

ACTION

Buy

Tencent Holdings (0700.HK)

Return Potential: 9%

Equity Research

The rise of Weixin: China's social networking leader; Buy

Source of opportunity

Weixin is fundamentally altering users' communication experience on smart devices. Since its launch in Jan 2011, Weixin has established itself as China's leading mobile communication and private social networking app, providing rich media features from simple messaging to multi-user hold-to-talk to 300mn registered users. While we do not expect Tencent to meaningfully monetize Weixin in 2013E, we believe the product has become a significant component of Tencent's investment thesis, and hence incorporate its financial projection into our estimates, referencing global internet trends. Our estimates imply a HK\$30/share valuation for Weixin.

Catalyst

We reiterate our Buy rating and expect monetization to potentially be realized in three areas: (a) **Advertising**. Weixin's social network model leads to a virtuous cycle of reinforcing engagement that creates traffic inventory. (b) **Mobile gaming** has proven its revenue potential globally. We model Weixin's offerings after NHN's LINE, and expect Weixin to generate in-app revenues from micro-transactions of virtual items. (c) **While mobile commerce** remains at an early stage, we see optionality value considering the power of QR code enabling online-to-offline (O2O) services.

Valuation

We raise our 12-m target price to HK\$305 from HK\$280, based on 1.0X PEG (22X 2014E EPS off 22% 2014E-17E CAGR; previously based on 2013E-16E CAGR). We lower our 2013E/14E EPS by 4%/6% to incorporate near-term investment needed to secure Tencent's dominance in China's social networking space.

Key risks

Weaker-than-expected desktop gaming, near-term margin weakness from e-commerce investments, regulatory risks with Weixin.

INVESTMENT LIST MEMBERSHIP

Asia Pacific Buy List
GS SUSTAIN Focus List

Coverage View: Neutral

Privacy: Mubayi
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No/Long
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Investment Profile



Key data

Price (USD) 215.00
12-month target price (USD) 245.00
Market cap (USD m) / US\$ mkt 500,000.0 / 17,130.3
Foreign ownership (%) --

	2011	2012	2013E	2014E
EPS (USD) New	9.12	8.75	11.20	14.14
EPS (USD) Old	9.12	8.75	11.20	14.14
EPS growth (%)	25.7	20.7	27.7	25.0
EPS (USD) Old New	8.49	8.75	8.49	10.50
PE (x)	25.7	24.8	24.7	19.9
PB (x)	10.3	10.2	7.3	5.8
EV/EBITDA (x)	17.4	16.1	15.4	11.2
Dividend yield (%)	0.0	0.0	0.0	0.0
ROIC (%)	20.0	20.0	20.0	20.0
CRWD (%)	100.0	100.0	100.0	100.0

Price performance chart



Share price performance (%)	3 month	6 month	12 month
Tencent	11.2	10.0	10.0
S&P 500 Index	8.2	10.0	10.0

Source: Goldman Sachs Research, Bloomberg, Reuters, Yahoo Finance, etc.

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Sachs Steven Mandis,2013-09-10 This is the story of the slow evolution of Goldman Sachs addressing why and how the firm changed from an ethical standard to a legal one as it grew to be a leading global corporation In What Happened to Goldman Sachs Steven G Mandis uncovers the forces behind what he calls Goldman s organizational drift Drawing from his firsthand experience sociological research analysis of SEC congressional and other filings and a wide array of interviews with former clients detractors and current and former partners Mandis uncovers the pressures that forced Goldman to slowly drift away from the very principles on which its reputation was built Mandis evaluates what made Goldman Sachs so successful in the first place how it responded to pressures to grow why it moved away from the values and partnership culture that sustained it for so many years what forces accelerated this drift and why insiders can t or won t recognize this crucial change

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and training sampling quality and speed and representation learning Techniques for combining and utilizing generative models to address data scarcity and enhance data augmentation for training ML models in financial applications like market simulations sentiment analysis risk management and more Application of generative AI models for processing fundamental data to develop trading signals Exploration of efficient methods for deploying large models into production highlighting techniques and strategies to enhance inference efficiency such as model pruning quantization and knowledge distillation Using existing LLMs to translate Federal Reserve Chair s speeches to text and generate trading signals Generative AI for Trading and Asset Management earns a well deserved spot on the bookshelves of all asset managers seeking to harness the ever changing landscape of AI technologies to navigate financial markets **Walker's Manual of Western Corporations and Securities** ,1971

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