	Daiwa		
DAIWA Dialogues	Capital Markets	This is a sales note and not a research report	
Thursday March 1 st , 2012			

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	[NOTE market closed today]
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Pan Asia: Galaxy (27 HK, m/c US\$10.28b): upcoming results = placement?

[Sales: Ravi Narain] Our sales desk has been, and remains, very bullish about Galaxy. The combination of (a) the continued migration of market share from Macau peninsula to Cotai (which will accelerate further with the imminent opening of Sands Cotai), and (b) Galaxy's successful penetration into the more lucrative mass-market segment, is expected to fuel EBITDA CAGR of at least 30% over the next two years. And with a developable landbank of 15msf gfa on which it can build Phase 2 of its Cotai property, Galaxy's long-term prospects are equally exciting. Hence, our positive fundamental stance on the stock, which trades at 11.3x EV/EBITDA FY12. But from a trading perspective, we would be tempted to lock in some gains on the stock, which has surged 35% ytd, in line with rival Sands (+36%) and ahead of Melco (+32%), SJM (+29%) and Wynn (+4%). Galaxy last night announced that its FY11 results will be unveiled on March 15. Recall that last September, private equity group Permira used Galaxy's interim results announcement as an opportunity to offload one-third of its significant 20% stake in the gaming company. The placement, 270m shares at \$17.70/shr, triggered a collapse in the stock, which halved in value within six weeks. We fear that Permira, which is barred from trading Galaxy stock during the pre-results blackout period due to the firm's seat on Galaxy's board, will once again look to sell down its stake as soon as the results are announced. We believe that if Permira DOES choose to sell shares, they are likely to try to sell their entire residual holding of 528m shares, or 12.65% of the company, which is worth just over HK\$10b at current prices. Based on the last month's activity in the stock, the block represents over 34 days of trading. Such a large block would be hard to digest. Take profit.

HK/China: China Renewable Energy Sector: Where is the money short term?

[Analyst: Dave Dai] Dave, our Power analyst, attended the Beijing Clean Energy Expo China, which featured product exhibitions and industry forums on renewable energy (wind, solar, biomass and electric vehicles [EV]). His findings support his cautious view on wind and solar, but support his more positive stance on nuclear and gas. We believe policy makers are likely to stress the importance of low-carbon traditional power, focusing on nuclear and gas, through more supportive policies. Therefore, we recommend a higher portfolio weighting of gas/nuclear stocks relative to renewable themes over the next 12 months. Equipment suppliers like **Shanghai Electric [2727 HK] and Harbin Electric [1133 HK]** well positioned, while **China Everbright In'tl [257 HK]** is the proxy for the WTE business, the only renewable sector we like short term. **Beijing Jingneng [576 HK]** is the proxy for gas-fired power investors in China, with fuel supplied by **Beijing Enterprise [392 HK]**.

Taiwan: Tong Hsing (6271 TT, m/c US\$540m, NR): LED lighting + iPhone5 means you won't want to miss this story [Analyst: Ashley Chung] Tong Hsing takes almost 100% share in Omnivision's 3MP and above sensor packaging & testing. Our research intelligent shows Omnivision lost significant mkt share in iPhone4S to Sony due to its poor quality in 8MP chip, however, it might win back its shares in iPhone5 with its re-designed sensor product. If Omnivision does win back iPhone5 orders, this will boost Tong Hsing's image sensor packaging revenue, which accounts for ~20% of its total sales now. Apart from image sensor, ~50% of Tong Hsing's revenue comes from LED ceramic substrate. It is the dominant supplier to high power LED lighting products to global first-tier brands. Based on company's current order guidance from its leading customer, management targets 20-30% YoY revenue growth for 2012 and flat growth YoY for 1Q12. The company recently proposed a NT\$4 cash dividend, payable in 2012. Analyst Ashley Chung published a note on Tong Hsing yesterday. If you'd like to speak with her, please let me know. Link to report: http://asiaresearch.daiwacm.com/eg/cgi-bin/files/TongHsingElec120228.pdf#page=1

Korea: Watch out for the Korea "Consumer Report" by the Fair Trade commission out in March [NOTE market closed today]

[Sales: Joe Lee] As you are very well aware, in the US, the Consumer Report has a big influence on consumer decisions. For instance, in 2001 the US Consumer Report mentioned that there was problems with Mitsubishi's SUV Montero model, and that resulted in a 60% decline in sales for that model. Anyhow, the Korean version of the consumer report will be featuring below in 1H12:

March-Hiking shoes(Youngone-111770) and strollers(Agabang-013990) April-Insurance products(Insurance sector), kids beverages(F&B sector); May- Franchise coffee; May- Batteries(Atras BX-023890), cosmetic face masks(Genic-123330), headphones. FTC will closely test each products by brand and give their conclusions. As you may be aware, there has been many issues with consumer groups complaining about inflated prices for import brands, providing test details that show that quality was no different from cheaper local brands(I guess they don't think of the brand value but ...anyways...) As I don't expect the consumer report to have an impact on consumer's decision as much as the US, but media coverage could negate sentiments for the listed stocks above if the FTC report is negative.

ASEAN: Globe Telecom (GLO PM, M/C US\$3.6b, U/pf) - still lacking top-line growth catalysts

[Analyst: Rama Maruvada] In a recent meeting with Globe's CFO, our analyst Rama has kept his Underperform call as the company's focus on network modernization and lack of product launches will not see strong growth in its top line. Globe intends to spend US\$790m over five years to transform its networks of which 80% will be spent in 2012/13. Its existing network is designed largely for SMS and does not have enough voice capacity, let alone data capacity. One of its vendors, Huawei is confident they can finish the revamp within 18 months (mid 2013) and the network is designed to handle 3x more voice capacity and 10x more data capacity. Huawei has under written savings already declared of US\$200m in capex and US\$170m in opex but company believes there will likely be more cost savings. It has been focusing on training its frontline staff to improve customer experience and in most shops they try to sell 'phones' instead of a service 'plan' but there are no visible campaigns on voice because of capacity issues. Management expects industry revenue probably low-to-mid single digit which is fairly inline with our expectations. Stock is currently trading at EV/EBITDA of 6x for FY12E with a forecasted dividend yield of 5.5% which does not look cheap relative to the stock's trading history and the revenue outlook seems unexciting relative to regional peers.

India: GAS SECTOR: Demand opportunity awaits a supply response

[Analyst Nirmal Raghavan] Nirmal, in a comprehensive report today, reaffirms his positive sector view & concludes that while India's gas demand remains firmly on an uptrend, the current weak state of domestic gas supply is likely to persist, thereby increasing the dependance on imported LNG even further. Supply-side responses such as capacity build-ups and policy support should benefit the sector in the long term. Recent policies of investments in urea and preferential gas allocation to power/fertiliser sectors are encouraging and indicates reforms will likely happen sooner rather than later. Investors looking to profit from this sector should focus on co's committing significant capital as they are the ones likely to have an incentive to drive effective asset utilisation and ROEs. Nirmal's preffered pick is PETRONET LNG (PLNG IN, PT 190, O-PF, 14% Upside) & is predicated on co's dominant position & low downside earnings risk. While near-term capacity constraints will cap the earnings growth over next 2 years, co remains the best play on rising imported LNG demand & at 12X FY13 PER, valuations remain supportive. Nirmal revised PT of 190 (from 173) offers 14% upside. Our HOLD initiation on Indraprastha Gas (IGL IN, PT 369) reflects our view that the co may face slower growth with lower margins as it depends more on imported LNG. Maintain O-PF on GAIL (GAIL IN, PT 495-->413) and BUY on Guj State Petronet (GUJS IN, PT 115-->90)

http://asiaresearch.daiwacm.com/eg/cgi-bin/files/INGasSector120229.pdf#page=1

http://www.hk.daiwacm.com/sales_disclaimer.html

DAIWA Dialogues

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Japan: Trading company: Maintaining a bullish Stance on the sector

[Analyst lokibe] For the sector, Daiwa's lokibe-san expects the recovery of resources market could continue by Apr to May backed on the monetary easing. High profitability and high dividend yield will continue to support the share price . For individual stocks, he keeps Itochu (8001 JP) as a BUY and Marubeni (8002 JP) has been upgraded to a BUY from O/pf. TP Y700, suggesting upside of 21%. Because there is high possibility that only Marubeni could increase the profit among the sector in next FY. And he expects that the discount due to the economic crisis in 2011 shld now recede. He is keeping Mitsui (8031 JP)& Sumitomo (8053 JP) on Outperform ratings. Mitsubishi (8058 JP) stays on a Neutral rating h/e, due to the probability that they will miss fcsts (NI: Y500b) and overvalued investments having a negative ROE impact.





<HK>

March 1-2 Dave Dai & Jackie Jiang – Clean Energy and Utilities March 9 &14 Pranab Sarmah – Solar sector

<\$G>

New March 14-15 Dave Dai & Jackie Jiang – Clean Energy and Utilities March 27-28 Christine Wang – TW LED/Smartphone Components/Network Analyst





<HK>

Mar 2 – Chaowei Power [951 HK] * Post-results Luncheon @12:15pmHK, Daiwa HK

Mar 2 - Dr Megan Walters, HoR Jones Lang LaSalle "Outlook for Asia Commercial Real Estate" * VC Luncheon @12:15pm

Mar 6 – Expertise luncheon: KPMG's Mr Jason Bedford on China's trust cos & bancassurance @12:15pm

Mar 9 – Wing Hang Bank [302 HK] LUNCHEON @12:15pmHK, Daiwa HK

New Mar 16 – Int'l Taifeng [873 HK] * Postresults Luncheon @12:15pm

Mar 20 – GCL Poly [3800 HK] Post-results LUNCHEON @12:15pmHK, Daiwa HK

Mar 28 – Xinjiang Goldwind [2208 HK] @12:15pmHK, Daiwa HK

Mar 28 – China Automation [569 HK] * Postresults Luncheon

<**SG**>

Mar 2 - Dr Megan Walters, HoR Jones Lang LaSalle * Luncheon @12:15pm

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Daiwa TOKYO investment conference



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4922 JP KIOSE - 12% sales Asia & Emerging Mkts
2059 JP Meiji Holdings
2070 JP MEGOMLK SNOW BRAND
2282 JP NIPPON MURAT PACKERS - 4% sales Asia & Emerging Mkts
2970 JP PIGOM - 22% sales Asia & Emerging Mkts
2971 JP DKO MLKS NOW BRAND
2282 JP NIPPON MURAT - 11% sales Asia & Emerging Mkts
2931 JP TAKAR HOLDINGS
2047 JP YAKULT HONSHA - 12% sales Asia & Emerging Mkts
2051 JP TAKAR HOLDINGS
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Insurance 8750 JP Dai-ichi Life Insurance 8725 JP MS&AD Insurance Group Holdings 8630 JP NK5J Holdings 8725 JP Sony Financial Holdings 8795 JP T&D Holdings 8766 JP Tokio Marine Holdings

AMP AU AMP LTD

2823 TT CHINA LIFE INSURANCE CO LTD

Diversified Financials 8572 JP ACOM 8439 JP Century Tokyo Leasing 8253 JP Credit Saison 8601 JP Daira Securities Group 8593 JP Mitaubishi UFJ Lease & Finance 8591 JP ORIX 8566 JP RICOH LEASING 8473 JP SBI Holdings

Utilities 9502 JP CHUBU Electric Power 9533 JP TOHO GAS 9531 JP TOKYO GAS

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Transportation

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	East Japan Railway
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9008 JP	Keio
9301 JP	Mitsubishi Logistics
9104 JP	Mitsui O.S.K. Lines - 2% sales Asia & Emerging Mkts
9062 JP	NIPPON EXPRESS - 12% sales Asia & Emerging Mkts
9101 JP	Nippon Yusen - 8% sales Asia & Emerging Mkts
9076 JP	SEINO HOLDINGS
9204 JP	Skymark Airlines
9005 JP	TOKYU
9021 JP	West Japan Railway

9064 JP YAMATO HOLDINGS

Real Estate 1925 JP DAIWA HOUSE INDUSTRY 1808 JP HABEKO Corporation 3265 JP Hulic 8801 JP Mitsubishi Estate 8801 JP Mitsubishi Estate 8801 JP Mitsubishi Estate 8931 JP MITSUR BULDING FUND 8933 JP MIT URBAN DEVELOPMENT 8804 JP TOLYON REALLY Development 8815 JP TOKYU LAND

036570 KS NCsoft Corporation 2360 TT CHROMA ATE INC

Telecom 9433 JP KDDI 9437 JP NTT DOCOMO 9984 JP SOFTBANK TEL PM PHILIPPINE LONG DISTANCE TELEPHONE

4904 TT Far EasTone Telecommunications

Energy 5007 JP COSMO OIL - 11% sales Asia & Emerging Mkts 1605 JP INPEX - 39% sales Asia & Emerging Mkts 5020 JP SHOMA SHELL SERVIV 5012 JP TonenGeneral Sektyu

Retail 9832 JF KS HOLDINGS 4755 JF Rakuten 90% sales Asia & Emerging Mkts 3092 JF START TODAY 7606 JF UNITED ARROWS 4732 JF USS 4732 JP USS Auto & Components 7259 JP AISIN SEIKI - 31% sales Asia & Emerging Mkts 5108 JP BEIDGESTORK - 21% sales Asia & Emerging Mkts 5108 JP BEIDGESTORK - 21% sales Asia & Emerging Mkts 7207 JP HONDA MOTORS - 32% sales Asia & Emerging Mkts 7202 JP ISUU MOTORS - 64% sales Asia & Emerging Mkts 726 JP KILIN - 44% sales Asia & Emerging Mkts 726 JP KILIN - 44% sales Asia & Emerging Mkts 724 JP KILIN - 44% sales Asia & Emerging Mkts 724 JP JNOTO MANUFACTURING - 26% sales Asia & Emerging Mkts 724 JP JNOT - 50% sales Asia & Emerging Mkts 731 JP MITSUISIENT MOTORS - 63% sales Asia & Emerging Mkts 731 JP Takata - 33% sales Asia & Emerging Mkts 731 JP Takata - 33% sales Asia & Emerging Mkts 731 JP Takata - 33% sales Asia & Emerging Mkts 731 JP Takata - 33% sales Asia & Emerging Mkts 731 JP Takata - 33% sales Asia & Emerging Mkts 731 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 734 JP Takata - 33% sales Asia & Emerging Mkts 735 JP Takata - 33% sales Asia & Emerging Mkts 736 JP Takata - 33% sales Asia & Emerging Mkts 737 JP Takata - 33% sales Asia & Emerging Mkts 737 JP Takata - 33% sales Asia & Emerging Mkts 737 JP Takata - 33% sales Asia & Emerging Mkts 738 JP Takata - 33% sales Asia & Emerging Mkts 747 JP Takata - 33% sales Asia & Emerging Mkts 747 JP Takata - 33% sales Asia & Emerging Mkts 747 JP Takata - 33% sales Asia & Emerging Mkts 747 JP Takata - 34% sales Asia & Emerging Mkts 747 JP Takata - 34% sales Asia & Emerging Mkts 748 JP Takata - 34% sales Asia & Emerging M Group Provide Modernies - 27% sales Asia & Emerging Mkts Group Provide Industries - 27% sales Asia & Emerging Mkts Solid JP Foxel Industries - 27% sales Asia & Emerging Mkts Good JP Foxel Industries - 51% sales Asia & Emerging Mkts Good JP Foxel Industries - 51% sales Asia & Emerging Mkts Good JP Foxel Industries - 21% sales Asia & Emerging Mkts Good JP Foxel Industries - 24% sales Asia & Emerging Mkts Good JP Foxel Industries - 24% sales Asia & Emerging Mkts Good JP Foxel Industries - 24% sales Asia & Emerging Mkts Good JP Foxel Industries - 24% sales Asia & Emerging Mkts Good JP Foxel Industries - 24% sales Asia & Emerging Mkts Jood JP Foxel Industries - 24% sales Asia & Emerging Mkts Jood JP Foxel Industries - 24% sales Asia & Emerging Mkts Jood JP Foxel Industries - 24% sales Asia & Emerging Mkts Good JP Kong Values Asia & Emerging Mkts Jood JP Kong Values Asia & Emerging Mkts Good JP Marabeit - 27% sales Asia & Emerging Mkts Good JP Marabeit - 27% sales Asia & Emerging Mkts Good JP Marabeit - 27% sales Asia & Emerging Mkts Good JP Marabeit - 27% sales Asia & Emerging Mkts Good JP Marabeit - 27% sales Asia & Emerging Mkts Good JP Marabeit - 17% sales Asia & Emerging Mkts Good JP Marabeit - 27% sales Asia & Emerging Mkts Good JP Marabeit - 27% sales Asia & Emerging Mkts Good JP Marabeit - 17% sales Asia & Emerging Mkts Good JP Marabeit - 17% sales Asia & Emerging Mkts Good JP Marabeit - 17% sales Asia & Emerging Mkts Good JP Marabeit - 17% sales Asia & Emerging Mkts Good JP Marabeit - 17% sales Asia & Emerging Mkts Good JP Marabeit - 8% sales Asia & Emerging Mkts Good JP Marab

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1402 TT Far Eastern New Century 1504 TT TECO ELECTRIC & MACHINERY

Tech
6857 JP AUVANTEST - 66% sales Asia & Emerging Mkts
6754 JP ANRITSU - 20% sales Asia & Emerging Mkts
6458 JP BROTHER INDUSTRIES - 21% sales Asia & Emerging Mkts
6967 JP CAPCOM - 3% sales Asia & Emerging Mkts
6965 JP Eljufa Memory - 40% sales Asia & Emerging Mkts
6965 JP Eljufa Memory - 40% sales Asia & Emerging Mkts
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Asia Pacific Sales Directory

Hong Kong

Regional Head of Equities Sales & Sales Trading Regional Head of Asian Equities Sales (Japan Equities) Asian Equities Sales (Japan Equities)

Shoichi Saito Ester Li Andrew Douglas Daisuke Yamaguchi Greg Mclaughlin Hiroyuki Goto Ravi Narain Vishal Bhammer Takayuki Saito Yusaku Itasaka

shoichi.saito@hk.daiwacm.com ester.li@hk.daiwacm.com andrew.douglas@hk.daiwacm.com daisuke.yamaguchi@hk.daiwacm.com greg.mclaughlin@hk.daiwacm.com hiroyuki.goto@hk.daiwacm.com ravi.narain@hk.daiwacm.com vishal.bhammer@hk.daiwacm.com takayuki.saito@hk.daiwacm.com yusaku.itasaka@hk.daiwacm.com

Important: Please visit the following web site for an important disclaimer

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Singapore

Head of Asian Equities Sales (Singapore) Asian Equities Sales Asian Equities Sales Asian Equities Sales ASEAN Equities Sales ASEAN Equities Sales India Specialist Japan Specialist Japan Specialist

Taiwan Head of Equity (Taiwan) Taiwan Specialist Taiwan Specialist Taiwan Specialist

Korea Head of Equities (Korea) Head of Equities Sales (Korea) Korea Specialist

India

Head of Equities (India) India Specialist India Specialist India Specialist

Australia

Australian Sales

Philippines

Head of Sales (Philippines) Philippines Specialist Philippines Specialist

UK

Head of Equities, Europe & the Middle East Head of Asian Equity Sales Asian Equity Sales

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Deputy Head of Equity, Head of Sales Asian Equity Sales Asian & JP Equity Sales Asian & JP Equity Sales Asian & JP Equity Sales Asian Equity Sales Asian Equity Sales

This is a sales note and not a research report Thursday March 1st, 2012 Bonnie Arai (852) 2532 4393 bonnie.arai@hk.daiwacm.com Esther Wong (852) 2848 4086 esther.wong@hk.daiwacm.com Leah Liu (852) 2532 4377 leah.liu@hk.daiwacm.com Jean Ang (65) 6329 2161 jean.ang@sg.daiwacm.com Evangeline Cheong evangeline.cheong@sg.daiwacm.com (65) 6321 3059 Gillian Lim (65) 6321 3032 gillian.lim@sg.daiwacm.com Jeffrey Cahyadi (65) 6329 2111 jeffrey.cahyadi@sg.daiwacm.com Lunar Lee (65) 6499 6510 lunar.lee@sg.daiwacm.com Tadashi Ishii tadashi.ishii@sg.daiwacm.com (65) 6329 2131 Navneet Babbar (65) 6329 2166 navneet.babbar@sg.daiwacm.com Takahito Otake takahito.otake@sg.daiwacm.com (65) 6329 2192 Takeo Kubota takeo.kubota@sg.daiwacm.com (65) 6321 3051 William Chen (886) 2 8758 6171 william.chen@daiwacm-cathav.com.tw David Huang (886) 2 2345 3635 david.huang@daiwacm-cathay.com.tw Sunny Hsiao (886) 2 8789 5100 sunny.hsiao@daiwacm-cathay.com.tw (886) 2 8758 6180 tomoko.suto@daiwacm-cathay.com.tw Tomoko Suto

K Y Nam Joe Lee Jun Koh

Sriram Iyer Ashish Kalra Deepa Arora Kentaro Konishi

Craig Robertson

Leon Jose Katigbak Racquel Panaligan Rosel Ponce

Meurig Williams Ali Khan Andrea Doubtfire Christoph Osterman Madiha Alam Mark Watson Natsuko Matsumura

Woon Lim Abhijit Kukreja Arfa Ahmed Ningguo Yang Peter Wolff Soongho (Sam) Hahn Syed Wajahat Ali Tiffanie Ho Ayami Miyoshi Michael Denning Steve Zelko Erik Grossman Joshua Evans

82 (2) 787 9861

(91) 22 6622 1040

(91) 22 6622 1055

(91) 22 6622 1000

(91) 22 6622 5678

61 (3) 9916 1303

(632) 750 4411

(632) 848 0193

(632) 750 4417

44(0)20-7597-7600

44(0)20-7597-7502

44(0)20-7597-7501

44(0)20-7597-7506

44(0)20-7597-7509

44(0)20-7597-7604

44(0)20-7597-7504

(1) 212 612 6866

(1) 212 612 8486

(1) 212 612 488

(1) 212 612 6431

(1) 212 612 6438

(1) 212 612 6488

(1) 212 612 6359

(1) 212 612 6275

(1) 212 612 6929

(1) 212 612 6928

(1) 212 612 6355

(1) 415 955 8100

(1) 415 955 8100

ky.nam@kr.daiwacm.com 82 (2) 787 9175 joelee@kr.daiwacm.com 82 (2) 787 9125 jun.koh@kr.daiwacm.com

> ram.iyer@in.daiwacm.com ashish.kalra@in.daiwacm.com deepa.arora@in.daiwacm.com kentaro.konishi@in.daiwacm.com

craig.robertson@au.daiwacm.com

leo.katigbak@dbpdaiwacm.com.ph racquel.panaligan@dbpdaiwacm.com.ph rosel.ponce@dbpdaiwacm.com.ph

Meurig.Williams@uk.daiwacm.com Ali.Khan@uk.daiwacm.com Andrea Doubtfire@uk daiwacm.com Christoph.Ostermann@uk.daiwacm.com Madiha.Alam@uk.daiwacm.com Mark.Watson@uk.daiwacm.com Natsuko.Matsumura@uk.daiwacm.com

woon.lim@us.daiwacm.com abhijit.kukreja@us.daiwacm.com arfa.ahmed@us.daiwacm.com ningguo.yang@us.daiwacm.com peter.wolff@us.daiwacm.com sam.hahn@us.daiwacm.com syed.ali@us.daiwacm.com tiffanie.ho@us.daiwacm.com ayami.miyoshi@us.daiwacm.com michael.denning@us.daiwacm.com steve.zelko@us.daiwacm.com erik.grossman@us.daiwacm.com joshua.evans@us.daiwacm.com

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