacancy and some additional transportation cost associated with the relocation process.)
- Immediate reduction in Rental expense (S$1.8 million annually) to materialise in 2HFY14, as lease for 31 Penjuru Lane site was not renewed in July 2014.
- Known reduction in warehouse space are from 1 Chia Ping Road and 31 Penjuru Lane, about combined 576,000 sq ft GFA, by our estimates, in comparison to the additional 1.6 million sq ft GFA for Cogent 1.
- With the consolidation of the three sites (1 Chia Ping Road, 31 Penjuru Lane and 11 Jalan Terusan) to Cogent 1. Logistics Hub, Cogent would experience a net increase of about 1.024 million sq ft GFA (PSR est.) of warehousing space, for marginally higher net expense. (Elimination of rental expenses for 31 Penjuru Lane and 11 Jalan Terusan offset by increased depreciation from Cogent 1.)
- Depreciation expense (non-cash item) expected to rise significantly from 2HFY14, as the first 4 floors of Cogent 1. Logistics Hub have been granted TOP in June 2014 and being utilised.
- While there is some uncertainty with the transition, but we think that investors with a long-term view who bite the bullet now, and ride through the transition in FY15F will eventually be rewarded as operations get streamlined during FY15F and normalise into FY16F.
- If Cogent does consolidate the 7 Penjuru Close operations to Cogent 1., Cogent would still see a net increase of about 469,000 sq ft GFA (PSR est.) of warehouse space; but the icing on the cake would be a total reduction of about S$10 million expenses (four sites consolidated to Cogent 1.), by our estimates, in exchange for annual depreciation of slightly over S$6 million. Thus translating to just under SS$4 million of additional normalised annual earnings from FY17F onwards. (est. 0.84 Cents additional EPS)

Expect to see partial effect of the consolidation of operations from 2HFY14 onwards; but full year effect will come in from 1HFY16F onwards because we estimate existing container depot lease to continue until sometime in 2HFY15.

Additional kicker would come if Cogent does not renew its lease for 7 Penjuru Close (S$4.5 million annual rental), which is due in December 2016 (est. 555,000 sq ft GFA).

Investment merits for Cogent

- Vertically integrated business model that caters to various sectors and has some natural hedging characteristics.
- Cogent 1. Logistics Hub has a modern and superior design; and is strategically located. It should experience resilient occupancy in the wake of up upcoming supply of warehousing space.
- Significant cost savings to be derived from the consolidation of operations at Cogent 1. Logistics Hub – effectively increasing warehouse capacity and reducing rental expense.
- Distinct competitive advantage of being one of few Licensees to store Dangerous Goods – a segment that derives higher margins and serves the petrochemical sector.
- Well positioned to tap on the trend for Companies to outsource their logistics requirements to third-party logistics providers (3PLs).
- Stable recurring income from Property management services (The Grandstand).

Investment risk factors for Cogent

Business risk

- Supply of warehouse space coming up in 2015 and 2016, putting pressure on rental rates and occupancy. 7.6% and 6.1% YoY increase in supply of warehouse space in the pipe-line.
- Ability to retain existing customers and attract new customers.
- Non-renewal of licences granted by National Environment Agency (NEA) and Singapore Civil Defence Force (SCDF) would affect its range of goods being permitted to be stored.
- Non-renewal of its Master lease agreement for The Grandstand in February 2018 would be a significant negative development.
- Cogent stores hazardous materials, Dangerous Goods, chemicals and flammables.

Regulatory risk

- Unfavourable changes in Government policy can affect Cogent. For example, Warehousing (rules on sub-letting) and Automotive Logistics (supply and demand for new and second-hand vehicles).

Liquidity risk

- Free float of 15.7%, and 30-day average volume of 208,500 (Bloomberg est.).

Information risk

- Cogent is a small capitalisation Company, and disclosure of information is usually not as detailed compared to Blue Chip Companies.
- Lack of market consensus due to absence of extensive analyst coverage.

Valuation Method: Discounted Cash Flow Model

Key assumptions used in our financial model

- Straight-line depreciation of S$152 million cost of Cogent.1 Logistics Hub over the period of 25 years. (S$6.1 mil annual depreciation)
- Disposal of property at 1 Chia Ping Road on 12 December 2014 for S$9.2 million, taking off S$3.315 million of book value, and recognising a one-off gain of $5.885 million. (Ref. 6 March 2014 announcement.)
- Termination of existing lease of container depot at 11 Jalan Terusan from 4QFY15 onwards.
- 31 Penjuru Lane lease expired in July 2014 and not renewed (annual gross rental of S$1.873 million)

Hence we expect to see the effects of the consolidation to the integrated logistics hub start in 2HFY14, with full effect in 1HFY16 onwards. We derive a TP of S$0.470 for Cogent from DCF valuation method. This gives an implied forward P/E multiple of 15.0x of FY15F EPS.

PhillipCapital
Your Partner In Finance

Company Overview

Cogent Holdings Ltd (Cogent) is a leading provider of integrated logistics services in Singapore.

Cogent was listed on the Mainboard of the Singapore Exchange in February 2010 with an offer price of S$0.220 and first day closing price of S$0.225. Cogent has a market capitalisation of about S$177 million and a free float of about 15.7%.

Group Structure

Cogent has investments in various subsidiaries. The following table outlines the various activities that the subsidiaries are engaged in.

Table 1. Subsidiaries of the Cogent Group

Name of subsidiary	Country of incorporation and operations	Ownership (%)	Principal activity
SH Cogent Logistics Pte Ltd	Singapore	100	Provision of warehousing and container depot management services and transportation of conatiners and cargo
Soon Hock Transportation Pte Ltd	Singapore	100	Provision of warehousing services
Congent Investment Group Pte Ltd	Singapore	100	Investment holding
Cogent Automotive Logistics Pte Ltd	Singapore	100	Export processing, transportation and storage of motor vehicles
<u>Subsidiary held by SH Cogent Logistics Pte Ltd:</u>			
Cogent Land Capital Pte Ltd	Singapore	100	Provision of automotive logistics services and property management services

Source: Company FY2013 Annual Report

Acquisition of associates

Cogent holds stakes in two JVs outlined in the table below as of end of FY13. Cogent had subsequently made announcements in June 2014 and September 2014 on the acquisition of the remaining 50% of JW Cogent and JWC respectively by SH Cogent Logistics. On completion of the acquisitions, both JWC and JW Cogent will become wholly-owned subsidiaries of SH Cogent Logistics, and indirect wholly-owned subsidiary of Cogent.

We have assumed that both acquisitions will be completed during FY14 and have implemented that into our financial model. The resulting stakes will no longer be reported under equity accounting and hence the effect of JV will no longer be present on the Income Statement or Balance Sheet.

Table 2. Joint Ventures of the Cogent Group

Name of subsidiary	Country of incorporation and operations	Ownership (%)	Principal activity
JWC Logistics Pte Ltd	Singapore	50	Container depot management service
JW Cogent Logistics Sdn Bhd	Malaysia	50	Container depot management service

Source: Company FY2013 Annual Report

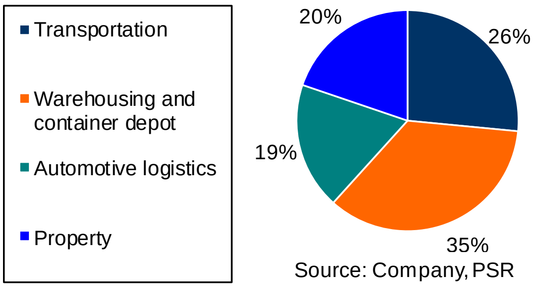
PhillipCapital
Your Partner In Finance

4 Business Segments

Cogent has 4 business segments. The following charts give a breakdown on the revenue and operating profit contributions from the various business segments. Referring to Fig 1., FY13 revenue contribution from the four business segments were comparable, with each contributing significantly. At the EBIT level (Fig 2.), there is some change in the contribution from each of the business segment, as a result of the difference in margins between the business segments.

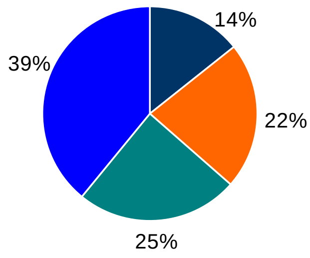
1. Transportation management services
2. Warehousing and container depot management services
3. Automotive logistics management services
4. Property management services

Fig 1. FY13 Revenue Segmentation



Source: Company, PSR

Fig 2. FY13 Operating profit



Source: Company, PSR

Transportation Management Services

"Transportation services locally for laden and empty containers and other cargoes, as well as provision for dry hubbing logistics solutions." (Source: Company FY2013 Annual Report)

Source: Company

Cogent has a fleet of more than 100 prime movers and a wide range of over 400 trailers. Cogent provides trucking services transporting laden and unladen containers between the port, warehouses, container depot and destinations specified by clients. Apart from transporting containers, Cogent also provides transportation services for oil and gas (equipment used in construction of oil rigs), ISO tanks and raw materials (steel bars).

The dry hubbing service provided by Cogent involves the management of transportation and inventory of laden containers at dedicated storage facilities pending shipping, and other ancillary retrieval and transportation services, including transportation of petroleum and chemical products from Jurong Island.

Elaborating on the dry hubbing service, the service is essentially the consolidation of a large shipment of laden containers, prior to transportation to the port. An open yard to store the laden containers is required to support this operation. Cogent has dry hubbing service both on Jurong Island, as well as on mainland Singapore.

Drivers for this business segment is cargo volume and trade flows. Risk factor for this business segment would be slowdown in global economy with lower production and trade.

- Cogent's closest peer listed-competitor to the Transport Management Services business segment is Poh Tiong Choon Logistics Ltd.

Warehousing and container depot management services

"Rental of warehouses and provision of warehousing services including packing, drumming and other ancillary services. Provision of integrated container services comprising storage, handling, washing and repair of empty containers." (Source: Company FY2013 Annual Report)

Source: Company

Cogent is licenced by the National Environment Agency (NEA) and Singapore Civil Defence Force (SCDF) to store chemicals, hazardous and flammable materials at some of their warehouses.

In addition, Cogent operates Licensed Warehouse, which allows the storage of both dutiable and dutiable goods. An examples of why dutiable goods are stored is due to **transhipment**, which includes **consolidation** and **deconsolidation**.

- **Transhipment** – final destination of the goods is not within Singapore.
- **Consolidation** – inbound dutiable goods are consolidated with other goods in Singapore and then shipped out of Singapore.
- **Deconsolidation** – some of the dutiable goods are imported into Singapore, while the rest are stored in the Licensed Warehouse, awaiting shipment to another country.

Value-add services to the warehousing business segment are: inventory management, loading/unloading, shrink-wrapping, palletisation, fork-lifting and chemical drumming services. Profit margins that Cogent is able to derive through these value-add services are better than the margins from rental of warehouse space.

Cogent currently has one of the largest container depot yard in Singapore (approx. 1.2 to 1.5 million sq ft, 20,000 TEU capacity) located at Jalan Terusan, and a fleet of reach stackers, handlers and forklift trucks, capable of stacking empty containers to a maximum of height of nine containers. Other services related to the container depot services are the inspection, cleaning, repair and maintenance of the unladen containers. Customers to the container depot management services are the shipping lines such as A.P. Moller-Maersk A/S, where they store their unladen containers.

The warehousing and container depot businesses are naturally hedged against one another. There is strong demand for the warehousing business' services when container throughput is high. Ancillary value-add services (such as fork-lifting, inventory management) do well too, when there is high inventory throughput at the warehouse. Conversely, the container depot business segment does better when container throughput is low, because unladen containers are stored at the container depot, and it is typically during this period that the owners of the containers carry out repairs and refurbishments.

- Cogent's nearest listed-competitors to the warehousing business are Poh Tiong Choon Logistics Ltd., CWT Ltd. and Vibrant Group Ltd.

- Cogent's nearest competitors to the container depot business are OCWS Logistics Pte Ltd, Eng Kong Holdings Ltd, and Allied Container Group.

Automotive logistics management services

Export processing, transportation and storage of motor vehicles. (Source: Company FY2013 Annual Report)

Source: Company

Cogent is licenced by Singapore Customs to store dutiable motor vehicles, and this business segment focuses on processing, transportation and storage of motor vehicles being imported into Singapore. Cogent's ability to provide the seamless service of port and customs clearance, vehicular transportation, warehousing and delivery eliminates unnecessary transitions between operators, thus offering customers an efficient and cost-effective service.

Cogent is also licenced to operate in the Export Processing Zone (EPZ) which entails de-registration and export of second-hand motor vehicles. There are currently only two players in Singapore for the EPZ market – Cogent and Boeki Auto & Marine Pte Ltd.

In addition, Cogent assists LTA in:

- **Repossession** of cars with outstanding road taxes,
- **Impounding** of illegally-modified cars,

and assists the Singapore Police Force in:

- **Removal** of accident vehicles.

Driver for this business segment is demand for new cars in Singapore, which fluctuates with Certificate of Entitlement (COE) premiums. Customers to the automotive logistics management business segment include Borneo Motors, Mazda, Singapore Police Force and Land Transport Authority of Singapore.

Property management services

Wholly-owned subsidiary of Cogent, Cogent Land Capital Pte Ltd (CLC) is the developer and manager of The Grandstand (formerly known as Turf Club). CLC announced the successful tender to lease the former Bukit Timah Turf Club site at Turf Club Road in October 2011, and the redevelopment was completed in 2012. The Grandstand is now a 1 million sq ft property, with a mix of F&B outlets; and kids' and family-oriented services. It also houses one of the largest used car marts in Singapore with more than 140 showrooms. Operations commenced on 1 March 2012, and Cogent saw its maiden contribution from The Grandstand in 1HFY12.

Source: Company

In addition to the mall, it is though the car showrooms that Cogent has exposure to the used-car sector in Singapore; thus complementing its exposure to the new car imports that its Automotive logistics management services business segment experiences.

At present, accessibility to the mall is not particularly convenient, and CLC provides shuttle bus services. Accessibility to The Grandstand should be improved with the opening of King Albert Park and Sixth Avenue MRT stations on Downtown Line Phase 2 in mid-2016.

Key risk for this business segment is the ability for Cogent to renew its lease. CLC's lease for the site is for three years until February 2015, with option to extend for another three years. So there is some uncertainty at this point for 2018 and beyond. The other risk that this business segment faces is tenant occupancy.

However, with the proven experience in the successful management of The Grandstand, we believe that CLC is poised for further expansion to secure other sites to manage, thus mitigating the concentration risk of this lone property to the business segment.

We have modelled flat revenue for this business segment until 2016, with some modest rental escalation from FY16F onwards on the assumptions of (1) going concern of the business segment and (2) improved accessibility from the opening of new MRT stations would allow The Grandstand to command better rentals.

Operating cost structure

In FY13, the largest cost component for Cogent was Cost of services, which made up 64.1% of total operating costs. Little detail is available from this, other than knowing that gross margin for FY13 was 46.7%. We can see that gross margin for Cogent has been improving over the recent years.

Table 3. Historical gross margin

FY11	FY12	FY13	1HFY14
38.9%	41.9%	46.7%	48.3%

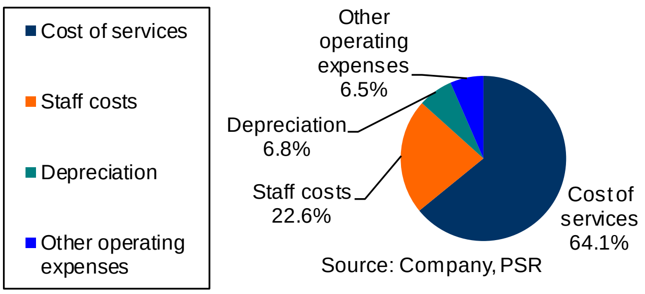
Source: Company, PSR est.

Cogent's Income Statement had been reported by function up to FY13. Cogent began reporting its Income Statement by nature in 1HFY14. Comparing the FY13 (Fig 3.) and 1HFY13 (Fig 4.) operating costs does not show any substantial change within FY13.

By comparing 1HFY13 costs by function (Fig 6.) against costs by nature (Fig 4.), it is observed that Cost of services (which was by function) is substantially Rentals on leased premises, followed by Contract Services and Fuel & Utilities when reported by nature.

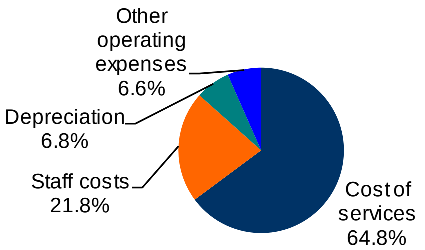
Consequently, for 1HFY14, the largest cost component was Rentals on leased premises (34%), followed by Employee benefits and expenses (23%). We argue that through the Cogent 1. Logistics Hub, Cogent will derive significant cost savings on rental expense, with some offset by higher depreciation. Furthermore, rental rates tend to escalate over time, while depreciation typically remains fixed.

Fig 3. FY13 Operating costs by function



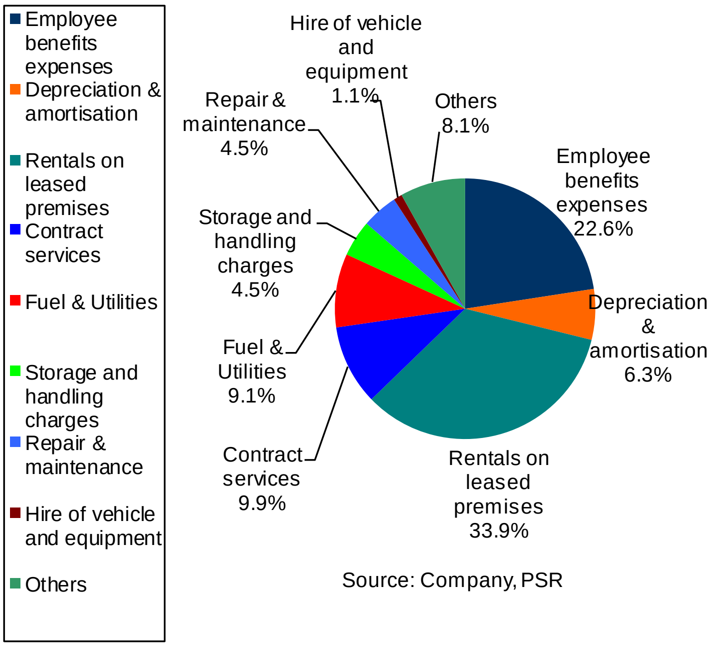
Source: Company, PSR

Fig 4. 1H13 Operating costs by function



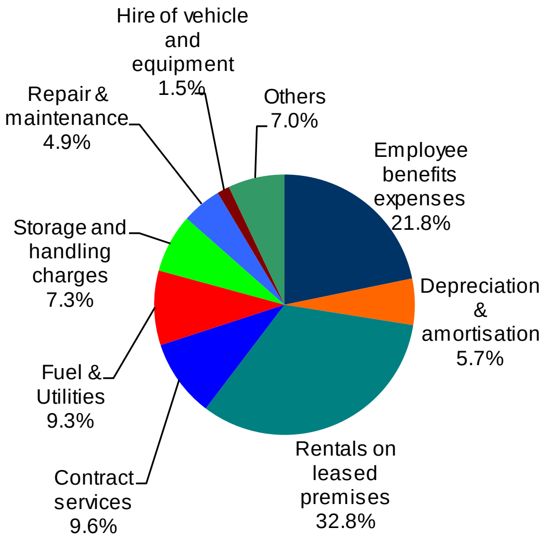
Source: Company, PSR

Fig 5. 1H14 Operating costs by nature



Source: Company, PSR

Fig 6. 1H13 Operating costs by nature



Source: Company, PSR

Results at a glance

(SGD mn)	FY13	FY12	y-y (%)	Comments
Transportation management services	29.9	30.5	(1.8)	Moderate slowdown in trade volume.
Warehousing and container depot management services	39.7	36.2	9.7	Increase in cargo volume and container throughput.
Automotive logistics management	21.0	18.9	11.1	Increased business in vehicle storage.
Property management services	22.3	10.7	108.6	Growth in occupancy over 12-months vs. 10-months in FY12.
Revenue	**112.8**	**96.2**	**17.3**	
EBITDA	23.8	14.7	62.0	
EBIT	18.3	10.1	82.2	
Net Income, adj.	**15.1**	**7.8**	**95.0**	**Strong performance from all segments except Trpt mgmt svcs.**

Source: Company, PSR

Discussion of FY13 results

- Three of the core business segments saw strong revenue growth, except the Transport Management Services segment due to slowdown in trade volume. Total revenue grew 17.3% y-y.
- EBITDA and EBIT margins both improved 5.8ppts y-y to 21.1% and 16.2% respectively. (FY12: 15.3%, 10.5% respectively.)
- Margins improvement largely flowed through to Net income, with Net margin improving 5.3ppts y-y to 13.4%. (FY12: 8.1%.)
- 1.26 Cent final dividend (39.9% payout) was declared for FY13. (FY12: 0.20 Cent, 12.3% payout)

Results at a glance

(SGD mn)	1H14	1H13	y-y (%)	Comments
Revenue	**55.8**	**56.4**	**(1.1)**	**Lower Trpt Mgmt Svcs, higher Automotive Log Mgmt Svcs.**
EBITDA	12.3	11.9	3.3	
EBIT	9.3	9.2	1.5	
Net Income, adj.	**7.5**	**7.3**	**1.9**	

Source: Company, PSR

Discussion of 1HFY14 results

- Group 1HFY14 revenue declined marginally 1.1%y-y due to lower contribution from Transport Management Service segment, offset by higher Automotive Logistics Management Service.
- EBITDA, EBIT and Net margins improved y-y by less than 1ppt each.
- EBITDA, EBIT and Net margins were 22.1%, 16.2% and 13.8% respectively, compared to previous year of 21.1%, 16.3% and 13.0%.
- Net income consequently grew marginally by 1.9%.

PhillipCapital
Your Partner In Finance

Key features of the Cogent 1. Logistics Hub

Modern and superior design

- Gross Floor Area of approximately 1.6 million sq ft. (For perspective, VivoCity has a GFA of 1.5 million sq ft.)
- Registered patent in Singapore, Europe and China for its design.
- 2 independent vehicular ramps for warehouse and sky depot (container depot).
- Large Single Floor Plate of approximately 280,000 square feet.
- Average of 15 dock levelers per 100,000 sq ft.
- Licensed to store NEA-controlled, flammable materials, project cargo & general cargo.

Strategically located

- Within 3.5 km to Jurong Port and Jurong Island.
- Less than 30 minutes' drive to Pasir Panjang Terminal.
- Close proximity to future Tuas Mega Port and Pasir Panjang Future Developments.
- Instant access to AYE, Jalan Buroh and Pioneer Road.

Multi-level warehouse

- 1st and 2nd storey houses Flammable Material Warehouse and NEA-controlled warehouses.
- 3rd, 4th and 5th storey for General Goods.
- 6th storey serves as an administration and inspection area for unladen containers.
- Roof-top is where the container depot is located.
- Storage yard for laden containers on ground floor (dry hubbing service).

Container depot integrated to warehouse

- Roof-top container depot has 16,000 TEU capacity.
- 16 overhead bridge cranes.
- Facilities for reefers (industry terminology for refrigerated containers) with 160 charging stations.
- Container washing, repair and maintenance service.

Fig 7. Side view of Cogent 1. Logistics Hub

Source: Company

Fig 8. Aerial view of the Cogent 1. Logistics Hub

Source: Company

Fig 9. Cogent 1. Logistics Hub is strategically located

Source: Company

Recent Insider Transactions in the last 12 months

1 October 2014 – Director / Deputy CEO bought 233,000 shares (S$87,815) at implied average price of S$0.377 per share, final direct interest of 2,283,000 shares (0.48%).

11 December 2013 – CEO bought 1,000,000 shares (S$210,000) at implied average price of S$0.210 per share. Direct interest of 325,756,775 shares (68.08%).

Dividends

- Cogent reports its financial results on a half-yearly basis.
- First and final dividends are declared in 2H (late February) and usually paid out in early May.
- FY13 dividend was 1.26 Cents (39.9% payout) compared to previous year FY12 dividend of 0.20 Cents (12.3% payout).
- Cogent does not have a formal dividend policy.

Table 4. Dividend history

	FY09	FY10	FY11	FY12	FY13
EPS, adj. (Cents)	1.30	(0.09)	0.90	1.62	3.16
DPS (Cents)	-	3.06	-	0.20	1.26
Payout (%)	0.0%	N.M.	0.0%	12.3%	39.9%

Source: Company, PSR est.

Rights Issue in October 2011

Cogent had raised approximately S$17,225,000 million after deducting estimated expenses of approximately S$320,000, from the gross proceeds of the Rights Issue of S$17,545,000.

Relative valuation

Table 5. Peer relative data

Company	Price (S$)	Mkt. Cap. (S$mn)	TTM P/E	P/B
COGENT HOLDINGS LTD	0.370	177	11.7x	2.3x
CWT LTD	1.565	939	6.7x	1.3x
GLOBAL LOGISTIC PROPERTIES LTD	2.530	12,244	16.1x	1.0x
POH TIONG CHOON LOGISTICS	0.635	137	14.6x	1.9x
VIBRANT GROUP LTD	0.102	266	6.5x	0.7x

Source: Bloomberg (updated: 11 December 2014), PSR

While we present the peer relative data here (Table 5.), we also point out that this is not a definitive gauge of relative valuation for Cogent's peer group because of the differences in business segments, outlined in Table 6.; and also difference in geographical exposure. (Global Logistics Properties operates in China, Japan and Brazil.)

Table 6. Peer business segments

Company	Transportation	Warehousing	Automotive	Commodities	Property	Financials
COGENT HOLDINGS LTD	X	X	X		X	
CWT LTD		X		X		X
GLOBAL LOGISTIC PROPERTIES LTD		X				
POH TIONG CHOON LOGISTICS	X	X				
VIBRANT GROUP LTD	X	X			X	X

Source: Various Companies, PSR

Possible future upside price catalyst

Monetisation of patent

- Collaborate with port operators at locations where land is scarce, for example, Hong Kong.

Expansion of Property Management Services business segment

- Cogent can leverage on experience from The Grandstand to expand this business segment.

Further reduction in costs

- Non-renewal of the lease for 7 Penjuru Close in December 2016 would lead to a reduction of about S$4.5 million in Rental costs.

Outlook and our view for the sector

Healthy historic average occupancy. Available Warehouse space at the end of 2013 was 7.74 million sq m, while Occupied Warehouse space was 7.03 million sq m, implying an occupancy of 90.8%. (Fig 10.)

Fig 10. Annual Warehouse Occupancy (million sq m)

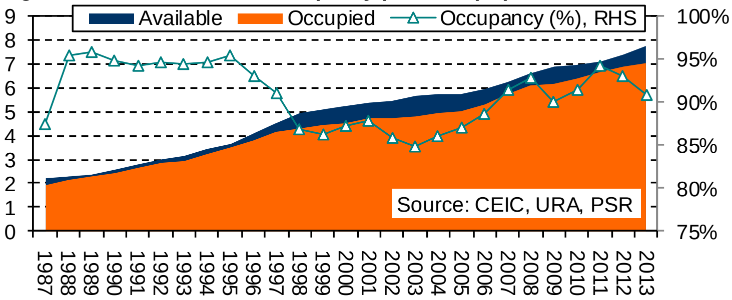
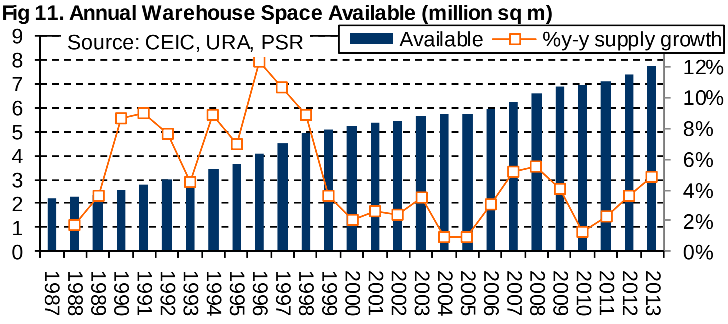


Fig 11. Annual Warehouse Space Available (million sq m)



Headwinds of supply pipeline. Near term will be challenging for the warehouse sector, with visible supply pipeline for the next two years (Table 5.); with available warehouse space estimated to grow 7.6% YoY and 6.1% YoY in 2015 and 2016 respectively (Table 6.). This is in contrast to the historical growth of between 0.9% YoY and 5.5% YoY over the last fifteen years. (Fig 11.)

Table 5. Supply Pipeline for Warehouse Space ('000 sq m GFA)

	Total	2014	2015	2016	2017	2018
Under Construction	**1,018**	**374**	**418**	**226**	**-**	**-**
Planned	**604**	**-**	**195**	**305**	**59**	**45**
Written Permission	108	-	32	76	-	-
Provisional Permission	469	-	163	225	36	45
Others	27	-	-	4	23	-
Total	**1,622**	**374**	**613**	**531**	**59**	**45**

Source: JTC website (Accessed on 26 Nov 2014.)

Table 6. Warehouse Space Available (million sq m GFA)

	2013	2014	2015	2016	2017	2018
Warehouse space available	7.74	8.11	8.72	9.25	9.31	9.36
%YoY		4.8%	7.6%	6.1%	0.6%	0.5%

Source: JTC, PSR est.

Rental has priced-in the upcoming supply and stabilised. On an annual basis, we see that the Rental Index has been rising over the last four years (Fig 12.), but we expect to see a slight dip in the Rental Index at the end of 2014. On a quarterly basis (Fig 13.), we see that there was a dip in 1Q14, but the Rental Index was stable over the last three quarters. This was in spite of the knowledge of the upcoming supply of warehousing space. Hence we believe that the sector has already priced-in the upcoming supply and possibly bottomed on Rental Index.

Fig 12. Annual Rental Index: Multi-User Warehouse (4Q1988=100)

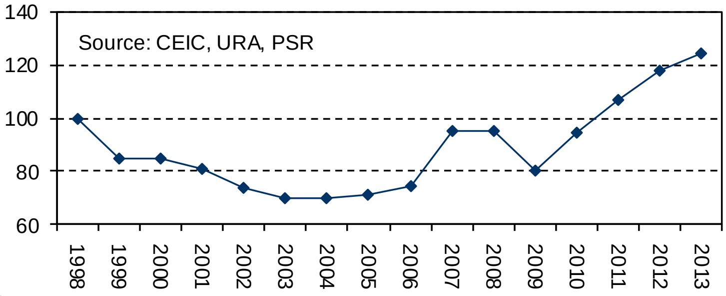
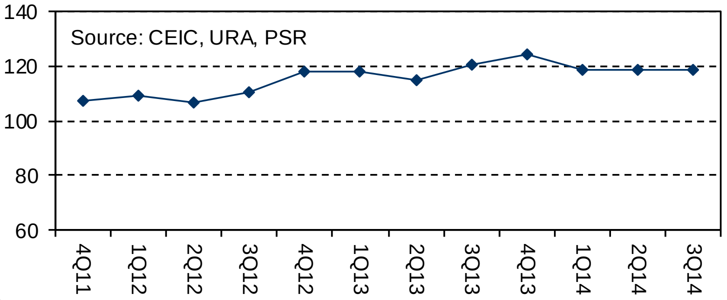


Fig 13. Quarterly Rental Index: Multi-User Warehouse (4Q1988=100)



Cogent should not be worse for wear. While the warehousing sector will be facing headwinds from the supply pipeline, but we think that Cogent would not be the worst performer among the sector. Historically, the lowest occupancy experienced was 84.8% in 2003. While that is the average for the sector, neither do we believe the average occupancy to dip to this level, nor do we believe that Cogent would find itself at the lower end of the sector. The new Cogent 1. Logistics Hub is a modern facility with ramp-up feature, which is a superior design compared to older warehouses that still utilise cargo lifts. Operating efficiency of having warehouse integrated with container depot, together with the availability of on-site dry hubbing service should place it on top of every potential tenant's list. Hence, we think that Cogent should be able to maintain healthy occupancy and command rental rates at the higher end of the sector's range.

PhillipCapital
Your Partner In Finance

Market structure and industry analysis

Sector classification – Cogent belongs to the *Industrial* sector, providing commercial services, under the MSCI GICS classification. The Transportation services business segment, and Warehousing & Container services that Cogent provides are tied to trade flows and production. These factors are correlated with the general state of the economy. However, there is some natural hedging characteristics between one another as described earlier in the business segment outline. The Automotive Logistics business segment is driven by demand and supply of new cars and used-cars, which is in turn tied to COE prices. The Property Management business is stable and recurring in nature. Overall, Cogent's business is cyclical in nature, but with different driving factors for each business segment.

Market structure for logistics – The market structure for logistics is highly fragmented, but Cogent's differentiation arises from its licence to store hazardous and dangerous goods, as well as vertically integrated business model which it derives operating efficiency.

Industry life cycle – The industry is still growing, driven by trade and logistics players are continually upgrading their facilities and integrating their supply chain to better serve their customers more efficiently.

Porter's Five Forces Analysis for Logistics

Threat of new entrants – low

- **Government policy.** Key resource required for Warehousing business is land for a large warehouse. The Government is regulating use of land, ensuring high land efficiency, which is a barrier to entry.
- **Asset specificity.** Warehouses are not specific, owners are able to enhance the building, or partition it for multi-tenant or single tenant use. However, equipment and vehicles used for transportation, packing and fork-lifting are specific and thus inhibits entry into the industry.
- **Scale.** Requires scale and discourages small players from entering.
- **Learning curve.** Some learning curve involved, particularly in Property Management business segment.

Threat of substitutes – low

- **Substitute products.** There are no substitutes for warehouse space.

Intensity of rivalry – moderate

- **Industry concentration.** The industry is highly fragmented. This raises the intensity of competition, compared to an oligopoly or monopoly.
- **Product differentiation.** Product differentiation arises from the features and location of the warehouses. Older warehouses tend to be serviced by cargo lifts, while the newer designs are of the ramp-up type. Competitive advantage of the warehouse is its location, which should be near to the port and easily accessible by the expressways.
- **High fixed cost.** High fixed cost requires players to have scale, thus increasing the effect of rivalry.
- **Exit barriers.** Exit barriers are low, as warehouses can be modified to meet the requirements of various tenants.

Bargaining Power of suppliers – moderate

- **Land.** Rental on leased space is the highest cost component with high concentration among landlords, thus there is strong bargaining power of suppliers.
- **Threat of forward integration.** There is little threat of forward integration by suppliers.

Bargaining Power of customers – low to moderate

- **Customer concentration.** Customer concentration varies differently among the players. However, a survey within the logistics REITs shows that they are facing a high customer concentration risk in properties operated under the master tenant lease.
- **Threat of backward integration.** There is little threat of backward integration by customers as they come from diverse industries.
- **Switching costs.** There is low switching costs involved as other players within the industry generally offer the same suite of services with little product differentiation.

SWOT Analysis for Cogent

Strengths

- **Experienced player with good working relations.** Long-time player with over 30-years' experience providing integrated logistics solutions.
- **Vertically integrated business.** Capturing the entire logistics supply chain, from transportation, warehousing (including inventory management, loading/unloading, fork-lifting) and container depot (including storage, repair, cleaning, refurbishment).
- **Access to higher margins niche market.** Licenced by NEA and SCDF to handle and store chemicals and hazardous materials.
- **Flexible storage options.** New Logistics Hub can accommodate both Dangerous (hazardous) Goods and General Goods. Giving accessibility to the higher margin niche segment, and stability from the generic space that is flexible in the type of goods being stored.
- **Stable recurring income.** Arising from Property management (The Grandstand).

Weaknesses

- **Restricted growth opportunities.** Operations are currently almost exclusively within Singapore.
- **Occupancy risk.** Needs to continually secure tenants to fill warehouse space.

Opportunities

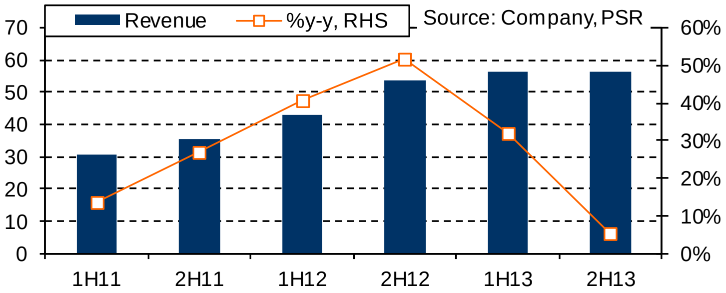
- **Further exposure into property management.** Recently diversified from logistics to be a credible developer and property manager, thus building up the expertise in the property management sector. Cogent has proven itself to be a competent developer and property manager through The Grandstand and can possibly expand in this high-margin business segment.
- **Monetisation of IP.** Patented design for the Logistics Hub opens up opportunities to enter into JVs with other port operators or warehouse operators at locations where land is scarce (example, Hong Kong).
- **Trend of outsourcing logistics to 3PLs.** As Companies pursue an asset light strategy to their business, this creates opportunities for

Threats

- **Warehouse supply pipeline.** Facing near term threat from supply pipeline of warehouse space within the next two years, thus putting pressure on rental and occupancy.
- **Change in government policy.** Can be adversely affected by unfavourable change in government policy on land use or trade. Expect to see tightening on land use to enhance land-productivity.

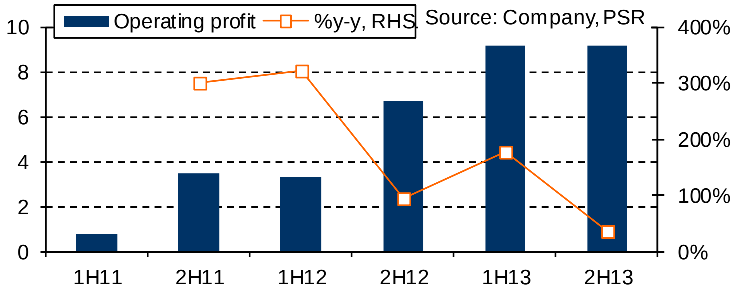
Half-Yearly Revenue and Profitability data

Fig 14. Revenue (S$ mn)



Remarks: 1Q14 Revenue up 9.2% y-y.

Fig 15. Operating profit (S$ mn)



Remarks: 1Q14 EBIT up 5.8% y-y.

Fig 16. Net profit (S$ mn)

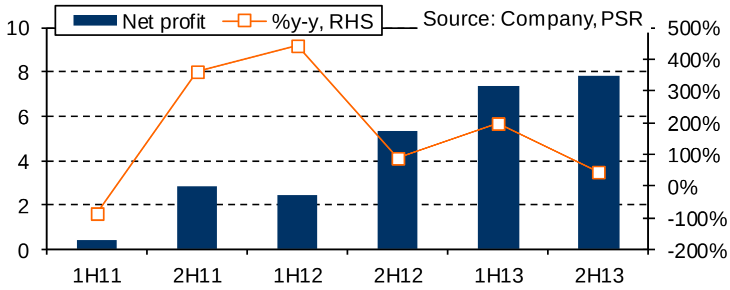
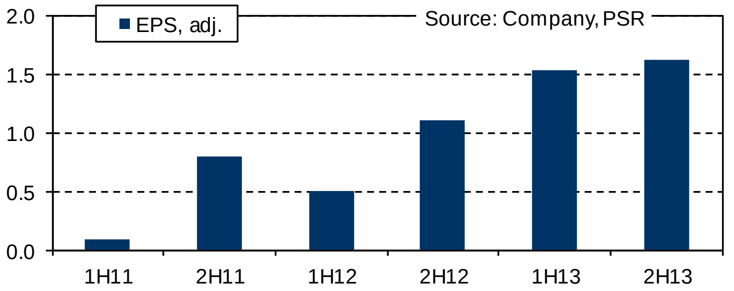
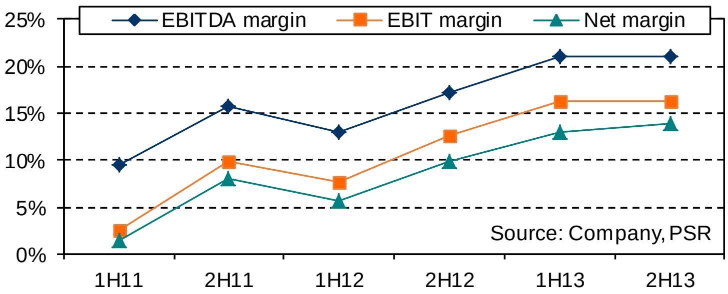


Fig 17. Earnings per share (Cents)



Half-Yearly Financial Indicators

Fig 18. EBITDA, EBIT & Net margins



Full Year Revenue and Profitability data

Fig 19. Revenue (S$ mn)

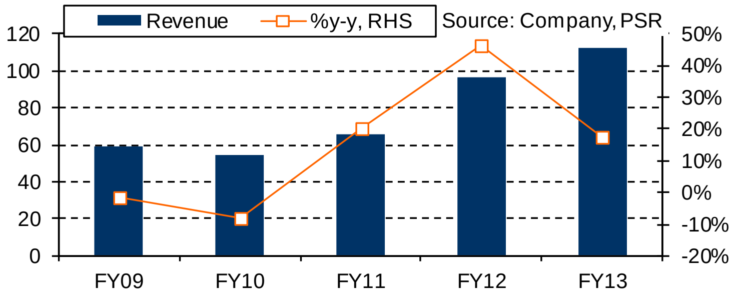


Fig 20. Operating profit (S$ mn)

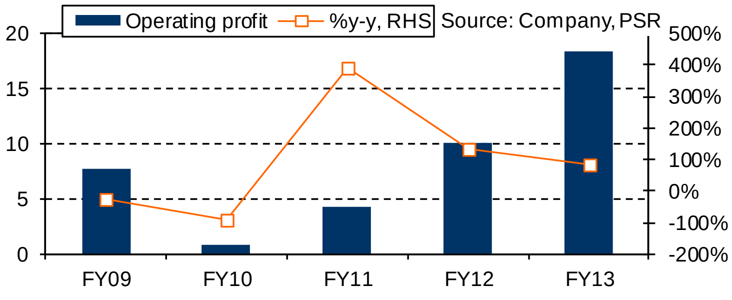


Fig 21. Revenue by Business (S$ mn)

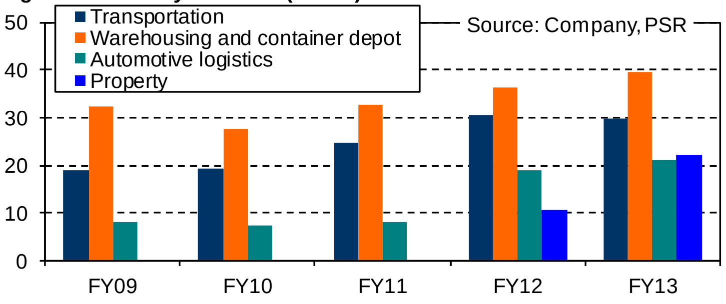


Fig 22. Operating profit by Business (S$ mn)

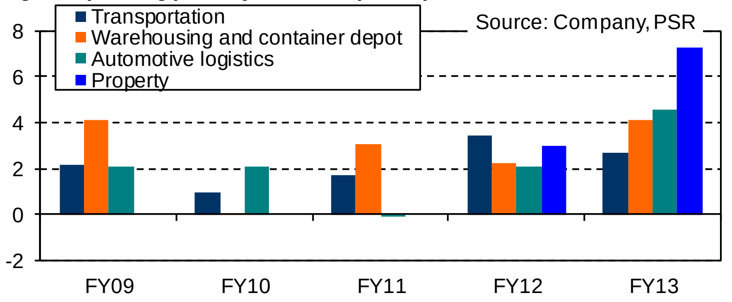


Fig 23. Net profit (S$ mn)

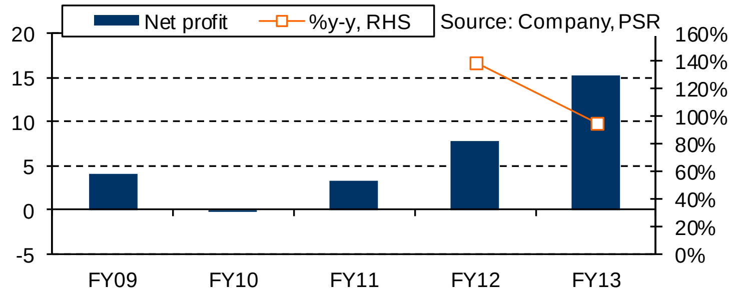
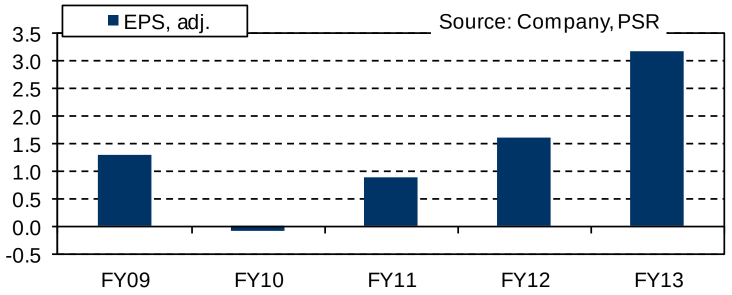


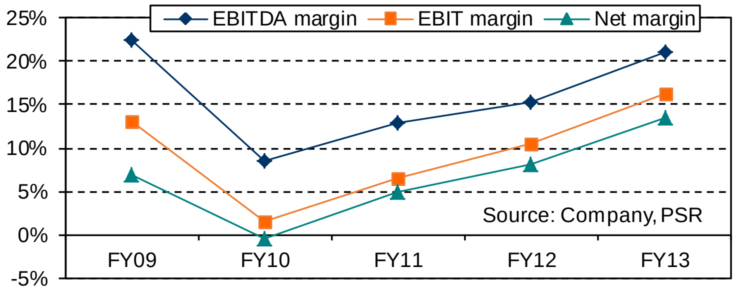
Fig 24. Earnings per share (Cents)



PhillipCapital
Your Partner In Finance

Full Year Financial Indicators with Historical Performance

Fig 25. EBITDA, EBIT & Net margins



Remarks: Trend of improving margins

Fig 26. Operating margins by Business

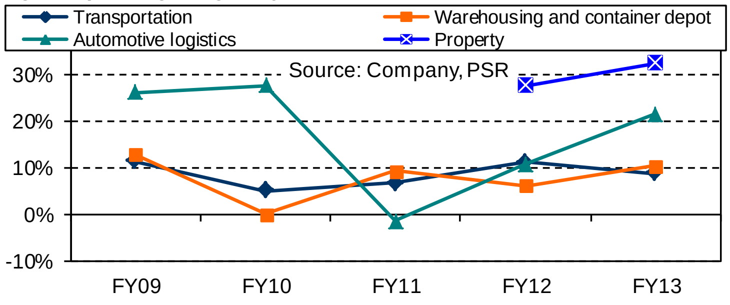


Fig 27. Cash Flows (S$ mn)

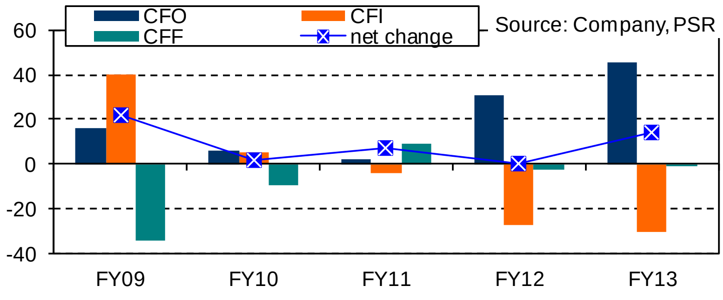
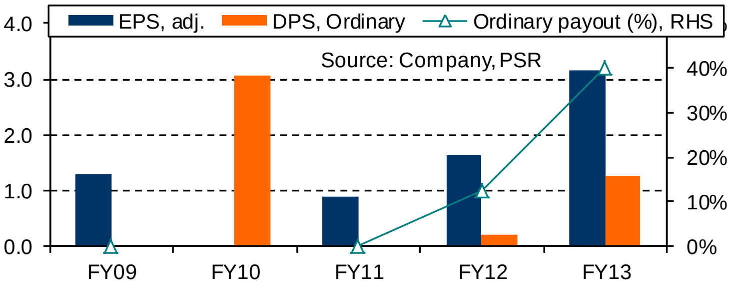
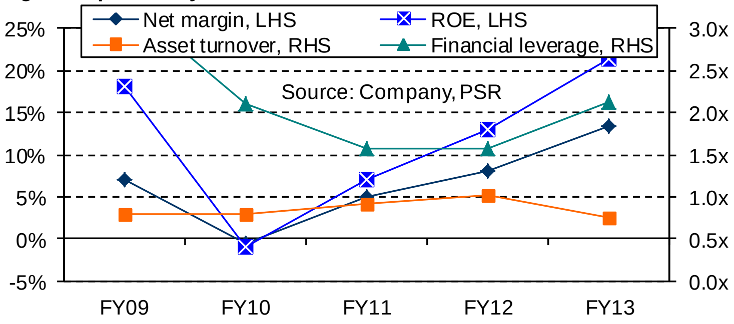


Fig 28. Shareholder Returns (Cents)



Remarks: 39.9% payout in FY13.

Fig 29. Dupont Analysis



Remarks: ROE improved to 21.4% in FY13.

FYE Dec	FY11	FY12	FY13	FY14F	FY15F
Income Statement (SGD mn)					
Revenue	**65.6**	**96.2**	**112.8**	**116.0**	**121.6**
Other operating income	0.5	0.5	1.1	1.5	0.6
EBITDA	**8.5**	**14.7**	**23.8**	**26.9**	**29.8**
Depreciation & Amortisation	4.2	4.7	5.5	8.4	11.7
EBIT	**4.3**	**10.1**	**18.3**	**18.5**	**18.1**
Net Finance (Expense)/Inc	(0.2)	(0.1)	(0.1)	(0.2)	(0.2)
Other items	-	-	-	-	-
Associates & JVs	(0.3)	(0.2)	(0.2)	-	-
Exceptional items	-	-	-	5.9	-
Profit Before Tax	**3.7**	**9.7**	**18.0**	**24.2**	**18.0**
Taxation	(0.5)	(2.0)	(2.9)	(3.9)	(2.9)
Profit After Tax	**3.3**	**7.8**	**15.1**	**20.3**	**15.1**
- Non-controlling interest	-	-	-	-	-
Net Income, reported	**3.3**	**7.8**	**15.1**	**20.2**	**15.0**
Net Income, adj.	**3.3**	**7.8**	**15.1**	**14.3**	**15.0**

FYE Dec	FY11	FY12	FY13	FY14F	FY15F
Per share data (Cents)					
EPS, reported	0.90	1.62	3.16	4.23	3.14
EPS, adj.	0.90	1.62	3.16	3.00	3.14
DPS	-	0.20	1.26	1.30	1.20
BVPS	16.15	13.33	16.29	19.26	21.09

FYE Dec	FY11	FY12	FY13	FY14F	FY15F
Balance Sheet (SGD mn)					
PPE	24.4	49.0	124.3	182.6	188.7
Intangibles	-	-	-	-	-
Associates & JVs	0.49	0.42	0.20	-	-
Investments	0.04	0.04	0.04	0.04	0.04
Others	-	2.2	1.3	1.3	1.3
Total non-current assets	**24.9**	**51.7**	**125.8**	**183.9**	**190.1**
Inventories	-	-	-	-	-
Trade Receivables	15.1	16.5	16.3	16.7	17.5
Investments	0.01	0.02	0.02	0.02	0.02
Cash	35.6	35.6	47.3	54.7	55.8
Others	4.5	3.9	3.8	3.9	4.0
Total current assets	**55.1**	**55.9**	**67.3**	**75.3**	**77.4**
Total Assets	**80.0**	**107.6**	**193.1**	**259.3**	**267.5**
Short term loans	2.5	2.2	3.7	4.2	2.2
Accounts Payables	4.1	5.5	7.3	7.5	7.9
Others	8.7	25.2	46.6	47.7	49.8
Total current liabilities	**15.3**	**33.0**	**57.5**	**59.4**	**59.9**
Long term loans	4.0	3.4	50.2	101.3	101.3
Others	4.7	7.5	7.4	6.4	5.4
Total non-current liabilities	**8.7**	**10.9**	**57.7**	**107.7**	**106.7**
Total Liabilities	**24.0**	**43.9**	**115.2**	**167.1**	**166.6**
Non-controlling interest	-	-	-	-	-
Shareholder Equity	**56.0**	**63.8**	**77.9**	**92.1**	**100.9**

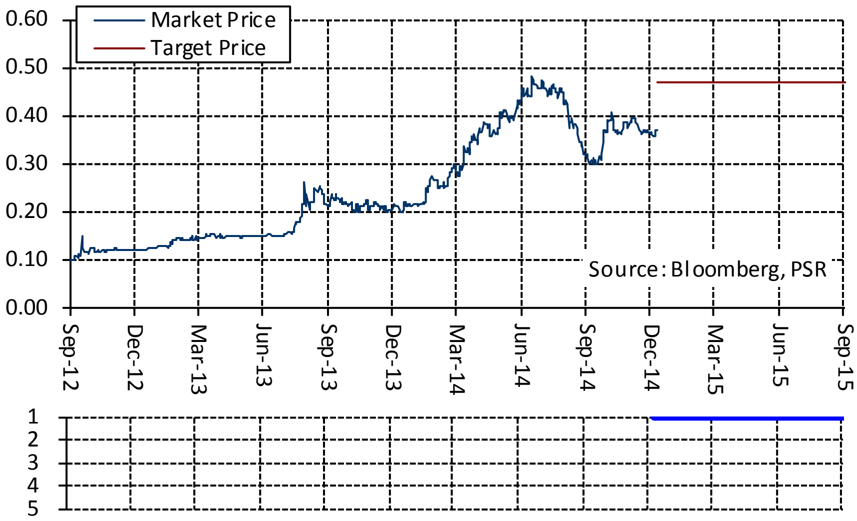
FYE Dec	FY11	FY12	FY13	FY14F	FY15F
Cashflow Statements (SGD mn)					
CFO					
PBT	3.7	9.7	18.0	24.1	17.9
Adjustments	4.7	5.0	5.7	8.6	11.9
WC changes	(5.1)	16.5	24.2	0.8	1.5
Cash generated from ops	3.3	31.3	47.9	33.6	31.2
Others	(1.3)	(0.9)	(2.2)	(3.9)	(2.9)
Cashflow from ops	**2.0**	**30.4**	**45.8**	**29.7**	**28.3**
CFI					
CAPEX, net	(3.5)	(27.4)	(30.7)	(11.6)	(18.8)
Divd from associates & JVs	-	0.0	0.0	-	-
Others	(0.7)	(0.1)	0.1	0.1	0.1
Cashflow from investments	**(4.3)**	**(27.4)**	**(30.6)**	**(11.5)**	**(18.8)**
CFF					
Share issuance, net	17.2	-	-	-	-
Loans, net of repayments	(6.6)	(2.8)	(2.4)	(4.4)	(2.0)
Dividends	(0.9)	-	(1.0)	(6.0)	(6.2)
Others	(0.3)	(0.0)	2.0	(0.2)	(0.3)
Cashflow from financing	**9.4**	**(2.8)**	**(1.3)**	**(10.7)**	**(8.5)**
Net change in cash	**7.2**	**0.1**	**13.9**	**7.5**	**1.1**
Effects of exchange rates	-	-	-	-	-
CCE, end	**32.1**	**32.2**	**46.1**	**53.6**	**54.7**

FYE Dec	FY11	FY12	FY13	FY14F	FY15F
Valuation Ratios					
P/E (X), adj.	11.2	8.3	7.6	12.3	11.8
P/B (X)	0.6	1.0	1.5	1.9	1.8
EV/EBITDA (X), adj.	0.7	2.3	5.1	8.5	7.5
Dividend Yield (%)	0.0%	1.5%	5.3%	3.5%	3.2%
Growth & Margins (%)					
Growth					
Revenue	20.5%	46.6%	17.3%	2.8%	4.8%
EBITDA	83.7%	73.9%	62.0%	12.9%	10.9%
EBIT	3911%	136.1%	82.2%	0.7%	-1.7%
Net Income, adj.	N.M.	138.6%	95.0%	-5.2%	4.6%
Margins					
EBITDA margin	12.9%	15.3%	21.1%	23.2%	24.5%
EBIT margin	6.5%	10.5%	16.2%	15.9%	14.9%
Net Profit Margin	5.0%	8.1%	13.4%	12.4%	12.3%
Key Ratios					
ROE (%)	7.0%	13.0%	21.4%	16.9%	15.5%
ROA (%)	4.5%	8.3%	10.1%	6.3%	5.7%
Net Debt/(Cash)	(29.1)	(30.0)	6.6	50.7	47.7
Net Gearing (X)	Net Cash	Net Cash	8.5%	55.1%	47.2%

Source: Company Data, PSR est.

*Forward multiples & yields based on current market price; historical multiples & yields based on historical market price.

Ratings History



PSR Rating System

Total Returns	Recommendation	Rating
> +20%	Buy	1
+5% to +20%	Accumulate	2
-5% to +5%	Neutral	3
-5% to -20%	Reduce	4
< -20%	Sell	5

Remarks

We do not base our recommendations entirely on the above quantitative return bands. We consider qualitative factors like (but not limited to) a stock's risk reward profile, market sentiment, recent rate of share price appreciation, presence or absence of stock price catalysts, and speculative undertones surrounding the stock, before making our final recommendation

Important Information

This publication is prepared by Phillip Securities Research Pte Ltd., 250 North Bridge Road, #06-00, Raffles City Tower, Singapore 179101 (Registration Number: 198803136N), which is regulated by the Monetary Authority of Singapore ("Phillip Securities Research"). By receiving or reading this publication, you agree to be bound by the terms and limitations set out below. This publication has been provided to you for personal use only and shall not be reproduced, distributed or published by you in whole or in part, for any purpose. If you have received this document by mistake, please delete or destroy it, and notify the sender immediately. Phillip Securities Research shall not be liable for any direct or consequential loss arising from any use of material contained in this publication.

The information contained in this publication has been obtained from public sources, which Phillip Securities Research has no reason to believe are unreliable and any analysis, forecasts, projections, expectations and opinions (collectively, the "Research") contained in this publication are based on such information and are expressions of belief of the individual author or the indicated source (as applicable) only. Phillip Securities Research has not verified this information and no representation or warranty, express or implied, is made that such information or Research is accurate, complete, appropriate or verified or should be relied upon as such. Any such information or Research contained in this publication is subject to change, and Phillip Securities Research shall not have any responsibility to maintain or update the information or Research made available or to supply any corrections, updates or releases in connection therewith. In no event will Phillip Securities Research or persons associated with or connected to Phillip Securities Research, including but not limited its officers, directors, employees or persons involved in the preparation or issuance of this report, (i) be liable in any manner whatsoever for any consequences (including but not limited to any special, direct, indirect, incidental or consequential losses, loss of profits and damages) of any reliance or usage of this publication or (ii) accept any legal responsibility from any person who receives this publication, even if it has been advised of the possibility of such damages. You must make the final investment decision and accept all responsibility for your investment decision, including, but not limited to your reliance on the information, data and/or other materials presented in this publication.

Any opinions, forecasts, assumptions, estimates, valuations and prices contained in this material are as of the date indicated and are subject to change at any time without prior notice. Past performance of any product referred to in this publication is not indicative of future results.

This report does not constitute, and should not be used as a substitute for, tax, legal or investment advice. This publication should not be relied upon exclusively or as authoritative, without further being subject to the recipient's own independent verification and exercise of judgment. The fact that this publication has been made available constitutes neither a recommendation to enter into a particular transaction, nor a representation that any product described in this material is suitable or appropriate for the recipient. Recipients should be aware that many of the products, which may be described in this publication involve significant risks and may not be suitable for all investors, and that any decision to enter into transactions involving such products should not be made, unless all such risks are understood and an independent determination has been made that such transactions would be appropriate. Any discussion of the risks contained herein with respect to any product should not be considered to be a disclosure of all risks or a complete discussion of such risks. Nothing in this report shall be construed to be an offer or solicitation for the purchase or sale of any product. Any decision to purchase any product mentioned in this research should take into account existing public information, including any registered prospectus in respect of such product.

Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the preparation or issuance of this report, may provide an array of financial services to a large number of corporations in Singapore and worldwide, including but not limited to commercial / investment banking activities (including sponsorship, financial advisory or underwriting activities), brokerage or securities trading activities. Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the preparation or issuance of this report, may have participated in or invested in transactions with the issuer(s) of the securities mentioned in this publication, and may have performed services for or solicited business from such issuers. Additionally, Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the preparation or issuance of this report, may have provided advice or investment services to such companies and investments or related investments, as may be mentioned in this publication.

Phillip Securities Research or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the preparation or issuance of this report may, from time to time maintain a long or short position in securities referred to herein, or in related futures or options, purchase or sell, make a market in, or engage in any other transaction involving such securities, and earn brokerage or other compensation in respect of the foregoing. Investments will be denominated in various currencies including US dollars and Euro and thus will be subject to any fluctuation in exchange rates between US dollars and Euro or foreign currencies and the currency of your own jurisdiction. Such fluctuations may have an adverse effect on the value, price or income return of the investment.

To the extent permitted by law, Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the preparation or issuance of this report, may at any time engage in any of the above activities as set out above or otherwise hold a interest, whether material or not, in respect of companies and investments or related investments, which may be mentioned in this publication. Accordingly, information may be available to Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the preparation or issuance of this report, which is not reflected in this material, and Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the preparation or issuance of this report, may, to the extent permitted by law, have acted upon or used the information prior to or immediately following its publication. Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited its officers, directors, employees or persons involved in the preparation or issuance of this report, may have issued other material that is inconsistent with, or reach different conclusions from, the contents of this material.

The information, tools and material presented herein are not directed, intended for distribution to or use by, any person or entity in any jurisdiction or country where such distribution, publication, availability or use would be contrary to the applicable law or regulation or which would subject Phillip Securities Research to any registration or licensing or other requirement, or penalty for contravention of such requirements within such jurisdiction. Section 27 of the Financial Advisers Act (Cap. 110) of Singapore and the MAS Notice on Recommendations on Investment Products (FAA-N01) do not apply in respect of this publication.

This material is intended for general circulation only and does not take into account the specific investment objectives, financial situation or particular needs of any particular person. The products mentioned in this material may not be suitable for all investors and a person receiving or reading this material should seek advice from a professional and financial adviser regarding the legal, business, financial, tax and other aspects including the suitability of such products, taking into account the specific investment objectives, financial situation or particular needs of that person, before making a commitment to invest in any of such products.

Please contact Phillip Securities Research at [65 65311240] in respect of any matters arising from, or in connection with, this document.
This report is only for the purpose of distribution in Singapore.

PhillipCapital
Your Partner In Finance

Contact Information (Singapore Research Team)

Management
Chan Wai Chee +65 6531 1231
(CEO, Research - Special Opportunities)
Joshua Tan +65 6531 1249
(Head, Research - Equities & Macro)

Research Operations Officer
Jaelyn Chin +65 6531 1240

Macro | Equities
Soh Lin Sin +65 6531 1516
Bakhteyar Osama +65 6531 1793

Market Analyst | Equities
Kenneth Koh +65 6531 1791

US Equities
Wong Yong Kai +65 6531 1685

Finance | Offshore Marine
Benjamin Ong +65 6531 1535

Real Estate
Caroline Tay +65 6531 1792

Telecoms | Technology
Colin Tan +65 6531 1221

Transport & Logistics
Richard Leow, CFTe +65 6531 1735

Contact Information (Regional Member Companies)

SINGAPORE
Phillip Securities Pte Ltd
Raffles City Tower
250, North Bridge Road #06-00
Singapore 179101
Tel +65 6533 6001
Fax +65 6535 6631
Website: www.poems.com.sg

MALAYSIA
Phillip Capital Management Sdn Bhd
B-3-6 Block B Level 3 Megan Avenue II,
No. 12, Jalan Yap Kwan Seng, 50450
Kuala Lumpur
Tel +603 2162 8841
Fax +603 2166 5099
Website: www.poems.com.my

HONG KONG
Phillip Securities (HK) Ltd
11/F United Centre 95 Queensway
Hong Kong
Tel +852 2277 6600
Fax +852 2868 5307
Websites: www.phillip.com.hk

JAPAN
Phillip Securities Japan, Ltd.
4-2 Nihonbashi Kabuto-cho Chuo-ku,
Tokyo 103-0026
Tel +81-3 3666 2101
Fax +81-3 3666 6090
Website: www.phillip.co.jp

INDONESIA
PT Phillip Securities Indonesia
ANZ Tower Level 23B,
Jl Jend Sudirman Kav 33A
Jakarta 10220 – Indonesia
Tel +62-21 5790 0800
Fax +62-21 5790 0809
Website: www.phillip.co.id

CHINA
Phillip Financial Advisory (Shanghai) Co Ltd
No 550 Yan An East Road,
Ocean Tower Unit 2318,
Postal code 200001
Tel +86-21 5169 9200
Fax +86-21 6351 2940
Website: www.phillip.com.cn

THAILAND
Phillip Securities (Thailand) Public Co. Ltd
15th Floor, Vorawat Building,
849 Silom Road, Silom, Bangrak,
Bangkok 10500 Thailand
Tel +66-2 6351700 / 22680999
Fax +66-2 22680921
Website www.phillip.co.th

FRANCE
King & Shaxson Capital Limited
3rd Floor, 35 Rue de la Bienfaisance 75008
Paris France
Tel +33-1 45633100
Fax +33-1 45636017
Website: www.kingandshaxson.com

UNITED KINGDOM
King & Shaxson Capital Limited
6th Floor, Candlewick House,
120 Cannon Street,
London, EC4N 6AS
Tel +44-20 7426 5950
Fax +44-20 7626 1757
Website: www.kingandshaxson.com

UNITED STATES
Phillip Futures Inc
141 W Jackson Blvd Ste 3050
The Chicago Board of Trade Building
Chicago, IL 60604 USA
Tel +1-312 356 9000
Fax +1-312 356 9005
Website: www.phillipusa.com

AUSTRALIA
Phillip Capital Limited
Level 12, 15 William Street,
Melbourne, Victoria 3000, Australia
Tel +61-03 9629 8288
Fax +61-03 9629 8882
Website: www.phillipcapital.com.au

SRI LANKA
Asha Phillip Securities Limited
No-10 Prince Alfred Tower,
Alfred House Gardens,
Colombo 03, Sri Lanka
Tel: (94) 11 2429 100
Fax: (94) 11 2429 199
Website: www.ashaphillip.net

INDIA
PhillipCapital (India) Private Limited
No.1, 18th Floor
Urmi Estate
95, Ganpatrao Kadam Marg
Lower Parel West, Mumbai 400-013
Maharashtra, India
Tel: +91-22-2300 2999 / Fax: +91-22-2300 2969
Website: www.phillipcapital.in

TURKEY
PhillipCapital Menkul Degerler
Dr. Cemil Bengü Cad. Hak Is Merkezi
No. 2 Kat. 6A Caglayan
34403 Istanbul, Turkey
Tel: 0212 296 84 84
Fax: 0212 233 69 29
Website: www.phillipcapital.com.tr

DUBAI
Phillip Futures DMCC
Member of the Dubai Gold and
Commodities Exchange (DGCX)
Unit No 601, Plot No 58, White Crown Bldg,
Sheikh Zayed Road, P.O.Box 212291
Dubai-UAE
Tel: +971-4-3325052 / Fax: + 971-4-3328895
Website: www.phillipcapital.in