Buv

Tencent Holdings (0700.HK)

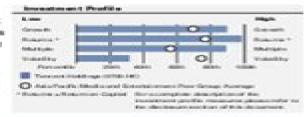
Return Potential: 9%

Equity Research

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

Source of opportunity

Websin 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 HIC\$30/share valuation for Weixin.



Catalyst

We reiterate our Buy rating and expect monetization to potentially be realized in three areas: (a) Advertising. Websin'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 (Q2Q) mervines.



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TOPIC BOOK IS NOT TO	77.70	16.75	10.00	160,700
1075 revision (150)	0.0	171.79	1396	1000
SPECIAL SECURITY (SA)	1960	366.0	38.3	385.0
SEPTE SHIRT STREET, TRAVEL	55-400	6,760	0.40	750,560
PRESIDE	386.7	201.00	26.7	10.0
PHILIPPI	566.36	198.0	9.36	65.00
ENGINEENING	22.4	1000	765.46	91.0
Charles of partial that	10.00	10.0	0.0	0.00
BIODES NO.	100.00	26.3	100.00	200.4
GMOOD CNS	7796.00	1000	10000	T000.00

Washing #Some

We raise our 12-m target price to HK\$305 from HK\$280, based on 1.0X PEG Pringer beneat 440 122X 2014E EPS off 22% 2014E-17E CAGR: previously based on 2013E-16E CAGR). We lower our 2013E/14E EPS by 419/6% 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 Websin.

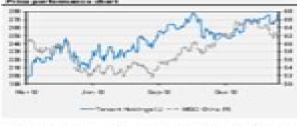
INVESTMENT LIST MEMBERSHIP

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Coverage View: Neutral

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Goldman Sachs Trading Training Manual

Susanne Chishti, Thomas Puschmann

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