

6 December 2018

**Hold**  
**Unchanged**

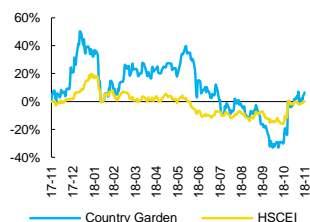
## 销售趋弱，维持碧桂园中性评级

碧桂园控股 (02007:HK)

### Market Data: 5 December 2018

Closing Price (HK\$)	9.67
Price Target (HK\$)	9.35
HSCEI	10,757
HSCCI	4,360
52-week High/Low (HK\$)	19.16/7.71
Market Cap (US\$m)	26,819
Market Cap (HK\$m)	209,307
Shares Outstanding (m)	21,645
Exchange Rate (Rmb-HK\$)	1.14

### Price Performance Chart:



Source: Bloomberg

### Analyst

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### Related Reports

Rebuilding confidence, Aug22,2018

Safety precaution, Jul30, 2018

Spin-off approved, May31,2018

The clients shall have a comprehensive understanding of the disclosure and disclaimer upon the last page.

### Financial summary and valuation

	2016	2017	2018E	2019E	2020E
Revenue (Rmbm)	150,729	223,776	343,978	436,388	544,859
YoY (%)	35%	48%	54%	27%	25%
Underlying net income (Rmbm)	11,661	24,288	33,045	39,557	47,661
YoY (%)	25%	108%	36%	20%	20%
Basic EPS (Rmb)	0.51	1.21	1.47	1.84	2.21
Core EPS (Rmb)	0.53	1.14	1.52	1.82	2.19
ROE (%)	16.2%	29.7%	30.8%	29.4%	29.1%
Net gearing (%)	49%	57%	84%	100%	107%
Dividend yield (%)	5.4%	4.0%	5.3%	6.3%	7.6%
PE (x)	6.0	8.8	6.6	5.5	4.6
PB (x)	1.0	2.3	1.8	1.5	1.2

Note: Core EPS is calculated as if all non-recurring items are excluded.

总部位于广东的私营房地产开发商碧桂园公布其11月权益合约销售金额为340亿元，环比和同比增速双双下降16%，反映了房地产市场进一步趋冷的态势。我们对公司的快速扩张以及重点布局三四线城市表示担忧，维持公司中性评级，并调整目标价为9.35港币。

**销售趋弱。**碧桂园自今年7月开始将其每月合约销售金额统计口径从总金额调整为权益金额，当时公司发生一系列工程安全事故使得市场担忧其高周转模式无法持续。而随着房地产市场自今年三季度末开始全面降温，公司报出10月和11月的单月权益合约销售金额分别为404亿元和337亿元，单月同比增速迅速降至10月的7%、并在11月转负。今年前11个月，公司共计实现权益合约销售金额4900亿元，对应的同比增速也从上半年的50%显著收窄至30%。此外，我们注意到公司合约销售均价持续走低，于10月环比下降3%（同比持平），并于11月进一步环比下降9%（同比下降9%）。

**投资冰冻。**公司并于今年7月后大幅收缩土地开支，并在9月之后几近暂停。单月权益购地金额大幅收缩至8月的78亿元、9月的17亿元，10月的11亿元，而今年1-7月月度平均权益购地金额达257亿元，2017年月度平均则为273亿元。我们计算11月末公司权益总土储面积小幅下降至2.08亿平米，相当于2018年全年预测销售面积的约3.7倍，其中一二线城市占比14%，三线城市和更低阶城市分别占比21%和65%。与此同时，平均土地成本较去年年底下降约5%至2405元/平米，占同期销售均价的比例从28%下降至26%。

**债券偿付。**公司此前刚完成赎回60亿港币2019年1月到期的一年期零息可转债（总规模为152亿港币），同时公司通过发行新的五年期4.5%票息可转债募资78亿港币，转股价格为12.584港币，相比此前发行的一年期可转债转股价格为23港币。根据我们统计，公司离岸票据总规模达83亿美元，在岸债券规模为390亿元人民币。在岸债券中，70亿元人民币将于2019年到期，且公司可能需提前赎回190亿元人民币若债券持有人对没有选择赎回权的债券重置利率不满。10月下旬，公司曾将其2+2年期限的债券利率从3.2%上调360个基点至6.4%，仍赎回了总发行规模10亿元人民币中的2亿元人民币。

**维持中性。**本周三有媒体报道称，在2019年棚改计划中，政府购买棚改服务模式将被取消。我们预计房地产下行态势在即将到来的2019年将进一步深化，尤其是在三四线低阶城市。我们维持公司2018-20年每股核心净利预测值不变，但将每股净资产值预测下调7%至17港币。因担忧销售放缓且现金流面临考验，我们将目标净资产值折价从35%扩大到45%，获得新目标价9.35港币（相比原目标价为11.9港币），较目前价格有3%下行空间，我们维持碧桂园中性评级。

Guangdong-based private developer Country Garden reported November contracted sales decreased by 16% MoM and 16% YoY to Rmb34bn, demonstrating a deteriorating physical property market. We highlight our concerns over its rapid expansion and higher exposure to lower-tier cities. We maintain 2018-20E EPS forecasts unchanged given the firm's high lock-in ratio, but cut our net asset value (NAV) estimate by 7% to HK\$17. With our target NAV discount increased from 35% to 45% to represent the overhang on sales and cash flow outlook, we arrive at a new target price of HK\$9.35. With 3.3% downside, we maintain our Hold recommendation.

**Decelerating sales.** Country Garden changed the reporting standard of contracted sales from total amount to attributable value since this July, when a series of safety accidents took place and the market attributed this to an aggressive asset-churn model. Following the property market's extreme deceleration starting from late 3Q18, the company reported sales of Rmb40.4bn in October and Rmb33.7bn in November, with YoY growth contracting to 7% in October and turning negative in November. As of end-November Country Garden had achieved total of Rmb490bn in attributable contracted sales, while YoY growth significantly narrowed to c.30%, as compared to c.50% in 1H18. In particular, we note that average selling price (ASP) dropped by 3% MoM in October (flat YoY) and declined further by 9% MoM in November (down 9% YoY).

**Investment squeeze.** The company's land purchases have rapidly contracted since July, with the decline accelerating from September. Attributable land expenditures slumped to Rmb7.8bn in August, Rmb1.7bn in September, and Rmb1.1bn in October, compared to the monthly figure at Rmb25.7bn in January-July 2018 and Rmb27.3bn in FY2017. We calculate the total land reserves attributable to the company decreased to 208msqm by the end of November, with tier-1 and tier-2 cities accounting for 14% of land reserves, while tier-3 and lower-tier cities contributed 21% and 65%, respectively, equivalent to c.3.7x the estimated area sold in full-year 2018. Meanwhile, the average land cost dropped by c.5% to Rmb2,405 per sqm from the end of last year, with the percentage to current ASP slightly down from c.28% to c.26%.

**Rising debt payment.** Out of its HK\$15bn of 1-Y zero coupon convertible bonds (CB) due in January 2019, the company redeemed HK\$6bn one month early. Meanwhile, it raised HK\$7.8bn through issuing a new 5-Y CB with a coupon yield at 4.5% with the convertible price cut to HK\$12.584 vs HK\$23 for the current 1-Y CB. Our calculation shows its total outstanding offshore notes reached US\$8.3bn, whereas onshore bonds exceed Rmb39bn. Among the onshore bonds, Rmb7bn will come due in 2019, and it may have to redeem another Rmb19bn early if the bond holders are not satisfied with the reset rates of the bonds with affiliated options. In late October, it lifted the rate of a 2+2 year bond by 360bps from 3.2% to 6.4% and still redeemed Rmb200m of Rmb1bn.

**Maintain Hold.** A media report this Wednesday pointed out that access to state funding would be limited to support shanty town rebuilding in 2019, we expect the downcycle to deepen next year, especially in lower-tier of cities. We maintain 2018-20E EPS forecasts unchanged given the firm's high lock-in ratio, but cut our net asset value (NAV) estimate by 7% to HK\$17. With our target NAV discount increased from 35% to 45% to represent the overhang on sales and cash flow outlook, we arrive at a new target price of HK\$9.35. With 3.3% downside, we maintain our Hold rating.

## Decelerating sales

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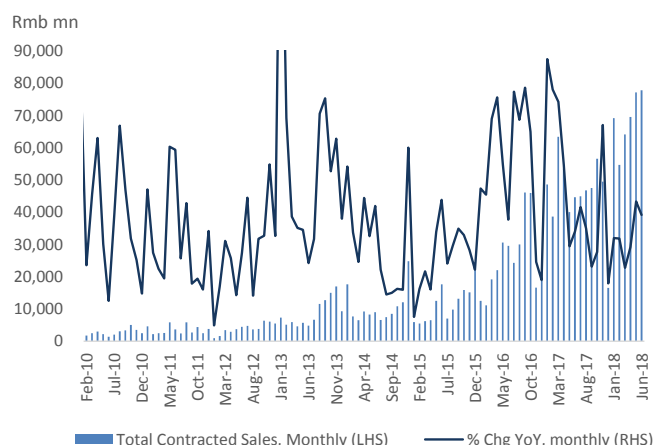
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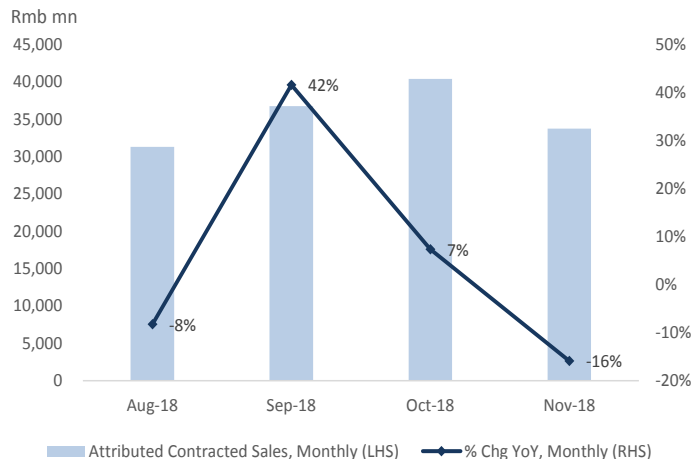
In particular, we note that average selling price (ASP) dropped by 3% MoM in October (flat YoY) and declined further by 9% MoM in November (down 9% YoY).

Fig 1: Country Garden's monthly contracted sales on total basis before mid-18



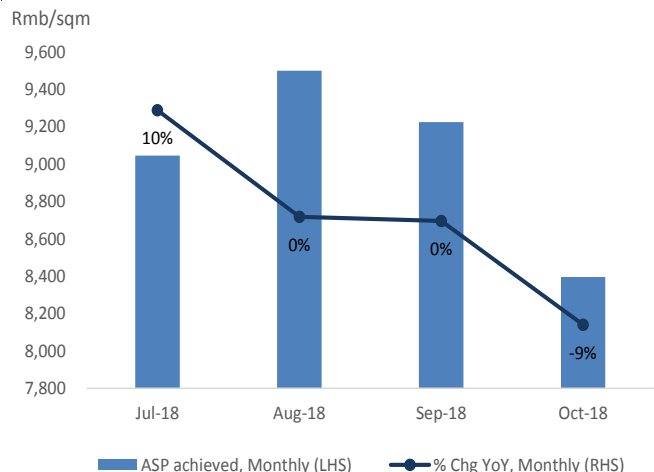
Source: Company data, SWS Research

Fig 2: Country Garden's monthly contracted sales in attributable sense since Aug-18



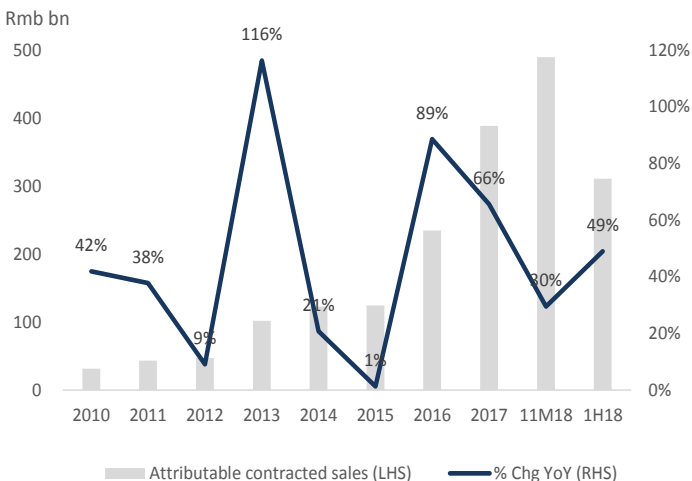
Source: Company data, SWS Research

Fig 3: Country Garden's average selling prices achieved through recent sales



Source: Company data, SWS Research

Fig 4: Country Garden's historical annual sales in attributable sense of 2011-11M18



Source: Company data, SWS Research

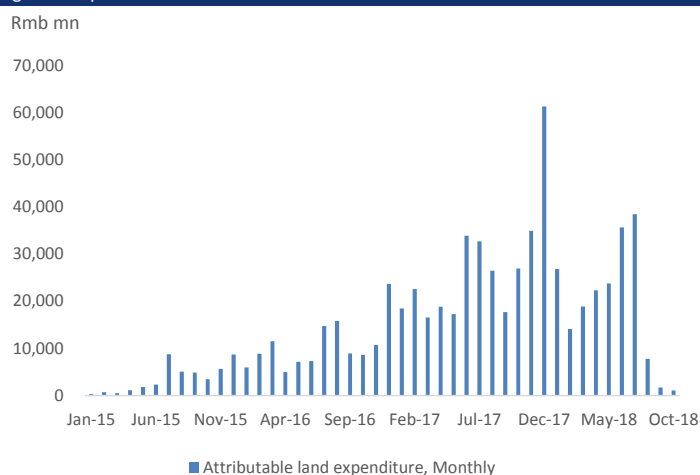
## Investment squeeze

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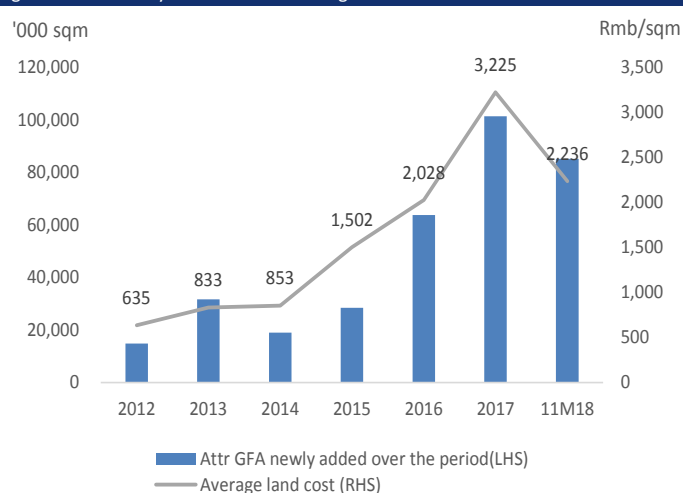
Meanwhile, the average land cost dropped by c.5% to Rmb2,405 per sqm from the end of last year, with the percentage to current ASP slightly down from c.28% to c.26%.

Fig 5: Land purchase almost frozen since Q3-18



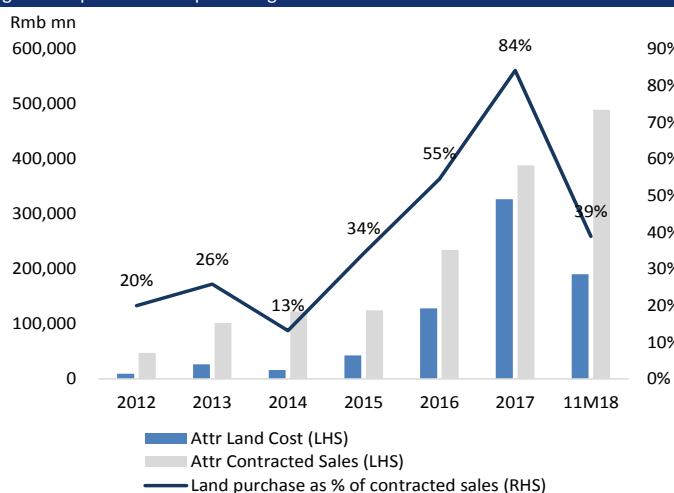
Source: Company data, SWS Research

Fig 6: The GFA newly added and the average floor cost thereof



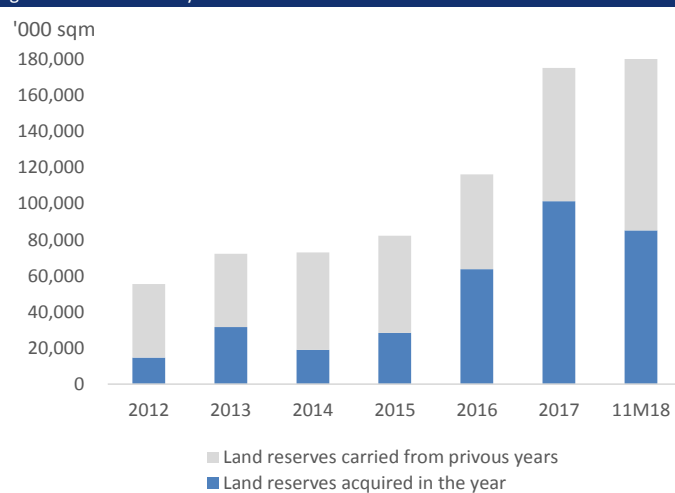
Source: Company data, SWS Research

Fig 7: Land purchase as a percentage of contract sales



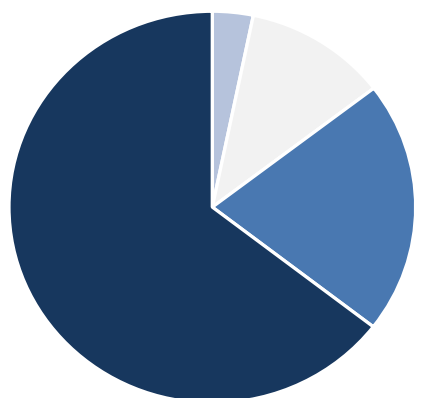
Source: Company data, SWS Research

Fig 8: The breakdown by new and old reserves



Source: Company data, SWS Research

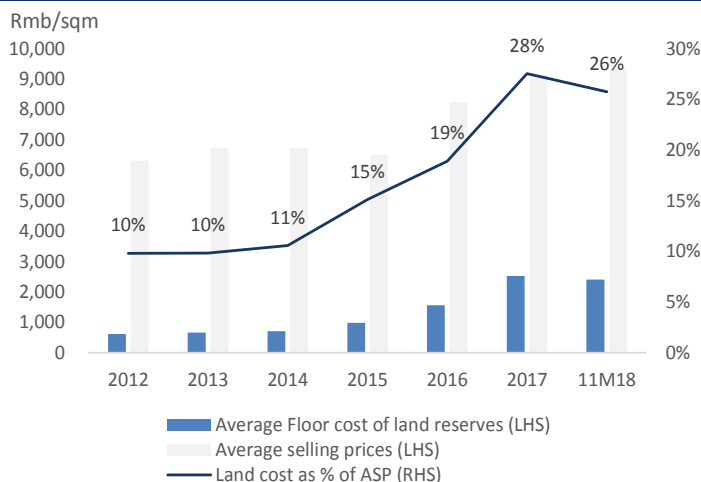
Fig 9: Land reserves breakdown by tier of cities



■ Tier-1 ■ Tier-2 ■ Tier-3 ■ Lower-tier cities

Source: Company data, SWS Research

Fig 10: Average floor cost as of contract ASP



Source: Company data, SWS Research

## Rising debt payment

Out of its HK\$15bn of 1-Y zero coupon convertible bonds (CB) due in January 2019, the company redeemed HK\$6bn one month early. Meanwhile, it raised HK\$7.8bn through issuing a new 5-Y CB with a coupon yield at 4.5% with the convertible price cut to HK\$12.584 vs HK\$23 for the current 1-Y CB.

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In late October, it lifted the rate of a 2+2 year bond by 360bps from 3.2% to 6.4% and still redeemed Rmb200m of Rmb1bn.

Fig 11: Outstanding offshore notes as of end-November 2018

Issue Date	Tenor (years)	Yield	Currency	Amount (m)
Nov-18	5	4.50%	HK\$	7,830
Sep-18	3	7.13%	US\$	425
Sep-18	5	8.00%	US\$	550
Mar-18	3	5.80%	RMB	950
Jan-18	5	4.75%	US\$	625
Jan-18	7	5.13%	US\$	750
Jan-18	1	0.75%	HK\$	9,200
Jul-17	5	4.75%	US\$	700
Dec-16	10	5.63%	US\$	350
Sep-16	7	4.75%	US\$	650
Mar-15	5	7.50%	US\$	900
Jun-14	5	7.50%	US\$	250
Oct-13	8	7.25%	US\$	750

Source: Company data, SWS Research

Fig 12: Outstanding onshore corporate bonds as of end-November 2018

Issue Date	Due Date	Amount (Rmb 100m)	Tenor (years)	Initial Coupon Rate	Options	Exercise date	New Rate	Amount Redeemed (Rmb 100m)
2015-11-09	2019-11-09	40.0	4.0	5.0%	2+2	2017-11-09	6.5%	3.0
2015-12-07	2019-12-07	40.0	4.0	5.1%	2+2	2017-12-07	6.5%	6.4
2015-12-29	2020-12-29	10.0	5.0	5.0%	3+1+1	2018-12-29		
2016-03-02	2021-03-02	40.0	5.0	4.8%	3+2	2019-03-02		
2016-03-29	2020-03-29	40.0	4.0	4.6%	2+2	2018-03-29	4.6%	38.0
2016-07-29	2021-07-29	10.0	5.0	4.6%	3+2	2019-07-29		
2016-09-02	2020-09-02	41.7	4.0	4.2%	2+2	2018-09-02	6.8%	10.6
2016-09-02	2023-09-02	58.3	7.0	5.7%	5+2	2021-09-02		
2016-10-21	2020-10-21	10.0	4.0	3.2%	2+2	2018-10-21	6.8%	2.0
2016-10-21	2023-10-21	20.0	7.0	3.9%	5+2	2021-10-21		

2017-08-28	2020-08-28	15.0	3.0	6.1%	2+1	2019-08-28
2017-10-20	2020-10-20	15.0	3.0	6.0%	2+1	2019-10-20
2017-10-24	2021-10-24	38.0	4.0	7.2%	2+2	2019-10-24
2017-11-10	2021-11-10	12.0	4.0	6.9%	2+2	2019-11-10
2017-10-10	2020-10-10	20.0	3.0	6.5%	2+1	2019-10-10
2017-11-23	2020-11-23	7.0	3.0	6.0%	2+1	2019-11-23
2018-10-26	2021-10-26	30.0	3.0	6.8%	1+1+1	2019-10-26
2018-11-16	2021-11-16	3.3	3.0	6.6%	2+1	2020-11-16

Source: Company data, SWS Research

## Maintain Hold

A media report this Wednesday pointed out that access to state funding would be limited to support shanty town rebuilding in 2019, we expect the downcycle to deepen next year, especially in lower-tier of cities.

We maintain 2018-20E EPS forecasts unchanged given the firm's high lock-in ratio, but cut our net asset value (NAV) estimate by 7% to HK\$17. With our target NAV discount increased from 35% to 45% to represent the overhang on sales and cash flow outlook, we arrive at a new target price of HK\$9.35.

With 3% downside, we maintain our Hold recommendation.

Fig 13: Valuation and TP of key listed China developers

Company	Code	Market Cap (HK\$bn)	Rating	TP (HK\$)	PE (x)			PB (x)			NAV Disc	18E Dividend yield	Shares return	
					17A	18E	19E	17A	18E	19E			2017	2018
COLI	688 HK	294	Hold	25.20	8.6	7.6	6.5	1.1	1.0	0.9	-26%	3.3%	25%	7%
Country Garden	2007 HK	207	Hold	9.35	6.9	5.2	4.3	1.8	1.4	1.2	-43%	6.7%	248%	-35%
CR land	1109 HK	204	Outperform	32.80	10.7	8.4	6.9	1.4	1.2	1.1	-28%	4.1%	36%	28%
Longfor	960HK	128	Outperform	24.06	10.8	8.7	6.9	1.5	1.3	1.1	-22%	4.6%	106%	13%
Shimao	813 HK	65	Hold	21.00	7.7	6.3	5.3	0.9	0.8	0.7	-36%	5.5%	73%	13%
CIFI	884:HK	30	Outperform	4.80	5.5	4.4	3.4	1.1	1.0	0.8	-60%	7.6%	138%	-16%
Sino-ocean	3377 HK	26	Hold	4.20	5.4	4.3	3.6	0.4	0.3	0.3	-71%	9.1%	60%	-35%
KWG	1813 HK	22	Hold	8.62	5.1	4.2	3.8	0.6	0.6	0.5	-51%	8.3%	128%	-23%
Yuzhou	1628 HK	14	Outperform	4.40	3.7	3.0	2.4	0.8	0.7	0.6	-62%	11.4%	74%	-21%
Poly Ppty	119 HK	10	Outperform	3.60	6.6	3.5	2.9	0.3	0.3	0.3	-67%	8.6%	58%	-36%
Average					7.1	5.6	4.6	1.0	0.9	0.8	-47%	6.9%	95%	-10%

Source: Company data, Bloomberg, SWS Research



# APPENDIX 1, Financials

Figure 1: Forecast Income Statement

Rmbm	2013A	2014A	2015A	2016A	2017A	2018E	2019E	2020E
<b>Revenue</b>	62,725	84,549	111,551	150,729	223,776	343,978	436,388	544,859
Property sales	60,043	81,898	109,460	148,180	220,157	340,000	432,000	540,000
Construction business	867	468	746	1,143	2,304	2,650	3,047	3,504
Ppty mgmt	820	1,051						
Hotel mgmt	995	1,132	1,344	1,406	1,315	1,328	1,341	1,355
<b>Cost of Sales</b>	(43,713)	(62,494)	(89,198)	(119,293)	(166,028)	(253,993)	(328,781)	(416,510)
<b>Gross Profit</b>	19,012	22,055	22,352	31,436	57,748	89,984	107,607	128,349
<b>Revaluation gains</b>		1,880	810	712	505	530	557	585
<b>Other Income</b>	21	186	424	1,530	2,611	466	513	564
Distribution expenses	(4,304)	(4,356)	(4,689)	(7,384)	(10,002)	(13,003)	(14,953)	(16,448)
Administrative expenses	(2,033)	(3,160)	(3,010)	(4,657)	(7,881)	(10,245)	(12,294)	(14,139)
EBIT	12,696	16,605	15,887	21,637	42,981	67,733	81,429	98,911
Fair value changes								
Share of loss of an associate	(26)	(40)	(56)	362	(352)	543	570	598
Finance Costs	803	(196)	(1,290)	(1,095)	3,276	(2,347)	(287)	(299)
<b>Profit before tax</b>	13,473	16,369	14,542	20,903	45,905	65,928	81,712	99,210
Tax expense	(4,625)	(5,757)	(5,047)	(7,594)	(17,603)	(30,694)	(35,764)	(42,623)
Income tax	(2,990)	(4,112)	(4,010)	(4,612)	(9,852)	(16,482)	(20,428)	(24,803)
LAT	(1,635)	(1,645)	(1,111)	(3,115)	(8,283)	(14,212)	(15,336)	(17,820)
Deferred			74	133	532			
<b>Profit for the year</b>	<b>8,848</b>	<b>10,612</b>	<b>9,495</b>	<b>13,309</b>	<b>28,302</b>	<b>35,234</b>	<b>45,948</b>	<b>56,588</b>
-To minority shareholders	(334)	(176)	(79)	(737)	(2,688)	(3,346)	(5,973)	(8,488)
-To perpetual security holders		(207)	(356)	(1,410)				
--To shareholders	8,514	10,229	9,060	11,163	25,614	31,888	39,975	48,099
Dividends paid	(3,106)	(3,333)	(2,912)	(3,734)	(8,629)	(11,566)	(13,845)	(16,681)
<b>Basic EPS (RMB)</b>	0.46	0.53	0.42	0.51	1.21	1.47	1.84	2.21
<b>Diluted EPS (RMB)</b>	0.46	0.53	0.42	0.51	1.20	1.42	1.78	2.14
<b>DPS (RMB)</b>	0.17	0.17	0.13	0.17	0.40	0.53	0.64	0.77
<b>Core profit to shareholders</b>	<b>8,533</b>	<b>8,819</b>	<b>9,314</b>	<b>11,661</b>	<b>24,288</b>	<b>33,045</b>	<b>39,557</b>	<b>47,661</b>
<b>Core EPS (RMB)</b>	<b>0.46</b>	<b>0.46</b>	<b>0.43</b>	<b>0.53</b>	<b>1.14</b>	<b>1.52</b>	<b>1.82</b>	<b>2.19</b>

Source: Company data, SWS Research

Figure 2: Forecast Balance Sheet

Rmbm	2013A	2014A	2015A	2016A	2017A	2018E	2019E	2020E
Land use rights	1,865	2,035	2,052	2,536	2,426	2,668	2,935	3,228
Investment property	112	7,036	8,686	9,773	8,338	9,172	10,089	11,098
PP&E	15,828	18,643	20,020	20,877	21,628	22,709	23,845	25,037
Properties under development	40,080	44,639	52,727	52,342	98,840	103,767	112,014	128,816
Others	2,141	3,063	6,455	21,207	50,522	55,574	61,132	67,245
<b>Non-current assets</b>	<b>60,026</b>	<b>75,415</b>	<b>89,940</b>	<b>106,736</b>	<b>181,754</b>	<b>193,890</b>	<b>210,014</b>	<b>235,424</b>
Properties under development	67,474	105,994	135,107	216,383	360,922	454,918	553,984	657,548
Completed properties for sale	18,920	23,203	34,114	30,885	27,886	30,675	33,742	37,116
Cash and cash equivalents	18,910	18,761	36,241	84,647	137,084	127,651	96,987	82,245
Restricted cash	7,770	8,453	11,637	11,844	11,318	11,884	12,478	13,102
Receivable	26,378	25,371	42,242	117,322	270,541	284,068	298,271	313,185
Others	6,761	10,835	12,675	23,754	60,164	63,172	66,331	69,647
<b>Current assets</b>	<b>146,213</b>	<b>192,617</b>	<b>272,016</b>	<b>484,836</b>	<b>867,915</b>	<b>972,367</b>	<b>1,061,793</b>	<b>1,172,843</b>
<b>Total assets</b>	<b>206,239</b>	<b>268,032</b>	<b>361,956</b>	<b>591,572</b>	<b>1,049,669</b>	<b>1,166,258</b>	<b>1,271,807</b>	<b>1,408,268</b>
Share capital and premiums	20,169	24,262	29,213	25,677	24,461	31,080	31,080	31,080
Retained earnings	21,590	28,181	32,136	39,967	63,267	83,589	109,719	141,137
Other reserves	2,194	4,243	3,942	4,484	5,943	6,537	7,191	7,910
<b>Majority interests</b>	<b>43,953</b>	<b>56,686</b>	<b>65,291</b>	<b>70,128</b>	<b>93,671</b>	<b>121,206</b>	<b>147,990</b>	<b>180,127</b>
Minority interests	2,058	2,666	4,522	11,487	22,941	27,529	33,035	39,642
Perpetual securities		3,090	19,528	0	0	0	0	0
<b>Total equity</b>	<b>46,011</b>	<b>62,442</b>	<b>89,340</b>	<b>81,615</b>	<b>116,612</b>	<b>148,736</b>	<b>181,025</b>	<b>219,769</b>
<b>Borrowings</b>	<b>23,103</b>	<b>26,404</b>	<b>30,829</b>	<b>38,710</b>	<b>87,845</b>	<b>92,845</b>	<b>97,845</b>	<b>102,845</b>
Senior notes	20,711	19,735	20,878	29,264	28,118	30,930	34,023	37,425
Convertible bonds								
Onshore bonds			15,258	29,502	30,520	33,000	27,830	27,830
Others	1,510	2,828	4,056	7,166	17,037	18,741	20,615	22,676
<b>Non-current liabilities</b>	<b>45,324</b>	<b>48,967</b>	<b>71,021</b>	<b>104,642</b>	<b>163,520</b>	<b>175,516</b>	<b>180,313</b>	<b>190,776</b>
Advanced sales proceeds	63,418	91,792	96,516	192,409	346,747	381,422	419,564	461,520
Trade Payable	30,914	40,925	73,385	151,789	330,884	363,972	400,370	440,407
Tax payable	8,138	8,976	8,905	15,310	21,607	23,768	26,144	28,759
<b>Borrowings</b>	<b>12,434</b>	<b>14,930</b>	<b>22,778</b>	<b>30,513</b>	<b>47,672</b>	<b>49,672</b>	<b>51,672</b>	<b>53,672</b>
Convertible bonds						13,104		
Corporate bonds				8,207	20,609	8,000	10,170	10,171
Receipts under securitisation arrangements				7,043	1,805	1,823	1,841	1,860
Others			10	42	213	246	709	1,334
<b>Current liabilities</b>	<b>114,904</b>	<b>156,623</b>	<b>201,595</b>	<b>405,314</b>	<b>769,537</b>	<b>842,007</b>	<b>910,470</b>	<b>997,722</b>
<b>Total liabilities</b>	<b>160,228</b>	<b>205,590</b>	<b>272,616</b>	<b>509,956</b>	<b>933,057</b>	<b>1,017,522</b>	<b>1,090,783</b>	<b>1,188,499</b>
<b>Total equity and liabilities</b>	<b>206,239</b>	<b>268,032</b>	<b>361,956</b>	<b>591,572</b>	<b>1,049,669</b>	<b>1,166,258</b>	<b>1,271,808</b>	<b>1,408,268</b>

Source: Company data, SWS Research

**Figure 3: Forecast Cash Flow Statement**

Rmbm	2013A	2014A	2015A	2016A	2017A	2018E	2019E	2020E
Cash generated from/(used in) operations	(535)	6,543	(6,486)	46,154	10,629	10,000	20,000	25,000
Others	(8,632)	(10,875)	(11,101)	(13,321)	(24,644)	(28,341)	(31,175)	(34,292)
<b>Net cash generated from operating activities</b>	<b>(9,167)</b>	<b>(4,332)</b>	<b>(17,587)</b>	<b>32,833</b>	<b>(14,015)</b>	<b>(18,341)</b>	<b>(11,175)</b>	<b>(9,292)</b>
Acquisitions	(4,777)	(4,769)	(3,834)	(767)	(460)	(276)	(166)	(99)
Others	(216)	82	(2,832)	(2,974)	(3,271)	(3,435)	(3,606)	(3,787)
<b>Net cash generated from Investing activities</b>	<b>(4,993)</b>	<b>(4,687)</b>	<b>(6,666)</b>	<b>(3,740)</b>	<b>(3,731)</b>	<b>(3,711)</b>	<b>(3,772)</b>	<b>(3,886)</b>
Proceeds from issuance of shares	800	4,093	4,951	(3,535)	(1,216)	6,619	0	0
Proceeds from shares placement or perpetual securities issuance		3,090	16,438	(19,528)	0	0	0	0
Proceeds of net borrowing	19,335	4,821	28,674	38,246	73,329	12,805	(5,993)	10,422
Dividends payment	1,207	(3,106)	(3,333)	(2,912)	(3,734)	(8,629)	(11,566)	(13,845)
Others		14	(5,063)	7,043	1,805	1,823	1,841	1,860
<b>Net cash generated from financing activities</b>	<b>21,342</b>	<b>8,912</b>	<b>41,667</b>	<b>19,314</b>	<b>70,184</b>	<b>12,618</b>	<b>(15,717)</b>	<b>(1,564)</b>
<b>Increase in cash and cash equivalents</b>	<b>7,182</b>	<b>(107)</b>	<b>17,414</b>	<b>48,406</b>	<b>52,437</b>	<b>(9,434)</b>	<b>(30,664)</b>	<b>(14,742)</b>
Cash and cash equivalents at beginning of year	11,809	18,910	18,761	36,241	84,647	137,084	127,651	96,987
Exchange losses on cash and cash equivalents	(81)	(43)	66					
<b>Cash and cash equivalents at end of the year</b>	<b>18,910</b>	<b>18,761</b>	<b>36,241</b>	<b>84,647</b>	<b>137,084</b>	<b>127,651</b>	<b>96,987</b>	<b>82,245</b>

Source: Company data, SWS Research



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