

| (Maintain)                | Buy       |
|---------------------------|-----------|
| Target Price (12M, W)     | 1,050,000 |
| Share Price (08/30/16, W) | 821,000   |
| Expected Return           | 28%       |

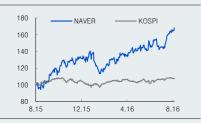
OD (16E Who)

(%)

**Absolute** 

Relative

| OP (16F, WDN)              | 1,197    |
|----------------------------|----------|
| Consensus OP (16F, Wbn)    | 1,117    |
| EPS Growth (16F, %)        | 63.3     |
| Market EPS Growth (16F, %) | 20.6     |
| P/E (16F, x)               | 32.0     |
| Market P/E (16F, x)        | 10.7     |
| KOSPI                      | 2,039.74 |
| Market Cap (Wbn)           | 27,062   |
| Shares Outstanding (mn)    | 33       |
| Free Float (%)             | 77.4     |
| Foreign Ownership (%)      | 60.7     |
| Beta (12M)                 | 0.51     |
| 52-Week Low                | 461,500  |
| 52-Week High               | 821,000  |



1M

156

14.3

**6M** 

435

34.9

12M

682

59.8

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# **NAVER** (035420 KS)

# Japanese choose LINE over Yahoo for news

# LINE performance ads officially launched in June; New growth engine confirmed

LINE's performance ads, which began sales on a pilot basis in 4Q15, are driving up LINE's top-line growth. Performance ads enable advertisers to send targeted ads, which results in more measurable returns on investment. Performance ads are considered a core product of the mobile advertisement industry since even small businesses can execute advertisements with a low budget.

LINE's performance-ad revenue grew from W3.5bn in 4Q15 and W9.2bn in 1Q16 to W20.8bn in 2Q16. NAVER launched official sales of LINE performance ads on June  $1^{st}$  and posted revenue of W10bn in June alone. We expect performance-ad revenue to grow 100% QoQ to over W40bn in 3Q.

LINE launched performance ads in the LINE News segment, which has seen a surge in traffic since June. As of July 2016, teenagers and users in their twenties are opting for LINE over Yahoo Japan for news. In Japan, 30-40% of mobile internet traffic comes from reading news, and most display ads are executed on news pages.

LINE's performance ads can precisely target audiences based on location (47 Japanese prefectures) and demographics like age (nine age groups), gender, and interests (20 categories such as games, automobiles, and travel). Advertisers must execute advertisements worth over JPY300,000, and ads are sold through CPM (cost-perthousand-impressions) bidding. LINE performance ads can generate more revenue through increases in 1) the number of advertisers, 2) advertisers' spending, 3) targetable traffic, and 4) pages for advertisement.

#### Earnings will be driven by LINE in 3Q and domestic e-commerce in 4Q

For 3Q16, we expect consolidated operating profit to grow 34.6% YoY to W298bn. On a non-consolidated basis, NAVER will likely post operating profit of W236bn in 3Q (vs. W234bn in 2Q) as we are coming close to the end of peak season for domestic advertisement demand. We forecast LINE to drive earnings growth in 3Q. In 4Q, there are growing expectations for mobile e-commerce, which already led NAVER's non-consolidated revenue growth in 2Q, contributing more than 50% of net additional growth in the quarter. 4Q is a peak season for e-commerce demand, as 30% of annual e-commerce transaction value comes during the quarter.

#### Reiterate Buy; Raise TP to W1,050,000 from W900,000

Now that the LINE IPO has been wrapped up, shares are showing steady signs. In calculating NAVER's company value of W34.1tr (stock price of W1,050,000), we combined the value of NAVER's domestic operation of W25.7tr (stock price of W790,000; see Table 2) and the value of its LINE stake of W8.4tr (stock price of W260,000; previous close of JPY4,395; currently has 175mn shares). We reiterate our Buy rating on NAVER and raise our target price to W1,050,000 from W900,000.

| FY (Dec.)     | 12/13  | 12/14  | 12/15  | 12/16F | 12/17F | 12/18F |
|---------------|--------|--------|--------|--------|--------|--------|
| Revenue (Wbn) | 2,312  | 2,758  | 3,251  | 4,080  | 4,601  | 5,011  |
| OP (Wbn)      | 524    | 758    | 762    | 1,197  | 1,576  | 1,809  |
| OP margin (%) | 22.7   | 27.5   | 23.4   | 29.3   | 34.3   | 36.1   |
| NP (Wbn)      | 1,897  | 454    | 519    | 847    | 1,068  | 1,268  |
| EPS (W)       | 45,425 | 13,787 | 15,737 | 25,692 | 32,401 | 38,467 |
| ROE (%)       | 112.7  | 27.8   | 26.5   | 33.4   | 30.9   | 27.7   |
| P/E (x)       | 15.9   | 51.6   | 41.8   | 32.0   | 25.3   | 21.3   |
| P/B (x)       | 11.3   | 8.7    | 6.8    | 6.8    | 5.4    | 4.3    |

Notes: All figures are based on consolidated K-IFRS; NP refers to net profit attributable to controlling interests Source: Company data, Mirae Asset Daewoo Research estimates

Table 1. NAVER's domestic earnings trends

(Wbn, %)

|                     |      |       |       |       |       |       |       |       |       |       | (,    |
|---------------------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                     | 1Q16 | 2Q16  | 3Q16F | 4Q16F | 1Q17F | 2Q17F | 3Q17F | 4Q17F | 2015  | 2016F | 2017F |
| Ad revenue          | 586  | 616   | 637   | 704   | 672   | 721   | 755   | 843   | 2,141 | 2,542 | 2,990 |
| PC ads              | 315  | 317   | 303   | 323   | 304   | 306   | 292   | 312   | 1,302 | 1,257 | 1,214 |
| Mobile ads          | 231  | 264   | 297   | 344   | 332   | 378   | 426   | 494   | 683   | 1,137 | 1,630 |
| Content             | 30   | 27    | 28    | 27    | 28    | 28    | 28    | 28    | 125   | 112   | 111   |
| Other               | 10   | 8     | 9     | 9     | 9     | 9     | 9     | 9     | 31    | 36    | 36    |
| Operating expenses  | 370  | 381   | 401   | 447   | 428   | 451   | 469   | 522   | 1,315 | 1,600 | 1,870 |
| Operating profit    | 216  | 234   | 236   | 256   | 244   | 270   | 286   | 320   | 826   | 942   | 1,120 |
| OP margin           | 36.8 | 38.1  | 37.1  | 36.4  | 36.3  | 37.5  | 37.9  | 38.0  | 38.6  | 37.1  | 149.6 |
| Net profit          | 169  | 184   | 188   | 199   | 192   | 212   | 223   | 250   | 643   | 740   | 877   |
| NP margin           | 28.8 | 29.9  | 29.5  | 28.3  | 28.5  | 29.4  | 29.6  | 29.7  | 30.0  | 29.1  | 29.3  |
| YoY                 |      |       |       |       |       |       |       |       |       |       |       |
| Ad revenue          | 20.0 | 15.7  | 17.9  | 21.1  | 14.8  | 17.1  | 18.4  | 19.8  | 30.8  | 18.7  | 17.6  |
| PC ads              | -3.8 | -3.3  | -3.4  | -3.2  | -3.4  | -3.4  | -3.5  | -3.3  | 8.8   | -3.4  | -3.4  |
| Mobile ads          | 79.1 | 63.4  | 63.4  | 63.4  | 43.4  | 43.4  | 43.4  | 43.4  | 93.7  | 66.4  | 43.4  |
| Content             | 16.8 | -26.9 | -17.8 | -4.4  | -6.7  | 3.8   | -1.8  | 0.9   | 81.6  | -10.3 | -1.1  |
| Other               | 54.6 | 29.7  | -14.5 | 13.1  | -10.6 | 6.4   | -2.9  | 1.5   | 61.2  | 15.6  | -1.8  |
| Operating profit    | 16.2 | 12.4  | 14.8  | 13.0  | 13.1  | 15.2  | 21.0  | 25.0  | 16.1  | 14.0  | 18.9  |
| Net profit          | 8.0  | 12.2  | 28.3  | 13.3  | 13.5  | 15.2  | 18.8  | 25.4  | 39.5  | 15.2  | 18.5  |
| YoY absolute change |      |       |       |       |       |       |       |       |       |       |       |
| Ad revenue          | 97   | 84    | 97    | 123   | 87    | 105   | 118   | 139   | 504   | 401   | 448   |
| PC ads              | -13  | -11   | -11   | -11   | -11   | -11   | -11   | -11   | 106   | -45   | -43   |
| Mobile ads          | 102  | 102   | 115   | 134   | 100   | 114   | 129   | 149   | 331   | 453   | 493   |
| Contents            | 4    | -10   | -6    | -1    | -2    | 1     | 0     | 0     | 56    | -13   | -1    |
| Other               | 4    | 2     | -2    | 1     | -1    | 1     | 0     | 0     | 12    | 5     | -1    |
| QoQ                 |      |       |       |       |       |       |       |       |       |       |       |
| Ad revenue          | 0.8  | 5.1   | 3.5   | 10.4  | -4.4  | 7.2   | 4.7   | 11.7  |       |       |       |
| PC ads              | -5.7 | 0.8   | -4.6  | 6.8   | -5.9  | 0.8   | -4.8  | 7.0   |       |       |       |
| Mobile ads          | 9.7  | 14.0  | 12.8  | 15.9  | -3.7  | 14.0  | 12.8  | 15.9  |       |       |       |
| Content             | 3.9  | -10.7 | 6.0   | -2.8  | 1.5   | -0.7  | 0.4   | -0.2  |       |       |       |
| Other               | 29.5 | -16.9 | 10.2  | -4.6  | 2.4   | -1.2  | 0.6   | -0.3  |       |       |       |
| Operating profit    | -4.9 | 8.7   | 8.0   | 8.5   | -4.8  | 10.8  | 5.8   | 12.1  |       |       |       |
| Net profit          | -4.0 | 8.8   | 2.2   | 6.1   | -3.8  | 10.5  | 5.3   | 12.0  |       |       |       |
| QoQ absolute change |      |       |       |       |       |       |       |       |       |       |       |
| Ad revenue          | 5    | 30    | 22    | 66    | -31   | 49    | 34    | 88    |       |       |       |
| PC ads              | -19  | 3     | -15   | 20    | -19   | 3     | -15   | 20    |       |       |       |
| Mobile ads          | 21   | 32    | 34    | 47    | -13   | 46    | 48    | 68    |       |       |       |
| Contents            | 1    | -3    | 2     | -1    | 0     | 0     | 0     | 0     |       |       |       |
| Other               | 2    | -2    | 1     | 0     | 0     | 0     | 0     | 0     |       |       |       |

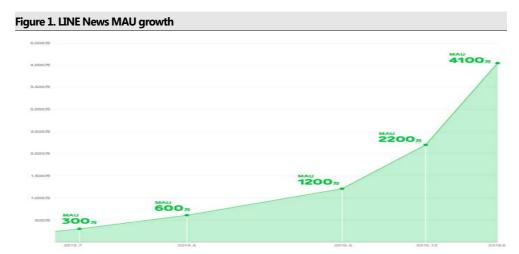
Notes: Revenue breakdown is based on Mirae Asset Daewoo estimates due to frequent changes in the company's breakdown criteria Source: Company data, Mirae Asset Daewoo Research estimates

Table 2. NAVER's domestic business valuation

(Wbn, x)

|   |      |      |        |           |   | , , |
|---|------|------|--------|-----------|---|-----|
|   | Fair | P/E  | Marke  | t cap.    | Notes   |     |
|   | 2016 | 2017 | 2016   | 2017      | Notes   |     |
| Alphabet                                  | 23.3 | 19.8 | 17,244 | 17,326    | Through 2014, NAVER's valuation was based on Alphabet's   |     |
| Weighted avg. of<br>Alphabet and Amazon   | 37.7 | 28.1 | 27,881 | 24,625    | Assuming 70% of NAVER OP comes from ads and 30% comes from e-commerce → 7:3 weighting: Alphabet's and Amazon's P/E multiples              |     |
| Avg. of Alphabet,<br>Facebook, and Amazon | 42.2 | 30.8 | 31,247 | 26,957    | Assuming stabilization of business models for PC ads, mobile ads, and e-commerce  → Applied average P/E of Alphabet, Facebook, and Amazon |     |
|   |      | P/E  | Mai    | rket cap. |   |     |
| 12-month forward target                   |      | 31.3 |        | 25,711    | Assuming 70% of NAVER OP comes from ads and 30% comes from e-commerce  → 7:3 weighting: Alphabet's and Amazon's P/E multiples             |     |

Source: Bloomberg, Mirae Asset Daewoo Research



Source: LINE, Mirae Asset Daewoo Research

Table 3. Mobile news user share in Japan (Feb. 2016)

| Age | 1 <sup>st</sup> | 2 <sup>nd</sup>   | 3 <sup>rd</sup> |
|-----|-----------------|-------------------|-----------------|
| 10s | LINE (33%)      | Yahoo (30%)       | SNS (27%)       |
| 20s | Yahoo (42%)     | LINE (25%)        | SNS (22%)       |
| 30s | Yahoo (52%)     | LINE (21%)        | SNS (15%)       |
| 40s | Yahoo (54%)     | LINE (19%)        | SmartNews (11%) |
| 50s | Yahoo (55%)     | LINE (22%)        | SmartNews (14%) |
| 60s | Yahoo (57%)     | Google News (23%) | SmartNews (19%) |

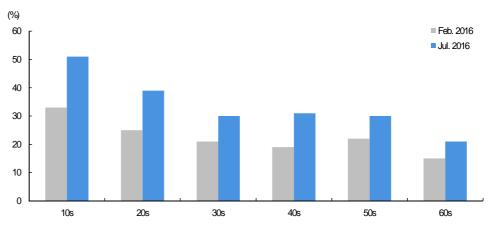
Source: LINE, Mirae Asset Daewoo Research

Table 4. Mobile news user share in Japan (Jul. 2016)

| Age | 1 <sup>st</sup> | 2 <sup>nd</sup> | 3 <sup>rd</sup> |
|-----|-----------------|-----------------|-----------------|
| 10s | LINE (51%)      | Yahoo (25%)     | SNS (20%)       |
| 20s | LINE (39%)      | Yahoo (35%)     | SNS (15%)       |
| 30s | Yahoo (49%)     | LINE (30%)      | SNS (14%)       |
| 40s | Yahoo (51%)     | LINE (31%)      | SmartNews (11%) |
| 50s | Yahoo (54%)     | LINE (30%)      | SmartNews (14%) |
| 60s | Yahoo (59%)     | LINE (21%)      | SmartNews (22%) |

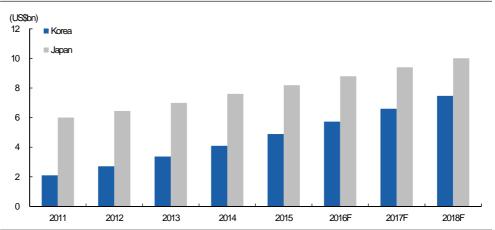
Source: LINE, Mirae Asset Daewoo Research

Figure 2. LINE News share rising in all age groups



Source: LINE, Mirae Asset Daewoo Research

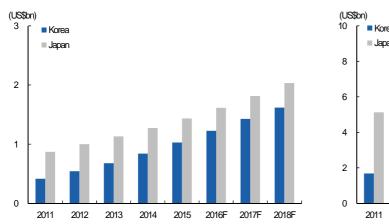
Figure 3. Internet advertising market size in Korea/Japan

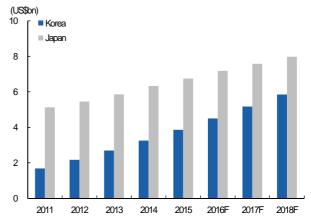


Source: PwC, Mirae Asset Daewoo Research

Figure 4. Mobile internet ad market size in Korea/Japan

Figure 5. PC internet ad market size in Korea/Japan



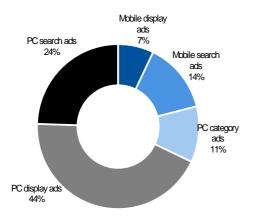


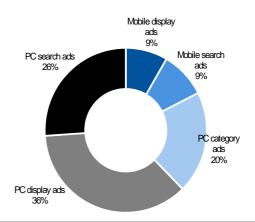
Source: PwC, Mirae Asset Daewoo Research

Source: PwC, Mirae Asset Daewoo Research

Figure 6. Internet ad market breakdown: Korea (2015)

Figure 7. Internet ad market breakdown: Japan (2015)





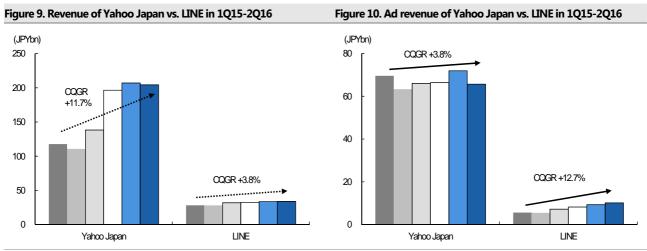
Source: PwC, Mirae Asset Daewoo Research

Source: PwC, Mirae Asset Daewoo Research

Figure 8. Mobile ad revenue of Yahoo Japan vs. LINE in 1Q15-2Q16 (JPYbn) CQGR 35 +4.4% 30 25 20 CQGR 15 +12.7% 10 5 0 LINE

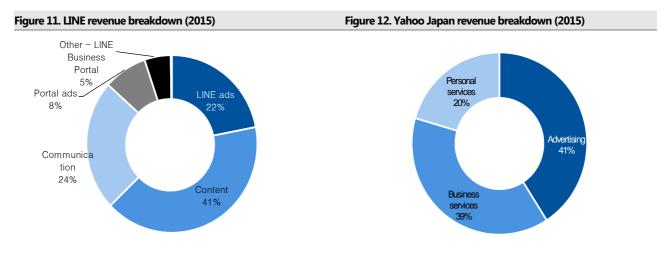
Source: Company data, Mirae Asset Daewoo Research

Yahoo Japan



Source: Company data, Mirae Asset Daewoo Research

Source: Company data, Mirae Asset Daewoo Research



Source: Company data, Mirae Asset Daewoo Research

Source: Company data, Mirae Asset Daewoo Research

Table 5. NAVER's quarterly and annual earnings

(Wbn, %)

| Table 5. INAVER 5 qua  | Table 5. NAVER'S quarteny and annual earnings |       |       |       |      |      |       |       |       |       |       |  |  |
|------------------------|---|-------|-------|-------|------|------|-------|-------|-------|-------|-------|--|--|
|                        | 1Q15  | 2Q15  | 3Q15  | 4Q15  | 1Q16 | 2Q16 | 3Q16F | 4Q16F | 2014  | 2015  | 2016F |  |  |
| Revenue                | 741   | 781   | 840   | 891   | 937  | 987  | 1,027 | 1,129 | 2,759 | 3,254 | 4,080 |  |  |
| Ads                    | 530   | 559   | 587   | 647   | 673  | 723  | 769   | 860   | 2,019 | 2,322 | 3,024 |  |  |
| Content                | 193   | 205   | 234   | 216   | 237  | 236  | 230   | 241   | 687   | 849   | 944   |  |  |
| Other                  | 18  | 17    | 19    | 28    | 27   | 29   | 28    | 28    | 53    | 83    | 112   |  |  |
| LINE                   | 234   | 232   | 281   | 286   | 340  | 344  | 374   | 418   | 759   | 1,033 | 1,476 |  |  |
| % of revenue           |   |       |       |       |      |      |       |       |       |       |       |  |  |
| Ads                    | 71.5  | 71.5  | 69.8  | 72.6  | 71.8 | 73.2 | 74.9  | 76.1  | 73.2  | 71.4  | 74.1  |  |  |
| Content                | 26.1  | 26.3  | 27.9  | 24.3  | 25.3 | 23.9 | 22.4  | 21.4  | 24.9  | 26.1  | 23.1  |  |  |
| Other                  | 2.4   | 2.2   | 2.3   | 3.2   | 2.9  | 2.9  | 2.7   | 2.5   | 1.9   | 2.5   | 2.7   |  |  |
| LINE                   | 31.6  | 29.7  | 33.5  | 32.0  | 36.3 | 34.8 | 36.5  | 37.0  | 27.5  | 31.8  | 36.2  |  |  |
| Operating expenses     | 546   | 592   | 619   | 666   | 680  | 715  | 729   | 759   | 2,000 | 2,424 | 2,883 |  |  |
| Operating profit       | 194   | 189   | 221   | 225   | 257  | 273  | 298   | 370   | 758   | 830   | 1,197 |  |  |
| OP margin (%)          | 26.2  | 24.2  | 26.3  | 25.3  | 27.4 | 27.6 | 29.0  | 32.8  | 27.5  | 25.5  | 29.3  |  |  |
| Non-operating profit   | 47  | 45    | 32    | 8     | 39   | 82   | 35    | 35    | 96    | 132   | 191   |  |  |
| Non-operating expenses | 17  | 50    | 42    | 30    | 40   | 43   | 45    | 51    | 196   | 139   | 179   |  |  |
| Pretax income          | 225   | 185   | 211   | 203   | 256  | 311  | 287   | 354   | 659   | 823   | 1,209 |  |  |
| Taxes                  | 89  | 37    | 73    | 30    | 76   | 99   | 85    | 105   | 237   | 229   | 365   |  |  |
| Net profit             | 135   | 124   | 117   | 141   | 180  | 213  | 202   | 249   | 452   | 517   | 844   |  |  |
| Net margin (%)         | 18.2  | 15.9  | 13.9  | 15.9  | 19.2 | 21.6 | 19.7  | 22.0  | 16.4  | 15.9  | 20.7  |  |  |
| YoY                    |   |       |       |       |      |      |       |       |       |       |       |  |  |
| Revenue                | 18.3  | 13.9  | 20.1  | 19.4  | 26.6 | 26.3 | 22.1  | 26.6  | -3.8  | 18.0  | 25.4  |  |  |
| Ads                    | 11.1  | 10.8  | 17.9  | 19.7  | 27.0 | 29.4 | 31.0  | 32.9  | 15.9  | 15.0  | 30.2  |  |  |
| Content                | 46.7  | 22.0  | 22.5  | 10.4  | 23.1 | 14.8 | -1.9  | 11.4  | 59.4  | 23.6  | 11.2  |  |  |
| Other                  | 1.9   | 31.1  | 74.7  | 163.3 | 52.7 | 64.7 | 44.4  | 0.5   | -53.8 | 57.6  | 35.5  |  |  |
| LINE                   | 61.4  | 26.5  | 35.0  | 28.9  | 45.1 | 48.4 | 33.0  | 46.2  | 67.0  | 36.2  | 42.8  |  |  |
| Operating expenses     | 24.3  | 19.2  | 21.2  | 20.5  | 24.6 | 20.7 | 17.7  | 14.0  | 12.9  | 21.2  | 19.0  |  |  |
| Operating profit       | 4.3   | 0.2   | 17.1  | 16.2  | 32.1 | 44.0 | 34.6  | 64.2  | -30.8 | 9.5   | 44.2  |  |  |
| Net profit             | 4.3   | 215.1 | -24.0 | 9.1   | 33.9 | 71.5 | 73.1  | 75.8  | -76.2 | 14.4  | 63.3  |  |  |

Notes: All figures are based on consolidated K-IFRS

Source: Company data, Mirae Asset Daewoo Research estimates

Table 6. LINE's quarterly earnings

(JPYmn, %)

|                    | 1Q15   | 2Q15   | 3Q15   | 4Q15   | 1Q16   | 2Q16   |
|--------------------|--------|--------|--------|--------|--------|--------|
| Revenue            | 28,104 | 28,070 | 31,900 | 32,332 | 33,456 | 33,854 |
| Ads                | 8,337  | 7,881  | 9,528  | 10,666 | 11,873 | 12,619 |
| Communications     | 6,680  | 6,524  | 7,807  | 7,714  | 7,686  | 7,377  |
| Content            | 12,064 | 12,401 | 13,182 | 11,637 | 11,865 | 11,387 |
| Others             | 1,023  | 1,264  | 1,383  | 2,315  | 2,032  | 2,471  |
| % of revenue       |        |        |        |        |        |        |
| Ads                | 29.7   | 28.1   | 29.9   | 33.0   | 35.5   | 37.3   |
| Communications     | 23.8   | 23.2   | 24.5   | 23.9   | 23.0   | 21.8   |
| Content            | 42.9   | 44.2   | 41.3   | 36.0   | 35.5   | 33.6   |
| Others             | 3.6    | 4.5    | 4.3    | 7.2    | 6.1    | 7.3    |
| Operating expenses | 26,797 | 30,532 | 29,932 | 31,659 | 28,778 | 30,207 |
| Operating profit   | 1,424  | -2,358 | 2,113  | 781    | 5,338  | 8,029  |
| OP margin          | 5.1    | -8.4   | 6.6    | 2.4    | 16.0   | 23.7   |
| Net profit         | -1,905 | -3,447 | -2,341 | -279   | -234   | 3,100  |
| Net margin         | -6.8   | -12.3  | -7.3   | -0.9   | -0.7   | 9.2    |
| QoQ                |        |        |        |        |        |        |
| Revenue            |        | -0.1   | 13.6   | 1.4    | 3.5    | 1.2    |
| Ads                |        | -5.5   | 20.9   | 11.9   | 11.3   | 6.3    |
| Communications     |        | -2.3   | 19.7   | -1.2   | -0.4   | -4.0   |
| Content            |        | 2.8    | 6.3    | -11.7  | 2.0    | -4.0   |
| Others             |        | 23.6   | 9.4    | 67.4   | -12.2  | 21.6   |
| Operating profit   |        | TTR    | TTB    | -63.0  | 583.5  | 50.4   |
| Net profit         |        | RR     | RR     | RR     | RR     | TTB    |

Notes: All figures are based on consolidated J-IFRS

Source: LINE, Mirae Asset Daewoo Research

Table 7. Earnings comparison of global internet companies

(%, Wbn)

|                   |         | Revenue |         | Оре    | erating profit |        | (     | OP margin |      | [      | Net profit |        |
|-------------------|---------|---------|---------|--------|----------------|--------|-------|-----------|------|--------|------------|--------|
|                   | 15      | 16F     | 17F     | 15     | 16F            | 17F    | 15    | 16F       | 17F  | 15     | 16F        | 17F    |
| NAVER             | 3,251   | 4,061   | 4,708   | 762    | 1,129          | 1,484  | 23.4  | 27.8      | 31.5 | 519    | 785        | 1,033  |
| Kakao             | 932     | 1,425   | 1,775   | 89     | 141            | 266    | 9.5   | 9.9       | 15.0 | 76     | 89         | 167    |
| Interpark         | 402     | 452     | 485     | 23     | 18             | 31     | 5.8   | 4.0       | 6.4  | 17     | 11         | 22     |
| Alphabet (US)     | 84,906  | 80,891  | 93,515  | 21,920 | 33,626         | 39,479 | 25.8  | 41.6      | 42.2 | 18,510 | 21,534     | 25,660 |
| Yahoo             | 5,625   | 4,020   | 4,032   | -5,376 | 253            | 333    | -95.6 | 6.3       | 8.3  | -4,936 | -388       | 181    |
| Amazon            | 121,157 | 153,360 | 187,398 | 2,528  | 5,310          | 8,957  | 2.1   | 3.5       | 4.8  | 675    | 3,168      | 5,891  |
| Facebook          | 20,299  | 30,253  | 40,765  | 7,048  | 17,334         | 23,009 | 34.7  | 57.3      | 56.4 | 4,154  | 9,560      | 13,529 |
| Twitter           | 2,511   | 2,853   | 3,214   | -510   | 432            | 252    | -20.3 | 15.1      | 7.8  | -590   | -463       | -340   |
| LinkedIn          | 3,386   | 4,217   | 5,034   | -171   | 794            | 600    | -5.0  | 18.8      | 11.9 | -188   | -187       | 45     |
| Groupon           | 3,532   | 3,459   | 3,594   | -90    | 17             | 75     | -2.6  | 0.5       | 2.1  | 23     | -180       | -88    |
| Yahoo Japan (JPN) | 6,293   | 9,400   | 10,143  | 2,170  | 2,186          | 2,427  | 34.5  | 23.3      | 23.9 | 1,655  | 1,468      | 1,623  |
| Rakuten           | 6,675   | 8,805   | 9,935   | 886    | 1,262          | 1,564  | 13.3  | 14.3      | 15.7 | 416    | 712        | 923    |
| Alibaba (CHN)     | 18,392  | 25,431  | 32,707  | 5,292  | 7,251          | 10,103 | 28.8  | 28.5      | 30.9 | 12,994 | 5,883      | 8,211  |
| Baidu             | 11,958  | 12,258  | 14,872  | 2,102  | 1,773          | 2,485  | 17.6  | 14.5      | 16.7 | 6,064  | 1,605      | 2,356  |
| Sohu              | 2,193   | 1,898   | 2,097   | 93     | -143           | -34    | 4.3   | -7.5      | -1.6 | -56    | -257       | -79    |
| Sina              | 997     | 1,120   | 1,370   | 14     | 124            | 233    | 1.4   | 11.0      | 17.0 | 29     | 88         | 104    |
| Tencent           | 18,529  | 24,848  | 32,583  | 6,850  | 9,364          | 12,042 | 37.0  | 37.7      | 37.0 | 5,189  | 7,126      | 9,294  |
| Average           |         |         |         |        | _              |        | 6.7   | 18.0      | 19.2 |        |            |        |

Source: Bloomberg, Mirae Asset Daewoo Research

Table 8. Valuation comparison of global internet companies

(%, Wbn, x)

|                   | % pric   | o aba | . 9.0   |              |       |      |         | P/E  |      |              | P/S  |      | EV/EBITDA |      |      |  |
|-------------------|----------|-------|---------|--------------|-------|------|---------|------|------|--------------|------|------|-----------|------|------|--|
|                   | <u> </u> |       | Market  | <del> </del> |       |      |         |      |      | <del> </del> |      |      |           | •    |      |  |
|                   | -1M      | -3M   | сар     | 15           | 16F   | 17F  | 15      | 16F  | 17F  | 15           | 16F  | 17F  | 15        | 16F  | 17F  |  |
| NAVER             | 14.4     | 14.4  | 26,766  | 28.2         | 31.0  | 29.9 | 36.4    | 33.1 | 24.9 | 9.7          | 8.4  | 6.4  | 17.3      | 19.4 | 15.1 |  |
| Kakao             | -12.3    | -22.5 | 5,381   | 1.6          | 3.2   | 5.1  | 106.7   | 63.0 | 30.8 | 1.6          | 1.7  | 1.6  | 38.4      | 23.5 | 15.0 |  |
| Interpark         | -10.0    | -29.2 | 444     | 6.1          | 6.6   | 12.4 | 45.4    | 39.0 | 20.1 | 2.8          | 2.6  | 2.4  | 20.3      | 11.9 | 9.7  |  |
| Alphabet (US)     | 0.6      | 6.4   | 601,919 | 15.0         | 16.0  | 15.9 | 30.2    | 23.3 | 19.8 | 4.3          | 3.9  | 3.3  | 15.0      | 12.7 | 10.9 |  |
| Yahoo             | 10.7     | 11.7  | 44,981  | -15.8        | 1.5   | 1.5  | 1,135.9 | 87.0 | 76.7 | 1.4          | 1.4  | 1.4  | -         | 44.1 | 39.9 |  |
| Amazon            | 1.6      | 8.3   | 408,912 | 13.6         | 23.8  | 29.6 | 191.5   | 71.2 | 47.5 | 22.1         | 20.1 | 13.5 | 31.1      | 23.6 | 17.4 |  |
| Facebook          | 2.1      | 6.0   | 406,328 | 13.4         | 19.4  | 20.7 | 60.8    | 32.2 | 25.0 | 7.2          | 6.4  | 5.1  | 27.9      | 19.9 | 14.9 |  |
| Twitter           | 11.0     | 22.3  | 14,618  | -9.3         | 8.6   | 9.8  | -       | 37.2 | 32.6 | 2.9          | 2.9  | 2.8  | 303.2     | 15.9 | 13.5 |  |
| LinkedIn          | -0.2     | 46.4  | 28,971  | -4.8         | 10.6  | 9.4  | -       | 50.6 | 42.5 | 5.5          | 5.8  | 5.2  | 57.7      | 22.1 | 18.3 |  |
| Groupon           | 12.0     | 52.1  | 3,470   | -30.7        | -8.9  | 3.2  | -       |      | 64.3 | 8.4          | 7.4  | 6.5  | -         | 16.2 | 11.3 |  |
| Yahoo Japan (JPN) | -8.6     | -16.5 | 25,954  | 22.6         | 14.7  | 14.7 | 13.6    | 17.8 | 16.0 | 2.9          | 2.5  | 2.2  | 8.6       | 8.6  | 7.8  |  |
| Rakuten           | 8.1      | 9.3   | 19,936  | 6.8          | 9.5   | 11.3 | 41.9    | 28.1 | 21.7 | 3.0          | 2.6  | 2.3  | 3.0       | 4.1  | 3.4  |  |
| Alibaba (CHN)     | 15.0     | 17.2  | 264,764 | 23.3         | 18.1  | 20.2 | 61.4    | 29.1 | 22.9 | 6.9          | 5.9  | 4.8  | 32.5      | 22.9 | 18.6 |  |
| Baidu             | 8.8      | -6.1  | 67,241  | 44.0         | 12.2  | 15.3 | 12.6    | 37.8 | 27.3 | 4.7          | 4.4  | 3.8  | 24.2      | 22.8 | 17.4 |  |
| Sohu              | 8.5      | 2.0   | 1,818   | -6.4         | -17.7 | -6.3 | -       | -    | -    | 1.4          | 1.5  | 1.5  | 2.9       | 75.4 | 6.1  |  |
| Sina              | 39.3     | 46.8  | 5,863   | 3.7          | 2.9   | 4.1  | 136.4   | 67.1 | 42.1 | 2.2          | 1.8  | 1.7  | 26.2      | 27.5 | 17.2 |  |
| Tencent           | 8.0      | 18.5  | 274,910 | 28.9         | 30.7  | 30.5 | 46.9    | 37.2 | 28.6 | 11.6         | 10.5 | 7.8  | 25.6      | 25.7 | 20.1 |  |
| Average           | 6.4      | 11.0  |         | 8.2          | 10.7  | 13.4 | 147.7   | 43.6 | 33.9 | 5.8          | 5.3  | 4.3  | 42.3      | 23.3 | 15.1 |  |

Source: Bloomberg, Mirae Asset Daewoo Research

# NAVER (035420 KS/Buy/TP: W1,050,000)

#### **Comprehensive Income Statement (Summarized)**

| 4045  |  |  |  |
|-------|--|--|--|
| 12/15 | 12/16F   | 12/17F   | 12/18F   |
| 3,251 | 4,080  | 4,601  | 5,011  |
| 0     | 0  | 0  | 0  |
| 3,251 | 4,080  | 4,601  | 5,011  |
| 2,489 | 2,883  | 3,025  | 3,202  |
| 762   | 1,197  | 1,576  | 1,809  |
| 762   | 1,197  | 1,576  | 1,809  |
| -54   | 12   | -44  | -23  |
| 22    | 34   | 52   | 72   |
| -2    | 2  | 1  | 1  |
| 708   | 1,209  | 1,532  | 1,786  |
| 191   | 365  | 468  | 522  |
| 517   | 844  | 1,064  | 1,264  |
| 0     | 0  | 0  | 0  |
| 517   | 844  | 1,064  | 1,264  |
| 519   | 847  | 1,068  | 1,268  |
| -2    | -3   | -4   | -4   |
| 554   | 844  | 1,064  | 1,264  |
| 556   | 846  | 1,068  | 1,267  |
| -2    | -2   | -3   | -4   |
| 918   | 1,324  | 1,679  | 1,893  |
| 736   | 1,215  | 1,350  | 1,501  |
| 28.2  | 32.5   | 36.5   | 37.8   |
| 23.4  | 29.3   | 34.3   | 36.1   |
| 16.0  | 20.8   | 23.2   | 25.3   |
|       | 3,251<br>0<br>3,251<br>2,489<br>762<br>-54<br>22<br>-2<br>708<br>191<br>517<br>0<br>517<br>519<br>-2<br>554<br>556<br>-2<br>918<br>736<br>28.2<br>23.4 | 3,251 4,080 0 0 3,251 4,080 2,489 2,883 762 1,197 762 1,197 -54 12 22 34 -2 2 708 1,209 191 365 517 844 0 0 517 844 519 847 -2 -3 554 844 556 846 -2 -2 918 1,324 736 1,215 282 32.5 | 3,251         4,080         4,601           0         0         0           3,251         4,080         4,601           2,489         2,883         3,025           762         1,197         1,576           762         1,197         1,576           -54         12         -44           22         34         52           -2         2         1           708         1,209         1,532           191         365         468           517         844         1,064           519         847         1,068           -2         -3         -4           554         844         1,064           556         846         1,068           -2         -2         -3           918         1,324         1,679           736         1,215         1,350           28.2         32.5         36.5           23.4         29.3         34.3 |

# **Statement of Financial Condition (Summarized)**

|                                  | ,     |        |        |        |
|----------------------------------|-------|--------|--------|--------|
| (Wbn)                            | 12/15 | 12/16F | 12/17F | 12/18F |
| Current Assets                   | 2,639 | 3,730  | 5,016  | 6,438  |
| Cash and Cash Equivalents        | 813   | 1,447  | 2,441  | 3,633  |
| AR & Other Receivables           | 519   | 644    | 726    | 791    |
| Inventories                      | 16    | 19     | 22     | 24     |
| Other Current Assets             | 1,291 | 1,620  | 1,827  | 1,990  |
| Non-Current Assets               | 1,747 | 1,732  | 1,699  | 1,671  |
| Investments in Associates        | 65    | 81     | 92     | 100    |
| Property, Plant and Equipment    | 864   | 748    | 654    | 577    |
| Intangible Assets                | 103   | 92     | 83     | 76     |
| Total Assets                     | 4,386 | 5,462  | 6,715  | 8,109  |
| Current Liabilities              | 1,684 | 1,876  | 2,063  | 2,210  |
| AP & Other Payables              | 373   | 468    | 528    | 575    |
| Short-Term Financial Liabilities | 518   | 413    | 413    | 0      |
| Other Current Liabilities        | 793   | 995    | 1,122  | 1,635  |
| Non-Current Liabilities          | 433   | 505    | 550    | 586    |
| Long-Term Financial Liabilities  | 150   | 150    | 150    | 0      |
| Other Non-Current Liabilities    | 283   | 355    | 400    | 586    |
| Total Liabilities                | 2,116 | 2,381  | 2,613  | 2,796  |
| Controlling Interests            | 2,125 | 2,939  | 3,963  | 5,179  |
| Capital Stock                    | 16    | 16     | 16     | 16     |
| Capital Surplus                  | 133   | 133    | 133    | 133    |
| Retained Earnings                | 3,069 | 3,884  | 4,908  | 6,124  |
| Non-Controlling Interests        | 145   | 142    | 139    | 134    |
| Stockholders' Equity             | 2,270 | 3,081  | 4,102  | 5,313  |

# Cash Flows (Summarized)

| (Wbn)  | 12/15 | 12/16F | 12/17F | 12/18F |
|--|-------|--------|--------|--------|
| Cash Flows from Op Activities                              | 856   | 1,215  | 1,350  | 1,501  |
| Net Profit   | 517   | 844    | 1,064  | 1,264  |
| Non-Cash Income and Expense                                | 512   | 463    | 553    | 568    |
| Depreciation   | 143   | 116    | 94     | 77     |
| Amortization   | 13    | 11     | 9      | 7      |
| Others   | 356   | 336    | 450    | 484    |
| Chg in Working Capital                                     | 63    | 229    | 140    | 111    |
| Chg in AR & Other Receivables                              | -72   | -104   | -65    | -51    |
| Chg in Inventories   | 0     | -4     | -2     | -2     |
| Chg in AP & Other Payables                                 | 53    | 0      | 0      | 0      |
| Income Tax Paid  | -268  | -365   | -468   | -522   |
| Cash Flows from Inv Activities                             | -791  | -415   | -290   | -235   |
| Chg in PP&E  | -118  | 0      | 0      | 0      |
| Chg in Intangible Assets                                   | -15   | 0      | 0      | 0      |
| Chg in Financial Assets                                    | -654  | -413   | -260   | -205   |
| Others   | -4    | -2     | -30    | -30    |
| Cash Flows from Fin Activities                             | 6     | -137   | -44    | -52    |
| Chg in Financial Liabilities                               | 212   | -105   | 0      | 0      |
| Chg in Equity  | 0     | 0      | 0      | 0      |
| Dividends Paid   | -23   | -32    | -44    | -52    |
| Others   | -183  | 0      | 0      | 0      |
| Increase (Decrease) in Cash                                | 91    | 633    | 994    | 1,193  |
| Beginning Balance  | 723   | 813    | 1,447  | 2,441  |
| Ending Balance   | 813   | 1,447  | 2,441  | 3,633  |
| Source: Company data Mirae Asset Daewoo Research estimates |       |        |        |        |

Source: Company data, Mirae Asset Daewoo Research estimates

# Forecasts/Valuations (Summarized)

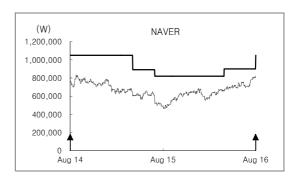
|                                  | 12/15  | 12/16F  | 12/17F  | 12/18F   |
|----------------------------------|--------|---------|---------|----------|
| P/E (x)                          | 41.8   | 32.0    | 25.3    | 21.3     |
| P/CF (x)                         | 21.1   | 20.7    | 16.7    | 14.8     |
| P/B (x)                          | 6.8    | 6.8     | 5.4     | 4.3      |
| EV/EBITDA (x)                    | 22.3   | 18.7    | 14.0    | 11.7     |
| EPS (W)                          | 15,737 | 25,692  | 32,401  | 38,467   |
| CFPS (W)                         | 31,232 | 39,651  | 49,073  | 55,562   |
| BPS (W)                          | 96,527 | 121,244 | 152,319 | 189,195  |
| DPS (W)                          | 1,100  | 1,500   | 1,800   | 2,200    |
| Payout ratio (%)                 | 6.2    | 5.2     | 4.9     | 5.1      |
| Dividend Yield (%)               | 0.2    | 0.2     | 0.2     | 0.3      |
| Revenue Growth (%)               | 17.9   | 25.5    | 12.8    | 8.9      |
| EBITDA Growth (%)                | 1.8    | 44.2    | 26.8    | 12.7     |
| Operating Profit Growth (%)      | 0.5    | 57.1    | 31.7    | 14.8     |
| EPS Growth (%)                   | 14.1   | 63.3    | 26.1    | 18.7     |
| Accounts Receivable Turnover (x) | 9.0    | 8.9     | 8.5     | 8.4      |
| Inventory Turnover (x)           |        |         |         |          |
| Accounts Payable Turnover (x)    | 0.0    | 0.0     | 0.0     | 0.0      |
| ROA (%)                          | 13.3   | 17.1    | 17.5    | 17.0     |
| ROE (%)                          | 26.5   | 33.4    | 30.9    | 27.7     |
| ROIC (%)                         | 92.1   | 215.3   | 696.7   | -8,993.3 |
| Liability to Equity Ratio (%)    | 93.2   | 77.3    | 63.7    | 52.6     |
| Current Ratio (%)                | 156.8  | 198.8   | 243.2   | 291.3    |
| Net Debt to Equity Ratio (%)     |        |         |         |          |
| Interest Coverage Ratio (x)      |        |         |         |          |
|                                  |        |         |         |          |

# **APPFNDIX 1**

#### **Important Disclosures & Disclaimers**

#### 2-Year Rating and Target Price History

| Company (Code) | Date       | Rating | Target Price |
|----------------|------------|--------|--------------|
| NAVER(035420)  | 08/30/2016 | Buy    | 1,050,000    |
|                | 04/28/2016 | Buy    | 900,000      |
|                | 07/30/2015 | Buy    | 820,000      |
|                | 05/04/2015 | Buy    | 890,000      |
|                | 08/01/2014 | Buy    | 1,050,000    |



Stock Ratings Industry Ratings

Buy : Relative performance of 20% or greater Overweight : Fundamentals are favorable or improving

Trading Buy : Relative performance of 10% or greater, but with volatility Neutral : Fundamentals are steady without any material changes

Hold : Relative performance of -10% and 10% Underweight : Fundamentals are unfavorable or worsening

Sell : Relative performance of -10%

Ratings and Target Price History (Share price (→), Target price (►), Not covered (■), Buy (▲), Trading Buy (■), Hold (♠), Sell (♠))

- \* Our investment rating is a guide to the relative return of the stock versus the market over the next 12 months.
- \* Although it is not part of the official ratings at Mirae Asset Daewoo Co., Ltd., we may call a trading opportunity in case there is a technical or short-term material development.
- \* The target price was determined by the research analyst through valuation methods discussed in this report, in part based on the analyst's estimate of future earnings.
- \* The achievement of the target price may be impeded by risks related to the subject securities and companies, as well as general market and economic conditions.

# **Equity Ratings Distribution**

| Buy    | Trading Buy | Hold   | Sell  |
|--------|-------------|--------|-------|
| 70.73% | 17.56%      | 11.71% | 0.00% |

<sup>\*</sup> Based on recommendations in the last 12-months (as of June 30, 2016)

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|--|---|---|
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