

## 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

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## Investment Profile



## Key data

From 2005	Current
Price (USD)	215.00
12-month target price (USD)	245.00
Market cap (USD m) / USD mvd	500,000.00 / 17,100.0
Foreign ownership (%)	—

	2011E	2012E	2013E	2014E
EPS (USD) New	9.10	9.70	10.20	10.70
EPS (USD) Old	0.0	11.0	12.0	13.0
EPS growth (%)	25.7	20.7	20.7	20.0
EPS (USD) Total New	9.10	9.70	10.20	10.70
EPS (USD) Old	0.0	11.0	12.0	13.0
EPS (USD) Total	9.10	9.70	10.20	10.70
EPS (USD) Total	9.10	9.70	10.20	10.70
EPS (USD) Total	9.10	9.70	10.20	10.70
EPS (USD) Total	9.10	9.70	10.20	10.70
EPS (USD) Total	9.10	9.70	10.20	10.70

## Price performance chart



## Share price performance (%)

	12 months	6 months	3 months	1 month
Tencent Holdings (0700.HK)	11.2	10.0	10.0	10.0
S&P 500 Index	8.2	10.0	10.0	10.0

Source: Goldman Sachs Global Vantage, Goldman Sachs Research, Reuters, Bloomberg, Yahoo Finance

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**writing a verbatim** - Mar 03 2022

web group reflection on the conversation in verbatim form helps us to continue to gain insight into the nature and experience of spiritual direction to gaze contemplatively into the well of a direction experience 1 the verbatim is another invitation to listen we listen the first time during the spiritual direction session

*appendix 4 2 sample cognitive behavioral therapy session outlines* - Feb 14 2023

web session no session outline 1 2 establish rapport elicit expectations about therapy explain therapy structure explain roles of therapist and client set goals for therapy explain rationale for cognitive therapy demonstrate cognitive therapy technique applied to a problem elicit reaction to session