

# Modetour Network

## Good gets better

Modetour's gains from improving brand equity are materialising much faster than we initially thought, as observed in 4Q06. We upgrade our DCF-based target price for Modetour from W26,000 to W38,000, after raising our 2007F earnings by 70%. Buy.

### Key forecasts

	FY04A	FY05A	FY06F	FY07F	FY08F
Revenue (Wb)	31.6	38.9	66.3	87.4	101.5
EBITDA (Wb)	3.23	3.51	11.4▲	18.7▲	20.1▲
Reported net profit (Wb)	2.86	2.93	8.44▲	13.4▲	15.2▲
Normalised net profit (Wb) <sup>1</sup>	2.86	2.93	8.44	13.4	15.2
Normalised EPS (W)	486.7	450.8	1061▲	1597▲	1805▲
Dividend per share (W)	0.00	100.0	150.0	200.0	250.0
Dividend yield (%)	0.00	0.41	0.61	0.82	1.02
Normalised PE (x)	50.2	54.2	23.0▼	15.3▼	13.5▼
EV/EBITDA (x)	20.3	40.3	16.3	8.71	7.41
Price/book value (x)	0.69	7.03	4.12	3.31	2.72
ROIC (%)	141.2	40.7	108.6	62.0	70.7

1. Post-goodwill amortisation and pre-exceptional items

Source: Company data, ABN AMRO forecasts

Accounting Standard: Local GAAP

year to Dec, fully diluted

### Faster-than-expected benefits from stronger brand recognition

Modetour's 4Q06 results were significantly above our forecast. Top line grew 106% yoy on the back of industry-wide factors, including Chusuk demand, increased honeymoon demand from the double-spring year, but more importantly, as a result of TV advertising (started in 26 October) which would have led to increased brand recognition by travellers by December 2006. Modetour package tourists grew 96% yoy in December vs 68% in November and 58% in October. In cost terms, total marketing costs rose only to 3% of revenue from 1% of 2005 revenue. Profit margins expanded due to increased package tour scale and scale economies on both qoq and yoy basis. Package tours accounted for 64% of revenue in 4Q06 vs 55% in 4Q05.

### Earnings upgrade on the back of results and bullish guidance

We have upgrade our 2007 and 2008 forecasts on the back of the 4Q results and also to reflect management's guidance for 2007. Our 2007 and 2008 sales forecasts rise 23% and 20%, respectively, while our net profit rises 70% and 61%, to capture the bulk discount benefits (provide 14 package tourists to airline and hotel, get one free) from increasing scale.

### A strong won should continue to support sentiment

A strengthening won should support sentiment regarding the structurally-growing outbound travel demand. ABN AMRO believes the won will continue to appreciate against the US dollar to W870 by end-2007 and W850bn by 2008.

### Target price raised to W38,000

We raise our 12-month forward three-stage DCF-based target price from W26,000 to W38,000, leaving about 55% potential upside. At our target, the stock would trade at 07F P/E of 23.8x and P/B of 5.1x for an ROE forecast of 24% - at a sufficient premium to non-cyclical consumer names to reflect superior growth and return prospects. Currently, the stock is trading at 07F P/E of 15.3x and P/B of 3.3x.

### Important disclosures and analyst certifications regarding companies can be found in the Disclosures Appendix.

Priced at close of business 15 January 2007. Use of ▲ ▼ indicates that the line item has changed by at least 5%.

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## Buy

Absolute performance

n/a

Short term

Neutral

Market relative to region

Consumer Services

Korea

Price

W24450.00

Target price

W38000.00 (from W26000.00)

Market capitalisation

W205.38bn (US\$218.50m)

Avg (12mth) daily turnover

W1193.75m (US\$1.26m)

Reuters

080160.KQ

Bloomberg

080160 KS

Asset allocation

Equities Underweight

Cash Overweight

Bonds Overweight

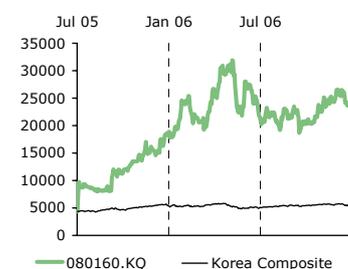
Price performance (1M) (3M) (12M)

Price (W)	25450.	20700.	18380.
	0	0	0

Absolute %	-3.9	18.1	33.0
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Rel market %	-4.7	13.3	34.4
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Rel sector %	-5.8	13.8	36.4
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Stock borrowing: Difficult

Volatility (30-day): 36.04%

Volatility (6-month trend): ↓

52-week range: 34050.00-16788.00

Korea Composite: 1388.37

BBG AP Leisure &amp; Hotels: 187.62

Source: ABN AMRO, Bloomberg

### Analyst

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## Very strong 4Q earnings

**We raise our earnings forecasts in the short to medium term to reflect faster growth and improving margins from a change in sales mix to the more profitable package tours.**

**Table 1 : Quarterly results**

W bn	1Q05	2Q05	3Q05	4Q05	1Q06	2Q06	3Q06	4Q06P	2006
Sales	8.1	8.5	12.8	9.4	14.7	12.4	20.0	19.3	66.3
% yoy change	26.8%	29.9%	26.0%	10.7%	80.1%	44.6%	56.3%	105.5%	70.6%
% qoq change	-4.0%	5.0%	49.6%	-26.6%	56.2%	-15.8%	61.7%	-3.4%	
Operating Profit	0.6	0.0	2.2	0.4	3.1	0.2	4.4	2.6	10.3
Recurring Profit	0.7	0.4	2.4	0.6	3.4	0.5	4.9	2.9	11.7
Net Profit	0.5	0.3	1.7	0.4	2.4	0.4	3.5	2.0	8.4
Profit Margins									
Operating Profit Margin	7.4%	0.2%	16.9%	4.4%	21.1%	1.7%	22.0%	13.7%	15.6%
Recurring Profit Margin	8.6%	4.7%	18.5%	6.2%	23.1%	4.4%	24.5%	14.8%	17.6%
Net Profit Margin	6.5%	3.2%	13.2%	4.8%	16.6%	3.1%	17.7%	10.5%	12.7%

Source: Company data

**Table 2 : Earnings revisions**

	Previous			Revised			% Change		
	2006F	2007F	2008F	2006F	2007F	2008F	2006F	2007F	2008F
Net sales (W bn)	53.8	71.1	84.8	66.3	87.4	101.5	23%	23%	20%
Operating profit (W bn)	5.9	9.7	11.5	10.3	17.1	19.1	75%	76%	66%
Net profit (W bn)	5.3	7.9	9.4	8.4	13.4	15.2	58%	70%	61%
EPS (W) *	1,251.5	1,888.4	2,247.4	1,055.3	1,596.6	1,804.5	-16%	-15%	-20%
Sales growth (%)	34.7%	26.1%	19.3%	70.6%	31.7%	16.2%	35.9ppt	5.6ppt	-3.1ppt
Operating margin (%)	11.0%	13.6%	13.6%	15.6%	19.6%	18.8%	4.6ppt	5.9 ppt	5.3ppt
Net margin (%)	9.9%	11.1%	11.1%	12.7%	15.4%	14.9%	2.8ppt	4.2 ppt	3.8ppt
EPS growth (%)	177.0%	50.9%	19.0%	134.1%	51.3%	13.0%	-42.9ppt	0.4ppt	-6.0ppt

Source: ABN AMRO forecasts

\*Note: Decrease in revised EPS is due to the rights issue and bonus issue carried out by Modetour during 2006

**Table 3 : Modetour market share assumptions**

Market share	2005	2006F	2007F	2008F	2009F	2010F
Previous	4.7%	5.9%	7.0%	7.7%	8.4%	9.1%
Revised	4.7%	6.4%	7.5%	8.0%	8.4%	9.1%

Source: Company data, ABN AMRO forecasts

### From micro cap to small cap

Modetour's market cap has increased to over US\$200m (from under US\$100m less than a year ago), and with it, interest of foreign investors should also have increased. Average daily turnover is still low at US\$0.8m.

### Risks to our forecast and target price

Risks to our valuation and target price include: 1) a decrease in outbound tourist numbers due to outbreaks of disease; and, 2) slower-than-expected growth in the number of tourists handled each month due to a faster-than-expected increase in competition.

**Recommendation structure**

Absolute performance, short term (trading) recommendation: A Trading Buy recommendation implies upside of 5% or more and a Trading Sell indicates downside of 5% or more. The trading recommendation time horizon is 0-60 days. For Australian coverage, a Trading Buy recommendation implies upside of 5% or more from the suggested entry price range, and a Trading Sell recommendation implies downside of 5% or more from the suggested entry price range. The trading recommendation time horizon is 0-60 days.

Absolute performance, long term (fundamental) recommendation: The recommendation is based on implied upside/downside for the stock from the target price. A Buy/Sell implies upside/downside of 10% or more and a Hold less than 10%. For listed property trusts (LPT) or real estate investment trusts (REIT) the recommendation is based upon the target price plus the dividend yield, ie total return. A Buy implies a total return of 10% or more, a Hold 5-10% and a Sell less than 5%. This structure applies to research on Asian and European stocks published from 1 November 2005; on Australian stocks from 7 November 2006 and on continental European small and mid cap stocks from 23 November 2006. For UK small caps a Buy/Sell implies upside/downside of 10% or more, an Add/Reduce 5-10% and a Hold less than 5%.

Performance parameters and horizon: Given the volatility of share prices and our pre-disposition not to change recommendations frequently, these performance parameters should be interpreted flexibly. Performance in this context only reflects capital appreciation and the horizon is 12 months.

Sector relative to market: The sector view relative to the market is the responsibility of the strategy team. Overweight/Underweight implies upside/downside of 10% or more and Neutral implies less than 10% upside/downside.

Target price: The target price is the level the stock should currently trade at if the market were to accept the analyst's view of the stock and if the necessary catalysts were in place to effect this change in perception within the performance horizon. In this way, therefore, the target price abstracts from the need to take a view on the market or sector. If it is felt that the catalysts are not fully in place to effect a re-rating of the stock to its warranted value, the target price will differ from 'fair' value.

Asset allocation: The asset allocation is the responsibility of the economics team. The recommended weight (Over, Neutral and Under) for equities, cash and bonds is based on a number of metrics and does not relate to a particular size change in one variable.

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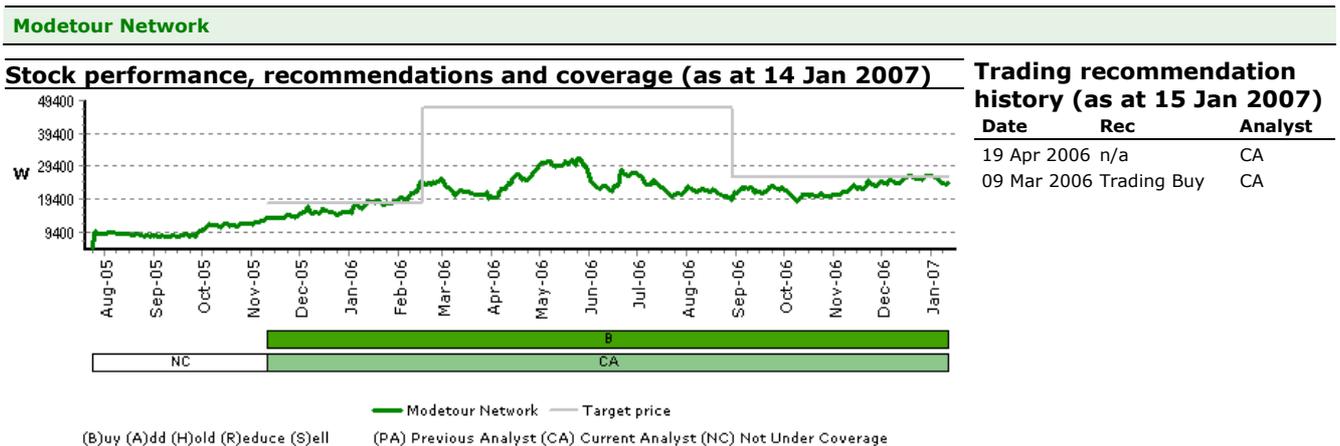
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Long Term recommendations (as at 15 Jan 2007)		
	Global total (IB%)	Asia Pacific total (IB%)
Buy	587 (22)	341 (3)
Add	19 (47)	2 (0)
Hold	522 (17)	287 (3)
Reduce	1 (0)	1 (0)
Sell	138 (7)	91 (1)
<b>Total (IB%)</b>	<b>1267 (19)</b>	<b>722 (3)</b>

Trading recommendations (as at 15 Jan 2007)		
	Global total (IB%)	Asia Pacific total (IB%)
Trading Buy	6 (17)	3 (0)
Trading Sell	4 (75)	1 (0)
<b>Total (IB%)</b>	<b>10 (40)</b>	<b>4 (0)</b>

**Valuation and risks to target price**

**Modetour Network (RIC: 080160.KQ, Rec: Buy, CP: W24450.00, TP: W38000.00):** Risks to our forecast and DCF-based target price include: 1) a decrease in outbound tourist numbers due to outbreaks of disease; and, 2) slower-than-expected growth in the number of tourists handled each month due to a faster-than-expected increase in competition.



Gina Kim, CFA started covering this stock on 10 Nov 05  
 Moved to new recommendation structure between 1 November 2005 and 31 January 2006

**Regulatory disclosures**

Subject companies: **080160.KQ**

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## MODETOUR NETWORK: KEY FINANCIAL DATA

### Income statement

Wb	FY04A	FY05A	FY06F	FY07F	FY08F
Revenue	31.6	38.9	66.3	87.4	101.5
Cost of sales	0.00	0.00	0.00	0.00	0.00
Operating costs	-28.4	-35.4	-54.9	-68.7	-81.4
<b>EBITDA</b>	<b>3.23</b>	<b>3.51</b>	<b>11.4</b>	<b>18.7</b>	<b>20.1</b>
DDA & Impairment (ex gw)	-0.24	-0.31	-1.11	-1.55	-1.00
<b>EBITA</b>	<b>2.99</b>	<b>3.20</b>	<b>10.3</b>	<b>17.1</b>	<b>19.1</b>
Goodwill (amort/impaird)	n/a	n/a	n/a	n/a	n/a
<b>EBIT</b>	<b>2.99</b>	<b>3.20</b>	<b>10.3</b>	<b>17.1</b>	<b>19.1</b>
Net interest	0.18	0.24	0.72	1.05	1.36
Associates (pre-tax)	0.00	0.00	0.00	0.00	0.00
Forex gain / (loss)	n/a	n/a	n/a	n/a	n/a
Exceptionals (pre-tax)	n/a	n/a	n/a	n/a	n/a
Other pre-tax items	0.85	0.62	0.66	0.87	1.02
<b>Reported PTP</b>	<b>4.02</b>	<b>4.05</b>	<b>11.7</b>	<b>19.0</b>	<b>21.5</b>
Taxation	-1.15	-1.12	-3.28	-5.61	-6.34
Minority interests	n/a	n/a	n/a	n/a	n/a
Exceptionals (post-tax)	n/a	n/a	n/a	n/a	n/a
Other post-tax items	0.00	0.00	0.00	0.00	0.00
<b>Reported net profit</b>	<b>2.86</b>	<b>2.93</b>	<b>8.44</b>	<b>13.4</b>	<b>15.2</b>
Normalised Items Excl. GW	0.00	0.00	0.00	0.00	0.00
<b>Normalised net profit</b>	<b>2.86</b>	<b>2.93</b>	<b>8.44</b>	<b>13.4</b>	<b>15.2</b>

Source: Company data, ABN AMRO forecasts

year to Dec

### Balance sheet

Wb	FY04A	FY05A	FY06F	FY07F	FY08F
Cash & market secs (1)	2.46	13.6	36.7	50.8	65.4
Other current assets	1.72	3.07	11.5	16.0	19.0
Tangible fixed assets	0.52	0.51	3.07	1.92	1.32
Intang assets (incl gw)	0.00	0.00	0.00	0.00	0.00
Oth non-curr assets	7.14	9.39	14.4	14.4	14.4
<b>Total assets</b>	<b>11.8</b>	<b>26.5</b>	<b>65.7</b>	<b>83.0</b>	<b>100.1</b>
Short term debt (2)	0.00	0.00	0.00	0.00	0.00
Trade & oth current liab	3.02	4.64	7.41	10.5	12.0
Long term debt (3)	0.00	0.00	0.00	0.00	0.00
Oth non-current liab	2.84	7.29	8.42	10.6	12.6
<b>Total liabilities</b>	<b>5.86</b>	<b>11.9</b>	<b>15.8</b>	<b>21.1</b>	<b>24.7</b>
Total equity (incl min)	5.99	14.6	49.8	62.0	75.5
<b>Total liab &amp; sh equity</b>	<b>11.8</b>	<b>26.5</b>	<b>65.7</b>	<b>83.0</b>	<b>100.1</b>
Net debt (2+3-1)	-0.30	-7.77	-30.4	-42.9	-56.2

Source: Company data, ABN AMRO forecasts

year ended Dec

### Cash flow statement

Wb	FY04A	FY05A	FY06F	FY07F	FY08F
EBITDA	3.23	3.51	11.4	18.7	20.1
Change in working capital	0.58	0.64	-7.35	-2.88	-1.98
Net interest (pd) / rec	0.18	0.24	0.72	1.05	1.36
Taxes paid	-1.15	-1.12	-3.28	-5.61	-6.34
Other oper cash items	1.75	0.45	2.31	2.38	1.54
<b>Cash flow from ops (1)</b>	<b>4.58</b>	<b>3.72</b>	<b>3.84</b>	<b>13.6</b>	<b>14.7</b>
Capex (2)	-0.17	-0.37	-3.67	-0.40	-0.40
Disposals/(acquisitions)	0.01	-0.16	-5.00	0.00	0.00
Other investing cash flow	-5.55	-2.08	0.00	0.00	0.00
<b>Cash flow from invest (3)</b>	<b>-5.71</b>	<b>-2.62</b>	<b>-8.67</b>	<b>-0.40</b>	<b>-0.40</b>
Incr / (decr) in equity	0.00	5.69	27.2	0.00	0.00
Incr / (decr) in debt	0.18	1.60	0.68	0.58	0.69
Ordinary dividend paid	0.00	0.00	-0.42	-1.26	-1.68
Preferred dividends (4)	n/a	n/a	n/a	n/a	n/a
Other financing cash flow	-0.53	2.72	0.45	1.59	1.36
<b>Cash flow from fin (5)</b>	<b>-0.35</b>	<b>10.0</b>	<b>28.0</b>	<b>0.91</b>	<b>0.37</b>
Forex & disc ops (6)	n/a	n/a	n/a	n/a	n/a
<b>Inc/(decr) cash (1+3+5+6)</b>	<b>-1.48</b>	<b>11.1</b>	<b>23.1</b>	<b>14.1</b>	<b>14.7</b>
Equity FCF (1+2+4)	4.41	3.34	0.17	13.2	14.3

Lines in bold can be derived from the immediately preceding lines.

Source: Company data, ABN AMRO forecasts

year to Dec

## MODETOUR NETWORK: PERFORMANCE AND VALUATION

Standard ratios	Modetour					Hana Tour Service			Korea aggregate		
Performance	FY04A	FY05A	FY06F	FY07F	FY08F	FY05F	FY06F	FY07F	2007	2008	2009
Sales growth (%)	39.8	22.9	70.6	31.7	16.2	38.0	31.1	15.7	5.82	3.15	7.14
EBITDA growth (%)	369.2	8.65	226.2	63.2	7.86	63.0	50.4	13.0	13.3	9.19	-13.8
EBIT growth (%)	534.1	6.93	222.8	65.6	11.8	51.3	54.4	19.8	13.4	9.17	-15.1
Normalised EPS growth (%)	189.7	-7.39	135.4	50.5	13.0	46.2	43.0	20.1	n/a	n/a	n/a
EBITDA margin (%)	10.2	9.02	17.2	21.4	19.8	18.7	21.5	21.0	19.7	22.5	24.1
EBIT margin (%)	9.46	8.23	15.6	19.6	18.8	16.2	19.1	19.8	12.3	14.1	16.7
Net profit margin (%)	9.04	7.54	12.7	15.4	14.9	14.3	15.8	16.4	10.7	12.0	13.6
Return on avg assets (%)	21.7	12.1	16.1	16.2	14.7	20.3	21.8	19.8	3.65	3.75	1.82
Return on avg equity (%)	62.7	28.4	26.2	24.0	22.1	46.3	46.9	40.3	15.5	15.1	11.3
ROIC (%)	141.2	40.7	108.6	62.0	70.7	49.7	76.5	108.4	14.5	14.7	8.03
ROIC - WACC (%)	130.8	30.3	98.2	51.7	60.3	39.3	66.1	98.1	n/a	n/a	n/a
				<i>year to Dec</i>				<i>year to Dec</i>			<i>year to Dec</i>
<b>Valuation</b>											
EV/sales (x)	2.07	3.63	2.80	1.86	1.47	5.95	4.44	3.73	0.82	0.76	0.45
EV/EBITDA (x)	20.3	40.3	16.3	8.71	7.41	31.8	20.7	17.8	4.57	3.98	5.31
EV/EBITDA @ tgt price (x)	55.6	72.8	26.2	14.8	13.1	31.5	20.5	17.6	n/m	n/m	n/m
EV/EBIT (x)	21.9	44.2	18.0	9.50	7.80	36.7	23.2	18.9	7.88	6.83	8.93
EV/invested capital (x)	11.5	20.6	9.57	8.52	7.76	26.6	30.7	33.0	1.35	1.20	1.65
Price/book value (x)	0.69	7.03	4.12	3.31	2.72	16.2	11.4	8.33	n/a	n/a	n/a
Equity FCF yield (%)	3.07	2.10	0.09	6.43	6.97	-2.41	3.76	4.19	5.07	6.88	6.36
Normalised PE (x)	50.2	54.2	23.0	15.3	13.5	40.4	28.3	23.5	n/a	n/a	n/a
Norm PE @tgt price (x)	78.1	84.3	35.8	23.8	21.1	40.0	28.0	23.3	n/a	n/a	n/a
Dividend yield (%)	0.00	0.41	0.61	0.82	1.02	0.80	0.96	1.28	2.15	2.55	3.57
				<i>year to Dec</i>				<i>year to Dec</i>			<i>year to Dec</i>
<b>Per share data</b>	<b>FY04A</b>	<b>FY05A</b>	<b>FY06F</b>	<b>FY07F</b>	<b>FY08F</b>	<b>Solvency</b>	<b>FY04A</b>	<b>FY05A</b>	<b>FY06F</b>	<b>FY07F</b>	<b>FY08F</b>
Tot adj dil sh, ave (b)	0.01	0.01	0.01	0.01	0.01	Net debt to equity (%)	-5.03	-53.2	-61.0	-69.2	-74.5
Reported EPS (KRW)	486.7	450.8	1061	1597	1805	Net debt to tot ass (%)	-2.54	-29.3	-46.3	-51.7	-56.2
Normalised EPS (KRW)	486.7	450.8	1061	1597	1805	Net debt to EBITDA	-0.09	-2.22	-2.66	-2.30	-2.79
Dividend per share (KRW)	0.00	100.0	150.0	200.0	250.0	Current ratio (x)	1.39	3.59	6.50	6.37	7.01
Equity FCF per share (KRW)	751.0	514.0	21.1	1571	1703	Operating CF int cov (x)	-31.2	-19.6	-8.83	-17.4	-14.4
Book value per sh (KRW)	35242	3480	5933	7379	8984	Dividend cover (x)	0.00	6.98	6.70	7.98	7.22
				<i>year to Dec</i>							<i>year to Dec</i>

Priced as follows: 080160.KQ - W24450.00; 039130.KQ - W62600.00  
Source: Company data, ABN AMRO forecasts

## MODETOUR NETWORK: VALUATION METHODOLOGY

Economic Profit Valuation	W bn	%	Discounted Cash Flow Valuation	W bn	%
Adjusted Opening Invested Capital	14.6	4	Value of Phase 1: Explicit (2007 to 2011)	47.2	13
NPV of Economic Profit During Explicit Period	43.3	12	Value of Phase 2: Value Driver (2012 to 2028)	246.8	69
NPV of Econ Profit of Remaining Business (1, 2)	192.5	54	Value of Phase 3: Fade (2029 to 2046)	63.4	18
NPV of Econ Profit of Net Inv (Grth Business) (1, 3)	108.2	30	Terminal Value	1.1	0
Enterprise Value	358.6	100	Enterprise Value	358.6	100
Plus: Other Assets	30.4	8	FCF Grth Rate at end of Phs 1 implied by DCF Valuation		6.1
Less: Minorities	0.0	0	FCF Grth Rate at end of Phs 1 implied by Current Price		10.4
Less: Net Debt (as at 31 Dec 2007)	0.0	0			
Equity Value	319.5	89			
No. Shares (millions)	8.4				
<b>Per Share Equity Value</b>	<b>38037.23</b>				
Current Share Price	24450.00				

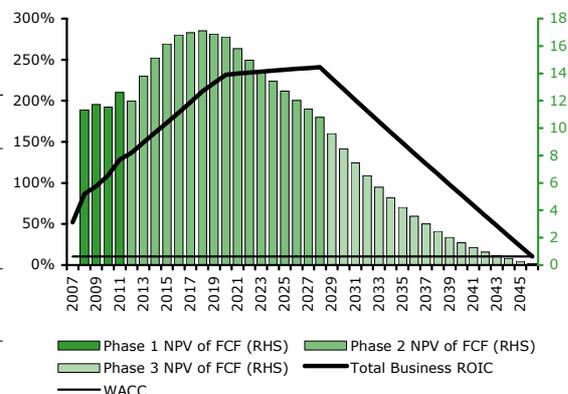
Sensitivity Table		No of Years in Fade Period				
		15	18	20	23	25
WACC	7.0%	55527.66	57471.85	58653.46	60082.41	60863.52
	8.0%	48925.84	50382.23	51258.14	52316.51	52894.64
	9.0%	43410.15	44505.50	45157.68	45945.06	46374.87
	10.0%	38774.76	39601.80	40089.52	40677.87	40998.81
	11.0%	34856.81	35483.68	35849.98	36291.48	36532.17

Performance Summary	2007	2008	2009	Phase 2 Avg (2012 - 2028)
Invested Capital Growth (%)	-2.6	1.1	-0.8	5.2
Operating Margin (%)	15.6	19.6	18.8	24.0
Capital Turnover (x)	4.6	6.3	7.2	13.2

Source: ABN AMRO

- In periods following the Explicit Period i.e. Phase 2 and Phase 3
- Remaining Business is defined as Capital as at the end of Phase 1 and capex = depreciation thereafter
- Net Investment is defined as capex over and above depreciation after Phase 1

### Returns, WACC and NPV of Free Cash Flow



# Modetour Network

## Company description

Modetour is a wholesale tour operator that provides outbound package tours and airline tickets to retail travel agencies at a mark-up, made possible by bulk purchasing from suppliers. Package tours account for roughly 50% of net sales. The company was the first wholesale tour operator to be established in Korea, in 1989 and the second to go public, in July 2005. Modetour is second in terms of market share, handling 4% of Korea's outbound tourists per annum, following the market leader, Hana Tour.

**Buy**

## Price relative to country



## Strategic analysis

**Average SWOT company score: 3**

## Shareholding structure

### Strengths

Modetour has the scale advantage, which is important in the tour operator market for bargaining power with suppliers. The company is the second-largest tour operator in Korea.

**4**

### Weaknesses

The company falls behind the market leader, Hana Tour, on brand equity, which is an important determinant of scale.

**2**

### Opportunities

The market for outbound tours is increasing, with increased leisure time from the five-day work/school week and a rapidly ageing population.

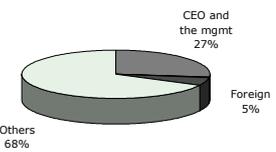
**4**

### Threats

Competition is intense, with high returns on investment and no entry barriers apart from scale. Increased competition is likely to reduce returns when the market matures.

**3**

*Scoring range is 1-5 (high score is good)*



Source: Company data

## Market data

### Headquarters

188-3 Euljiro-1-ga, Jung-gu, Seoul, South Korea

### Website

[www.modetour.co.kr](http://www.modetour.co.kr)

### Shares in issue

8.4m

### Freefloat

54%

### Majority shareholders

Jong-ung Woo (13%), Seong-geun Hong (8%), Ki-chung Hong (5%)

## Korea

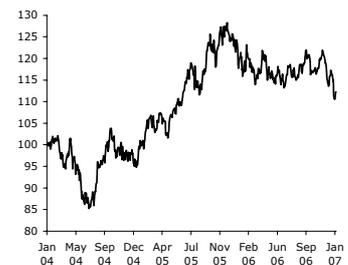
## Country view

**Neutral**

## Country rel to Asia Pacific

Korea's macro outlook has clearly worsened during the past few months, in our view, but after significant underperformance ytd, it is now the cheapest Asian market in terms of 2006F P/B and second-cheapest in terms of 2007F PE. We move our weighting back to Neutral. At the sector level, we favour more domestically-oriented sectors. Notably, the removal of the interconnection uncertainty makes us turn more optimistic on the wireless sector.

*The country view is set in consultation with the relevant company analyst but is the ultimate responsibility of the Strategy Team.*



## Competitive position

**Average competitive score: 3-**

## Broker recommendations

### Supplier power

High. The global-tour-operator market is highly fragmented. Suppliers can request prepayment for purchases (airline tickets, hotel reservations) and can choose operators that guarantee volume.

**3-**

### Barriers to entry

Low. Scale is the only significant barrier to entry. Scale is increased as brand equity is enhanced. Marketing and promotion activities build brand equity.

**2+**

### Customer power

High. The tour-operator market is highly fragmented. Customers have a wide choice, which is normally determined by the price, services and credibility of the tour operator.

**3-**

### Substitute products

Widely available. The range of leisure activities is broadening as Korea's population ages and leisure time increases.

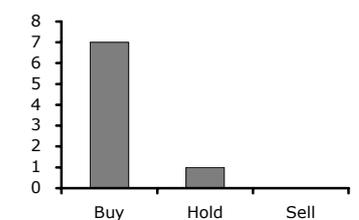
**2-**

### Rivalry

High. Competition is intense as the barriers to entry are low. The market is seeing consolidation as more smaller retail agencies partner with wholesale agencies like Modetour.

**3+**

*Scoring range 1-5 (high score is good) Plus = getting better Minus = getting worse*



Source: Bloomberg