

#### **Global Equity Research**

Asia Pacific Ex. JP

**Equity Strategy** 

Q-Series

#### **UBS Investment Research**

### Q-Series®: Asian Structural Themes



# No. 1) Asian urbanisation: which sectors and stocks are the key beneficiaries? [EXTRACT]

#### ■ Asia's urban population to grow 2.1% pa between now and 2030

Urbanisation is one of the biggest and broadest structural issues affecting Asia today. In our first Q-Series®: Asian Structural Themes report, we examine which sectors and stocks are likely to be the key beneficiaries of Asian urbanisation.

#### ■ Different industries benefit at different stages of urbanisation

We define three stages of urbanisation and show that different sectors of the economy grow at different speeds during different stages. We present urbanisation forecasts and identify particular sectors in particular countries during particular time periods that we expect to benefit the most from urbanisation in Asia.

#### ■ We highlight eight investible themes

1) Cities need to be built and skyscrapers need steel. 2) People need homes. 3) The urban population needs power. 4) Where is the water? 5) An urban society produces sewerage. 6) The new urban dweller maintains links with family and friends. 7) Migrants will want microwaves. 8) Financial services are needed when households have extra funds.

#### ■ 20 key stock exposures to the Asian urbanisation theme

We identify 20 UBS Urbanisation Key Picks from more than 200 stocks with positive exposure to the themes mentioned above. They operate in the cement, steel, construction, gas, coal, power equipment, green energy, road, automotive, telco, consumer durable, retailing and manufacturing, and financial services industries. Their key exposures are spread across Asia: India (eight stocks); China (five); Indonesia (three); Malaysia (two); and the Philippines and Thailand (one each).

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This is an extract from our report *Q-Series*®: Asian Structural Themes, published on 7 March 2008. For more detail, please refer to the longer report.

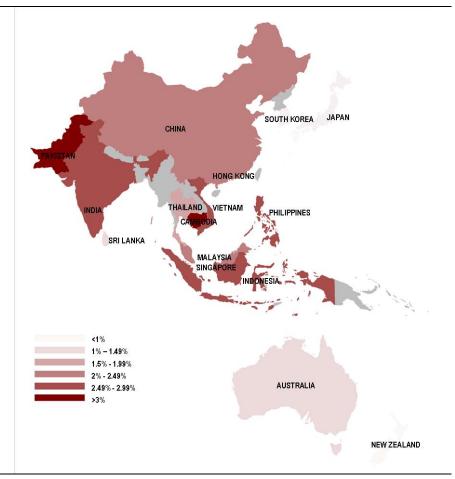
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## **Executive Summary**

This report marks the launch of a new series of quarterly UBS Q-series® reports called "Asian Structural Themes". Each report will focus on a major structural theme impacting Asia and examine the implications of historical and future trends, identify investible themes and highlight key stock exposures. We have selected urbanisation as the topic of our first report, as we believe it is one of the biggest and broadest structural issues affecting Asia today.

The UN expects the urban population in Asia to record a CAGR of 2.1% between now and 2030, while Africa's urban population is expected to reach a CAGR of 3.1%. Africa and Asia were the least urbanised areas in the world in 2005 with 38% and 40% of their populations living in urban areas, respectively. By 2030, 54% of Asia's population are estimated be living in urban areas and 51% in Africa, according to the UN, accounting for around 70% of all global urban residents. Countries in Asia are at different stages of urbanisation, but we believe all will be impacted.

Figure 1: Forecast annual growth in urban population (2005-30 CAGR)



Source: United Nations

In this report, we define three stages of urbanisation, estimate which industries grow faster than the overall economy during each stage of urbanisation, and forecast the stage(s) of urbanisation for each country through to 2030. We then use this analysis to select our preferred country and sector exposures to Asian urbanisation.

#### We highlight eight investible urbanisation themes in Asia

- (1) Cities need to be built and skyscrapers need steel (preferred industries: **construction and basic materials** including steel and cement in stage 1 countries (see page 22 for an explanation): Cambodia and Vietnam beyond 2020; India until around 2010).
- (2) People need homes (preferred industries: **real-estate developers**; **construction**; **basic materials** in stage 1 countries: Cambodia and Vietnam beyond 2020; India until around 2010).
- (3) The urban population needs power (preferred industries: **utilities including electricity; gas; nuclear; hydro; wind; and coal**) in stage 1 and 2 countries: Cambodia; China; India; Indonesia; Pakistan; Thailand; and Vietnam beyond 2020; and Malaysia and the Philippines until between 2010 and 2015).
- (4) Where is the water? (Preferred industries: **water** in stage 1 and 2 countries: Cambodia; China; India; Indonesia; Pakistan; Thailand; and Vietnam beyond 2020; and Malaysia and the Philippines between 2010 and 2015).
- (5) An urban society produces sewerage (preferred industries: **waste management** in stage 1 and 2 countries: Cambodia; China; India; Indonesia; Pakistan; Thailand; and Vietnam beyond 2020; and Malaysia and the Philippines between 2010 and 2015).
- (6) The new urban dweller needs to maintain links with families and friends (preferred industries: **communications; road and railway construction; and transport** in stage 1 and 2 countries: Cambodia; China; India; Indonesia; Pakistan; Thailand; and Vietnam beyond 2020; and Malaysia and the Philippines between 2010 and 2015).
- (7) Migrants will want microwaves (preferred industries: **consumer retailers**; **white goods consumer durable manufacturing** in stage 2 countries: India from around 2010; China, Indonesia, Thailand, Pakistan, Malaysia and the Philippines between 2010 and 2015, when we expect them to enter stage 3 of urbanisation).
- (8) Financial services are needed when households have extra funds (preferred industries: **banks; insurance; financial services** in stage 2 countries: India from around 2010; China; Indonesia; Pakistan; Thailand; Malaysia; and the Philippines between 2010 and 2015, when we expect them to enter stage 3 of urbanisation).

#### **Key stock picks**

We have selected our UBS urbanisation key picks from an identified universe of over 200 Asian-listed stocks with direct exposure to our identified themes. We chose the stocks through filtering by revenue exposure to theme (above 50%), UBS rating (Buy), minimum average daily turnover (US\$2m if market capitalisation is over US\$1.5bn), valuation (maximum 30x forward PE) and finally qualitative preferences within each theme. This yields our following key picks.

Table 1: Key urbanisation key picks

Stock Name	Industry exposure	India	China	Indonesia	Thailand	Malaysia	Philippines	Other	Industry exposure	Mkt cap (US\$ bn)	Upside to PT	Daily turnover (US\$ m)	Forward PE
ACC Limited	Cement	100%	na	na	na	na	na	0%	100%	3.5	74.3%	\$4.296	7.8x
Grasim	Cement	71%	na	na	na	na	na	0%	71%	6.4	46.4%	\$2.171	8.5x
SAIL	Steel	95%	na	na	na	na	na	5%	100%	23.5	41.8%	\$13.745	11.2x
L & T	Construction	50%	na	na	na	na	na	6%	55%	23.5	42.7%	\$23.780	25.7x
PGAS	Gas	0%	0%	91%	0%	0%	0%	0%	91%	6.9	30.9%	\$18.469	15.1x
Yanzhou Coal	Coal	0%	95%	0%	0%	0%	0%	5%	100%	7.7	107.7%	\$53.204	11.4x
BHEL	Power equipment	80%	0%	0%	0%	0%	0%	5%	85%	25.5	44.4%	\$9.304	23.5x
PNOC	Green energy	0%	0%	0%	0%	0%	100%	0%	100%	2.3	26.2%	\$3.405	15.0x
Bio-Treat	Sanitation	0%	100%	0%	0%	0%	0%	0%	100%	0.4	71.9%	\$1.640	6.2x
	Water/												
IVRCL	sanitation	55%	0%	0%	0%	0%	0%	5%	60%	1.5	59.3%	\$2.489	21.2x
PLUS Expressway	Roads	0%	0%	0%	0%	100%	0%	0%	100%	4.9	25.0%	\$3.205	12.3x
Astra International	Automotive	0%	0%	65%	0%	0%	0%	0%	65%	11.6	24.0%	\$14.674	15.4x
China Mobile (HK)	Telco		100%	0%	0%	0%	0%	0%	100%	287.6	56.4%	\$612.870	17.8x
Bharti Airtel	Telco	85%	0%	0%	0%	0%	0%	0%	85%	36.3	75.6%	\$11.998	18.0x
Gome	Durables		100%	0%	0%	0%	0%	0%	100%	7.6	38.9%	\$24.601	24.9x
Gree	Durables		71%	0%	0%	0%	0%	30%	100%	6.0	35.5%	\$30.063	26.0x
Bumi- Commerce	Fin services		0%	23%	0%	76%	0%	1%	100%	10.8	34.8%	\$23.839	12.1x
Kasikornbank	Fin services		0%	0%	100%	0%	0%	0%	100%	6.5	24.7%	\$16.954	13.6x
Bank Central Asia	Fin services		0%	100%	0%	0%	0%	0%	100%	9.7	18.1%	\$7.847	14.1x
ICICI Bank	Fin services	85%	0%	0%	0%	0%	0%	15%	100%	21.5	55.9%	\$19.938	19.7x

Source: UBS estimates. Prices as of 5 March 2008

Our urbanisation key picks operate in a variety of industries including cement, steel, construction, gas, coal, power equipment, green energy, roads, automotives, telco, consumer durables, retail and manufacturing, and financial services. Key exposures are also spread across Asia including India (eight stocks), China (five), Indonesia (three), Malaysia (two), and the Philippines and Thailand (one each).

India is our key country exposure to urbanisation in Asia, as it is in an earlier stage of urbanisation than all the other main 'investible' countries in Asia. China is the second most exposed market with five UBS urbanisation key picks. However, we have not selected any Chinese construction or development companies, as we have not identified China as a key exposure to this theme—there are no Chinese railways due to UBS's current negative view on the sector, and no Chinese financial services companies because of the lack of listed companies with extensive branch networks and diversified service offerings.

#### **■** Statement of Risk

Risk to equities includes regional economies, interest rates, commodity prices, and many other factors. Forecasting corporate earnings is difficult because it is affected by a wide range of economic, financial, accounting and regulatory trends, as well as changes in tax policy. These factors could impact shares negatively. The relative performance of our urbanisation top picks may also be impacted by company specific issues including possible changes to company strategy and business model in the future.

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#### **UBS Investment Research: Global Equity Rating Allocations**

UBS 12-Month Rating	Rating Category	Coverage <sup>1</sup>	IB Services <sup>2</sup>
Buy	Buy	55%	39%
Neutral	Hold/Neutral	36%	36%
Sell	Sell	8%	20%
UBS Short-Term Rating	Rating Category	Coverage <sup>3</sup>	IB Services⁴
Buy	Buy	less than 1%	25%
Sell	Sell	less than 1%	50%

<sup>1:</sup>Percentage of companies under coverage globally within the 12-month rating category.

Source: UBS. Rating allocations are as of 31 December 2007.

**UBS Investment Research: Global Equity Rating Definitions** 

UBS 12-Month Rating	Definition
Buy	FSR is > 6% above the MRA.
Neutral	FSR is between -6% and 6% of the MRA.
Sell	FSR is > 6% below the MRA.
UBS Short-Term Rating	Definition
Buy	Buy: Stock price expected to rise within three months from the time the rating was assigned because of a specific catalyst or event.
Sell	Sell: Stock price expected to fall within three months from the time the rating was assigned because of a specific catalyst or event.

<sup>2:</sup>Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.

<sup>3:</sup>Percentage of companies under coverage globally within the Short-Term rating category.

<sup>4:</sup>Percentage of companies within the Short-Term rating category for which investment banking (IB) services were provided within the past 12 months.

#### **KEY DEFINITIONS**

Forecast Stock Return (FSR) is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months.

**Market Return Assumption (MRA)** is defined as the one-year local market interest rate plus 5% (a proxy for, and not a forecast of, the equity risk premium).

**Under Review (UR)** Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation. **Short-Term Ratings** reflect the expected near-term (up to three months) performance of the stock and do not reflect any change in the fundamental view or investment case.

#### **EXCEPTIONS AND SPECIAL CASES**

#### UK and European Investment Fund ratings and definitions are :

Buy: Positive on factors such as structure, management, performance record, discount; Neutral: Neutral on factors such as structure, management, performance record, discount; Sell: Negative on factors such as structure, management, performance record, discount.

Core Banding Exceptions (CBE): Exceptions to the standard +/-6% bands may be granted by the Investment Review Committee (IRC). Factors considered by the IRC include the stock's volatility and the credit spread of the respective company's debt. As a result, stocks deemed to be very high or low risk may be subject to higher or lower bands as they relate to the rating. When such exceptions apply, they will be identified in the Company Disclosures table in the relevant research piece.

#### **Company Disclosures**

Company Name	Reuters	12-mo rating	Short-term rating	Price	Price date
ACC Limited	ACC.BO	Buy	N/A	Rs741.35	06 Mar 2008
Ambuja Cements Limited	ABUJ.BO	Buy	N/A	Rs120.60	06 Mar 2008
Astra International <sup>2b, 4a</sup>	ASII.JK	Buy	N/A	Rp26,000	06 Mar 2008
Bank Central Asia	BBCA.JK	Buy (CBE)	N/A	Rp3,550	06 Mar 2008
Bharat Heavy Electricals Limited	BHEL.BO	Buy	N/A	Rs2,081.40	06 Mar 2008
Bharti Airtel Ltd. <sup>2a, 3, 4a, 12</sup>	BRTI.BO	Buy	N/A	Rs750.20	06 Mar 2008
Bio-Treat Technology <sup>4a, 20</sup>	BIOT.SI	Buy (CBE)	N/A	S\$0.60	06 Mar 2008
Bumiputra-Commerce Holdings <sup>4a</sup>	BUCM.KL	Buy	N/A	RM10.20	06 Mar 2008
China Mobile (HK) Ltd <sup>4b, 16a, 16b, 22</sup>	0941.HK	Buy	N/A	HK\$114.90	06 Mar 2008
Gome Electrical Appliances <sup>4b</sup>	0493.HK	Buy	N/A	HK\$17.56	06 Mar 2008
Grasim Industries <sup>16b</sup>	GRAS.BO	Buy	N/A	Rs2,862.70	06 Mar 2008
Gree Electrical Appliance	000651.SZ	Buy	N/A	Rmb55.20	06 Mar 2008
ICICI Bank <sup>2c, 4b, 8, 16b</sup>	ICBK.BO	Buy (CBE)	N/A	Rs960.40	06 Mar 2008
India Cements <sup>20</sup>	ICMN.BO	Buy (CBE)	N/A	Rs208.15	06 Mar 2008
IVRCL <sup>20</sup>	IVRC.BO	Buy (CBE)	N/A	Rs431.50	06 Mar 2008
Kasikornbank	KBAN.BK	Buy	N/A	Bt88.50	06 Mar 2008
L & T <sup>2a, 4a</sup>	LART.BO	Buy	N/A	Rs3,200.85	06 Mar 2008
Perusahaan Gas Negara	PGAS.JK	Buy	N/A	Rp13,900	06 Mar 2008
PLUS Expressways	PLUE.KL	Buy	N/A	RM3.08	06 Mar 2008
PNOC Energy Development Corp	EDC.PS	Buy	N/A	P6.50	06 Mar 2008
Steel Authority of India	SAIL.BO	Buy (CBE)	N/A	Rs232.85	06 Mar 2008
Yanzhou Coal Mining <sup>13, 16a, 16b, 22</sup>	1171.HK	Buy	N/A	HK\$11.98	06 Mar 2008

Source: UBS. All prices as of local market close.

Ratings in this table are the most current published ratings prior to this report. They may be more recent than the stock pricing date

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