# SunCon

**RM2.02 - SELL** 

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17 August 2018

# **Malaysia**

#### **Infrastructure**

SCOG.KL Reuters **SCGB MK Bloomberg** 

Priced on 16 August 2018 KLSE Comp @ 1,777.3

**12M hi/lo** RM2.62/1.74

12M price target RM1.60 ±% potential

Shares in issue 1,292.9m Free float (est.) 45.6%

Market cap US\$636m

3M ADV US\$0.6m

Foreign s'holding 9.0%

#### Major shareholders

Sunway Berhad 54.4% Sungei Way Corp Sdn Bhd 10.1%

#### Stock performance (%)

|                                |                 | 1M        | 3M     | 12M           |  |  |  |  |
|--------------------------------|-----------------|-----------|--------|---------------|--|--|--|--|
| Abso                           | olute           | 9.2       | (6.0)  | (8.2)         |  |  |  |  |
| Rela                           | tive            | 6.1       | (1.8)  | (8.4)         |  |  |  |  |
| Abs                            | (US\$)          | 7.8       | (9.4)  | (3.9)         |  |  |  |  |
| 2.7-                           | (RM)            | A control | (%)    | - 150         |  |  |  |  |
| 2.4-                           | and the second  | 144       |        | - 100         |  |  |  |  |
| 2.1                            | 1               | محربها    | VY     | A M           |  |  |  |  |
| 1.8-                           | مهماللهاسينالهم |           |        | <b>W</b> - 50 |  |  |  |  |
| 1.4-                           | -               | 1         |        |               |  |  |  |  |
| Aug                            | j-16 Feb-17     | Aug-17    | Feb-18 |               |  |  |  |  |
| SunCon (LHS) Rel to Comp (RHS) |                 |           |        |               |  |  |  |  |

Source: Bloomberg

Earnings uncertainty from LRT3 project

Despite an enviable RM5.8bn of construction order book, uncertainty looms over transmission to earnings. In 2Q18, this manifested in work stoppages in the light rail transit (LRT) 3 project on the six stations under its care, while there is no reprieve yet in slow revenue recognition in the pre-cast concrete segment.

The share price has recovered some 10% over the past month. Patric STIL and the property of the past month. The share price has recovered some 10% over the past month. Retain SELL, as downside risk still remains. TP slightly cut from RM1.65 to RM1.60.

#### LRT3 risks to earnings remain

Earnings for 1H18 missed CLSA/street estimates, and the LRT3 work halt is largely culpable. The completion date of the entire LRT3 line is extended from 2020 to 2024, which leads to earnings deferment. While there would be cost being incurred for stations work in LRT3, the impact is mitigated by reallocating manpower to other projects. On balance, SunCon has attained RM0.85bn or 57% of order book replenishment target. Immediate pipeline includes some building projects as well as jobs from its parent's townships to get to its RM1.5bn target.

#### Pre-cast business turnaround elusive

SunCon's pre-cast concrete business is still in doldrums, with the segment sinking to a quarterly pre-tax profit of a mere RM2m. The silver lining is easing steel prices (30% of cost) that cooled 11% from the start of the year. With suboptimal utilisation, pre-tax margin remained in single digits. Recent orders for pre-cast concrete have been secured on better margins, but recognition will take time.

#### Defensive qualities are nevertheless good

Cashflow generation for 1H18 was strong, thanks in part to milestone and bullet repayments. Meanwhile, \$\$80m will be required for its Singapore pre-cast fabrication yard expansion (covers construction, land and plant and machinery costs). Even excluding this sum, SunCon's net cash pile still comes up to RM220m or 17 cents per share. Order book of RM5.8bn still provides adequate cover of 2.2x cover over 2018 revenues.

#### **Retain SELL**

Our slight lowering of TP to RM1.60 reflects the longer earnings horizon on the RM2bn LRT3 project (36% of order book), crimping near-term profits. Our PEbased valuation is pegged at 11x, still on a downcycle valuations assumption. Potential negative news could be on LRT3 station design cost cuts, and related trims in the MRT2 project, although progress in this project is more advanced.

| Financials               |        |        |        |        |        |
|--------------------------|--------|--------|--------|--------|--------|
| Year to 31 December      | 16A    | 17A    | 18CL   | 19CL   | 20CL   |
| Revenue (RMm)            | 1,789  | 2,076  | 2,785  | 2,732  | 3,005  |
| Rev forecast change (%)  | -      | -      | (10.9) | (14.4) | (3.4)  |
| Net profit (RMm)         | 124    | 136    | 177    | 190    | 215    |
| NP forecast change (%)   | -      | -      | (10.4) | (6.4)  | 4.0    |
| EPS (sen)                | 9.6    | 10.5   | 13.7   | 14.7   | 16.7   |
| CL/consensus (13) (EPS%) | -      | -      | 108    | 104    | 114    |
| EPS growth (% YoY)       | (2.9)  | 10.1   | 30.0   | 7.7    | 13.1   |
| PE (x)                   | 21.1   | 19.2   | 14.8   | 13.7   | 12.1   |
| Dividend yield (%)       | 2.5    | 3.7    | 4.2    | 4.5    | 4.5    |
| ROE (%)                  | 26.2   | 26.0   | 30.1   | 28.9   | 28.9   |
| Net debt/equity (%)      | (66.7) | (63.5) | (64.3) | (70.4) | (78.5) |

Source: www.clsa.com





Financials at a glance

| Year to 31 December  | 2016A                            | 2017A                           | 2018CL                         | (% YoY) | 2019CL                | 2020CL                |
|--|----------------------------------|---------------------------------|--------------------------------|---------|-----------------------|-----------------------|
| Profit & Loss (RMm)  |                                  |                                 |                                | (       |                       |                       |
| · · · · · · · · · · · · · · · · · · ·  | 1,789                            | 2,076                           | 2,785                          | 34.1    | 2,732                 | 2.005                 |
| Revenue<br>Cogs (ex-D&A)   | (1,601)                          | (1,874)                         | (2,504)                        | 34.1    | (2,428)               | 3,005<br>(2,664)      |
| Gross Profit (ex-D&A)  | 188                              | 202                             | 281                            | 39.1    | 304                   | 340                   |
| SG&A and other expenses  | -                                | -                               | -                              | 07.1    | -                     | -                     |
| Op Ebitda  | 188                              | 202                             | 281                            | 39.1    | 304                   | 340                   |
| Depreciation/amortisation  | (39)                             | (37)                            | (67)                           |         | (74)                  | (81)                  |
| Op Ebit  | 149                              | 165                             | 214                            | 30      | 230                   | 259                   |
| Net interest inc/(exp)   | 4                                | 7                               | 7                              | (8.6)   | 8                     | 10                    |
| Other non-Op items   | 0                                | 0                               | 0                              |         | -                     | -                     |
| Profit before tax  | 154                              | 172                             | 221                            | 28.3    | 238                   | 269                   |
| Taxation   | (30)                             | (36)                            | (44)                           |         | (48)                  | (54)                  |
| Profit after tax   | 124                              | 136                             | 177                            | 30      | 191                   | 216                   |
| Minority interest  | 0                                | 0                               | 0                              |         | 0                     | 0                     |
| Net profit   | 124                              | 136                             | 177                            | 30      | 190                   | 215                   |
| Adjusted profit  | 124                              | 136                             | 177                            | 30      | 190                   | 215                   |
| Cashflow (RMm)   | 2016A                            | 2017A                           | 2018CL                         | (% YoY) | 2019CL                | 2020CL                |
| Operating profit   | 149                              | 165                             | 214                            | 30      | 230                   | 259                   |
| Depreciation/amortisation  | 39                               | 37                              | 67                             | 79      | 74                    | 81                    |
| Working capital changes  | (59)                             | (112)                           | (41)                           |         | (13)                  | 4                     |
| Other items  | (55)                             | (43)                            | (44)                           |         | (48)                  | (54)                  |
| Net operating cashflow   | 75                               | 47                              | 196                            | 316.9   | 244                   | 291                   |
| Capital expenditure  | (19)                             | (55)                            | (45)                           |         | (45)                  | (50)                  |
| Free cashflow  | 56                               | (8)                             | 151                            | /       | 199                   | 241                   |
| M&A/Others   | 102                              | 103                             | 12                             | (88.1)  | 13                    | 16                    |
| Net investing cashflow   | 83                               | 48                              | (33)                           |         | (32)                  | (34)                  |
| Increase in loans  | 0                                | (3)                             | - (440)                        |         | - (44.1)              | - (44.4)              |
| Dividends  | (84)                             | (71)                            | (110)                          |         | (116)                 | (116)                 |
| Net equity raised/other  | (84)                             | ( <b>74</b> )                   | (110)                          |         | (116)                 | (114)                 |
| Net financing cashflow Incr/(decr) in net cash   | ( <del>04)</del><br>74           | 21                              | 53                             | 153.3   | 96                    | ( <b>116)</b><br>140  |
| Exch rate movements  | 2                                | 1                               | (6)                            | 133.3   | (5)                   | (5)                   |
| Balance sheet (RMm)  | 2016A                            | 2017A                           | 2018CL                         | (% YoY) | 2019CL                | 2020CL                |
| Cash & equivalents   | 466                              | 487                             | 536                            | 10.1    | 627                   | 761                   |
| Accounts receivable  | 732                              | 1,066                           | 931                            | (12.7)  | 913                   | 1,004                 |
| Other current assets   | 244                              | 176                             | 151                            | (13.9)  | 151                   | 151                   |
| Fixed assets   | 138                              | 151                             | 149                            | (1.2)   | 120                   | 89                    |
| Investments  | 0                                | 0                               | 0                              | 0       | 0                     | 0                     |
| Intangible assets  | 6                                | 4                               | 4                              | 0       | 4                     | 4                     |
| Other non-current assets   | 11                               | 2                               | 2                              | 0       | 2                     | 2                     |
| Total assets   | 1,597                            | 1,885                           | 1,773                          | (5.9)   | 1,817                 | 2,011                 |
| Short-term debt  | 137                              | 135                             | 137                            | 1.4     | 137                   | 137                   |
| Accounts payable   | 955                              | 1,184                           | 1,008                          | (14.9)  | 978                   | 1,073                 |
| Other current liabs  | 11                               | 5                               | 0                              |         | 0                     | 0                     |
| Long-term debt/CBs   | -                                | -                               | -                              |         | -                     | -                     |
| Provisions/other LT liabs  | 1                                | 6                               | 6                              | 0       | 6                     | 6                     |
| Shareholder funds  | 493                              | 554                             | 621                            | 12.1    | 695                   | 794                   |
| Minorities/other equity  | 1                                | 1                               | 1                              | 12.9    | 1                     | 2                     |
| Total liabs & equity   | 1,597                            | 1,885                           | 1,773                          | (5.9)   | 1,817                 | 2,012                 |
| Ratio analysis   | 2016A                            | 2017A                           | 2018CL                         | (% YoY) | 2019CL                | 2020CL                |
| Revenue growth (% YoY)   | (6.7)                            | 16.1                            | 34.1                           |         | (1.9)                 | 10.0                  |
| Lhitda margin (9/)   | 10.5                             | 9.7                             | 10.1                           |         | 11.1                  | 11.3                  |
| Ebitda margin (%)  |                                  | 7.9                             | 7.7                            |         | 8.4                   | 8.6                   |
| Ebit margin (%)  | 8.3                              |                                 |                                |         |                       |                       |
| Ebit margin (%) Net profit growth (%)  | (2.9)                            | 10.1                            | 30.0                           |         | 7.7                   |                       |
| Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY)   | (2.9)<br>(67.6)                  | 10.1<br>(37.3)                  | 30.0<br>316.9                  |         | 24.2                  | 19.2                  |
| Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%)   | (2.9)<br>(67.6)<br>1.1           | 10.1<br>(37.3)<br>2.6           | 30.0<br>316.9<br>1.6           |         | 24.2<br>1.6           | 13.1<br>19.2<br>1.7   |
| Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%) Net debt/equity (%)                     | (2.9)<br>(67.6)                  | 10.1<br>(37.3)<br>2.6<br>(63.5) | 30.0<br>316.9                  |         | 24.2                  | 19.2                  |
| Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%) Net debt/equity (%) Net debt/Ebitda (x) | (2.9)<br>(67.6)<br>1.1<br>(66.7) | 10.1<br>(37.3)<br>2.6<br>(63.5) | 30.0<br>316.9<br>1.6<br>(64.3) |         | 24.2<br>1.6<br>(70.4) | 19.2<br>1.7<br>(78.5) |
| Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%) Net debt/equity (%)                     | (2.9)<br>(67.6)<br>1.1           | 10.1<br>(37.3)<br>2.6<br>(63.5) | 30.0<br>316.9<br>1.6           |         | 24.2<br>1.6           | 19.2<br>1.7           |

Source: www.clsa.com



Figure 1

| 2Q18    | 2Q17   | YoY %<br>Chg  | 1Q18   | QoQ %<br>Chg   | Remarks   |
|---------|--|---|--|--|---|
| 544.3   | 417.2  | 30%   | 529.2  | 3%   | In the quarter, most of the construction revenue stemmed from<br>MRT2 and the Putrajaya Parcel F project  |
| (507.1) | (381.4)  | 33%   | (491.1)  | 3%   |   |
| 4.9     | 5.0  | (3%)  | 4.6  | 6%   |   |
| 52.3    | 50.0   | 4%  | 52.4   | 0%   |   |
| (10.2)  | (9.1)  | 12%   | (9.7)  | 6%   |   |
| 42.0    | 40.9   | 3%  | 43.0   | (2%)   |   |
| 4.9     | 2.3  | 110%  | 3.8  | 28%  |   |
| (1.7)   | (1.3)  | 34%   | (2.8)  | (39%)  |   |
| 45.2    | 41.9   | 8%  | 43.7   | 3%   |   |
| (9.3)   | (6.07)   | 53%   | (7.9)  | 18%  |   |
| 21%     | 14%  | 42%   | 18%  | 14%  |   |
| 0.0     | (0.1)  | n.m.  | (0.0)  | n.m.   |   |
| 35.9    | 35.9   | 0%  | 35.9   | 0%   |   |
| 2.78    | 2.78   |   | 2.77   | 0%   | EPS for 2Q18 was flat QoQ and YoY   |
|         | 544.3<br>(507.1)<br>4.9<br>52.3<br>(10.2)<br>42.0<br>4.9<br>(1.7)<br>45.2<br>(9.3)<br>21%<br>0.0<br>35.9 | 544.3 417.2<br>(507.1) (381.4)<br>4.9 5.0<br>52.3 50.0<br>(10.2) (9.1)<br>42.0 40.9<br>4.9 2.3<br>(1.7) (1.3)<br>45.2 41.9<br>(9.3) (6.07)<br>21% 14%<br>0.0 (0.1)<br>35.9 35.9 | Chg           544.3         417.2         30%           (507.1)         (381.4)         33%           4.9         5.0         (3%)           52.3         50.0         4%           (10.2)         (9.1)         12%           42.0         40.9         3%           4.9         2.3         110%           (1.7)         (1.3)         34%           45.2         41.9         8%           (9.3)         (6.07)         53%           21%         14%         42%           0.0         (0.1)         n.m.           35.9         35.9         0% | Chg           544.3         417.2         30%         529.2           (507.1)         (381.4)         33%         (491.1)           4.9         5.0         (3%)         4.6           52.3         50.0         4%         52.4           (10.2)         (9.1)         12%         (9.7)           42.0         40.9         3%         43.0           4.9         2.3         110%         3.8           (1.7)         (1.3)         34%         (2.8)           45.2         41.9         8%         43.7           (9.3)         (6.07)         53%         (7.9)           21%         14%         42%         18%           0.0         (0.1)         n.m.         (0.0)           35.9         35.9         0%         35.9 | Chg         Chg           544.3         417.2         30%         529.2         3%           (507.1)         (381.4)         33%         (491.1)         3%           4.9         5.0         (3%)         4.6         6%           52.3         50.0         4%         52.4         0%           (10.2)         (9.1)         12%         (9.7)         6%           42.0         40.9         3%         43.0         (2%)           4.9         2.3         110%         3.8         28%           (1.7)         (1.3)         34%         (2.8)         (39%)           45.2         41.9         8%         43.7         3%           (9.3)         (6.07)         53%         (7.9)         18%           21%         14%         42%         18%         14%           0.0         (0.1)         n.m.         (0.0)         n.m.           35.9         35.9         0%         35.9         0% |

Source: CLSA, SunCon

Overall pre-tax profit inched up marginally

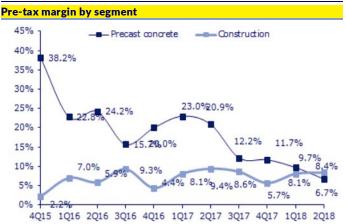
While the construction segment managed to accelerate the bottomline despite the LRT3 setback, the pre-tax profit contribution by pre-cast concrete remains a significant drag. We had anticipated that delivery will start to improve by 2H18, although it won't be surprising if this is further delayed. In Singapore, the Housing Development Board reported a total of 7,634 units of flats were launched up to May 2018 (2017: 17,593). Pre-tax profit margin of SunCon in pre-cast concrete segment of 6.7% dipped below that of construction (Figure 3), likely due in part to competition, and in part due to low utilisation and transport costs.

Figure 2

Pre-tax profit contribution by segment 50 ■ Construction □ Precast concrete 45 3.6 40 6.3 35 30 Ē 25 RH 20 15 10 5 4Q15 1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 3Q17 4Q17 1Q18 2Q18

Source: CLSA, SunCon

Figure 3

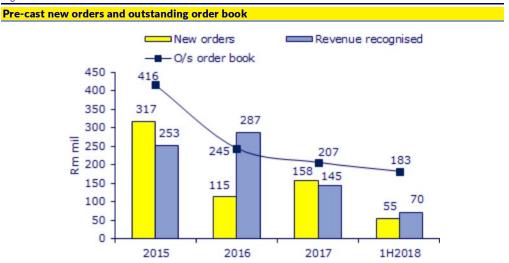


Source: CLSA, SunCon



Momentum of recognising pre-cast concrete revenue has slowed down, as new orders were received

Figure 4



Source: CLSA, SunCon

Figure 5

11% decline in steel prices since beginning of the year, Steel forms 30% of cost for pre-cast concrete products



Source: CLSA, MITI

### Revision in earnings

The revision in earnings reflects the bulk of its outstanding RM2.07bn order now recognised up to 2024 which is the revised project tenure. Originally, the project was to be completed by 2020. This results in the 10%/6% earnings cut for 18/19CL.

We sensitise the earnings for SunCon for stations work

Timeline to recognise the RM2 billion on LRT3

effectively almost doubled

The Star, a widely read local newspaper, had earlier reported that the cost of stations has increased from an initial RM80m to almost RM200m. Being conservative and if we were to assume this difference of RM120m as the quantum of cost cuts for SunCon's six stations, earnings would further dip by 3-4% for 18CL-20CL.

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#### Valuation details

We value SunCon using the price-earnings multiple approach. Its target price is derived from 11x 19CL earnings; this considers a downcycle valuation PE given the uncertainty on the construction sector post the elections, which saw project cancellations and a general loss in catalyst. We further note that in our valuations, we have not incorporated benefit from its consistent net cash position.

#### **Investment risks**

The investment risks for SunCon mainly stem from construction risk. Specific risk to our estimates would be lower-than-expected margins (below 5-8%) or amount of projects secured falls below our expectation, either due to inability to secure projects or caused by delay on project roll-out. The increase in steel prices beyond anticipated will also creep into margins as SunCon hedges steel needs for a future six-month period. On the pre-cast segment, risks to our earnings will be erosion of its currently-strong margins of 20% and/or the inability to retain customers due to the shift in its plant location (from Singapore to Malaysia) causing a slowdown in orders. SunCon is also susceptible to risk facing the construction industry in general, which includes the risk of disputes and ensuing lengthy negotiations which is not uncommon, not to mention the fluctuations in raw materials and availability of labour.





# **Detailed financials**

| Profit & Loss (RMm) Year to 31 December | 2014A   | 2015A   | 2016A   | 2017A   | 2018CL  | 2019CL  | 2020CL  |
|---|---------|---------|---------|---------|---------|---------|---------|
| Revenue                                 | 1.881   | 1.917   | 1.789   | 2.076   | 2.785   | 2.732   | 3,005   |
| Cogs (ex-D&A)                           | (1,719) | (1,739) | (1,601) | (1,874) | (2,504) | (2,428) | (2,664) |
| Gross Profit (ex-D&A)                   | 162     | 178     | 188     | 202     | 281     | 304     | 340     |
| Research & development costs            | -       | -       | -       | -       | -       | -       | -       |
| Selling & marketing expenses            | -       | -       | -       | -       | -       | -       | -       |
| Other SG&A                              | -       | -       | -       | -       | -       | -       | -       |
| Other Op Expenses ex-D&A                | -       | -       | -       | -       | -       | -       | -       |
| Op Ebitda                               | 162     | 178     | 188     | 202     | 281     | 304     | 340     |
| Depreciation/amortisation               | (45)    | (42)    | (39)    | (37)    | (67)    | (74)    | (81)    |
| Op Ebit                                 | 117     | 136     | 149     | 165     | 214     | 230     | 259     |
| Interest income                         | 4       | 8       | 10      | 13      | 12      | 13      | 16      |
| Interest expense                        | (3)     | (4)     | (6)     | (6)     | (5)     | (5)     | (5)     |
| Net interest inc/(exp)                  | 1       | 5       | 4       | 7       | 7       | 8       | 10      |
| Associates/investments                  | -       | -       | -       | -       | -       | -       | -       |
| Forex/other income                      | -       | -       | -       | -       | -       | -       | -       |
| Asset sales/other cash items            | -       | -       | -       | -       | -       | -       | -       |
| Provisions/other non-cash items         | -       | -       | -       | -       | -       | -       | -       |
| Asset revaluation/Exceptional items     | -       | -       | -       | -       | -       | -       | -       |
| Profit before tax                       | 118     | 141     | 154     | 172     | 221     | 238     | 269     |
| Taxation                                | (26)    | (13)    | (30)    | (36)    | (44)    | (48)    | (54)    |
| Profit after tax                        | 91      | 128     | 124     | 136     | 177     | 191     | 216     |
| Preference dividends                    | -       | -       | -       | -       | -       | -       | -       |
| Profit for period                       | 91      | 128     | 124     | 136     | 177     | 191     | 216     |
| Minority interest                       | 0       | (1)     | 0       | 0       | 0       | 0       | 0       |
| Net profit                              | 91      | 127     | 124     | 136     | 177     | 190     | 215     |
| Extraordinaries/others                  | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Profit avail to ordinary shares         | 91      | 127     | 124     | 136     | 177     | 190     | 215     |
| Dividends                               | -       | -       | -       | -       | -       | -       | -       |
| Retained profit                         | 91      | 127     | 124     | 136     | 177     | 190     | 215     |
| Adjusted profit                         | 41      | 127     | 124     | 136     | 177     | 190     | 215     |
| EPS (sen)                               | 7.1     | 9.8     | 9.6     | 10.5    | 13.7    | 14.7    | 16.7    |
| Adj EPS [pre excep] (sen)               | 3.2     | 9.8     | 9.6     | 10.5    | 13.7    | 14.7    | 16.7    |
| Core EPS (sen)                          | 3.2     | 9.8     | 9.6     | 10.5    | 13.7    | 14.7    | 16.7    |
| DPS (sen)                               | 5.0     | 4.0     | 5.0     | 7.5     | 8.5     | 9.0     | 9.0     |

# **Profit & loss ratios**

| Year to 31 December                  | 2014A | 2015A  | 2016A | 2017A | 2018CL | 2019CL | 2020CL |
|--------------------------------------|-------|--------|-------|-------|--------|--------|--------|
| Growth (%)                           |       |        |       |       |        |        |        |
| Revenue growth (% YoY)               | -     | 1.9    | (6.7) | 16.1  | 34.1   | (1.9)  | 10.0   |
| Ebitda growth (% YoY)                | -     | 10.2   | 5.7   | 7.5   | 39.1   | 8.0    | 12.0   |
| Ebit growth (% YoY)                  | -     | 16.4   | 9.5   | 10.5  | 30.0   | 7.4    | 12.6   |
| Net profit growth (%)                | -     | 39.4   | (2.9) | 10.1  | 30.0   | 7.7    | 13.1   |
| EPS growth (% YoY)                   | nm    | 39.4   | (2.9) | 10.1  | 30.0   | 7.7    | 13.1   |
| Adj EPS growth (% YoY)               | nm    | 211.0  | (2.9) | 10.1  | 30.0   | 7.7    | 13.1   |
| DPS growth (% YoY)                   | -     | (20.0) | 25.0  | 50.0  | 13.3   | 5.9    | 0.0    |
| Core EPS growth (% YoY)              | nm    | 211.0  | (2.9) | 10.1  | 30.0   | 7.7    | 13.1   |
| Margins (%)                          |       |        |       |       |        |        |        |
| Ebitda margin (%)                    | 8.6   | 9.3    | 10.5  | 9.7   | 10.1   | 11.1   | 11.3   |
| Ebit margin (%)                      | 6.2   | 7.1    | 8.3   | 7.9   | 7.7    | 8.4    | 8.6    |
| Net profit margin (%)                | 4.9   | 6.6    | 6.9   | 6.5   | 6.3    | 7.0    | 7.2    |
| Core profit margin                   | 2.2   | 6.6    | 6.9   | 6.5   | 6.3    | 7.0    | 7.2    |
| Op cashflow margin                   | 15.3  | 12.1   | 4.2   | 2.3   | 7.0    | 8.9    | 9.7    |
| Returns (%)                          |       |        |       |       |        |        |        |
| ROE (%)                              | 24.0  | 30.6   | 26.2  | 26.0  | 30.1   | 28.9   | 28.9   |
| ROA (%)                              | 6.9   | 9.1    | 8.0   | 7.5   | 9.4    | 10.3   | 10.8   |
| ROIC (%)                             | 41.8  | 59.1   | 65.5  | 69.8  | 78.5   | 83.6   | 106.4  |
| ROCE (%)                             | 49.4  | 62.7   | 82.3  | 90.0  | 101.0  | 107.5  | 137.4  |
| Other key ratios (%)                 |       |        |       |       |        |        |        |
| Effective tax rate (%)               | 22.5  | 9.2    | 19.5  | 21.0  | 20.0   | 20.0   | 20.0   |
| Ebitda/net int exp (x)               | -     | -      | -     | -     | -      | -      | -      |
| Exceptional or extraord. inc/PBT (%) | 42.7  | 0.0    | 0.0   | 0.0   | 0.0    | 0.0    | -      |
| Dividend payout (%)                  | 70.8  | 40.6   | 52.3  | 71.3  | 62.1   | 61.1   | 54.0   |

Source: www.clsa.com





**Balance sheet (RMm)** 

| Year to 31 December         | 2014A | 2015A | 2016A | 2017A | 2018CL | 2019CL | 2020CL |
|-----------------------------|-------|-------|-------|-------|--------|--------|--------|
| Cash & equivalents          | 278   | 390   | 466   | 487   | 536    | 627    | 761    |
| Accounts receivable         | 692   | 579   | 732   | 1.066 | 931    | 913    | 1,004  |
| Inventories                 | 20    | 17    | 24    | 24    | 0      | 0      | 0      |
| Other current assets        | 120   | 230   | 220   | 151   | 151    | 151    | 151    |
| Current assets              | 1,110 | 1,217 | 1,442 | 1,729 | 1,619  | 1,691  | 1,917  |
| Fixed assets                | 176   | 162   | 138   | 151   | 149    | 120    | 89     |
| Investments                 | 24    | 0     | 0     | 0     | 0      | 0      | 0      |
| Goodwill                    | 4     | 4     | 4     | 4     | 4      | 4      | 4      |
| Other intangible assets     | 3     | 1     | 2     | 0     | 0      | 0      | 0      |
| Other non-current assets    | 7     | 14    | 11    | 2     | 2      | 2      | 2      |
| Total assets                | 1,324 | 1,397 | 1,597 | 1,885 | 1,773  | 1,817  | 2,011  |
| Short term loans/OD         | 135   | 137   | 137   | 135   | 137    | 137    | 137    |
| Accounts payable            | 791   | 796   | 955   | 1,184 | 1,008  | 978    | 1,073  |
| Accrued expenses            | -     | -     | -     | -     | -      | -      | -      |
| Taxes payable               | 13    | 9     | 11    | 5     | 0      | 0      | 0      |
| Other current liabs         | 0     | -     | 0     | 0     | 0      | 0      | -      |
| Current liabilities         | 940   | 942   | 1,103 | 1,324 | 1,145  | 1,115  | 1,209  |
| Long-term debt/leases/other | 0     | -     | -     | -     | -      | -      | -      |
| Convertible bonds           | -     | -     | -     | -     | -      | -      | _      |
| Provisions/other LT liabs   | 4     | 4     | 1     | 6     | 6      | 6      | 6      |
| Total liabilities           | 944   | 946   | 1,104 | 1,331 | 1,151  | 1,121  | 1,216  |
| Share capital               | 232   | 259   | 259   | 259   | 259    | 259    | 259    |
| Retained earnings           | 160   | 218   | 257   | 324   | 391    | 465    | 564    |
| Reserves/others             | (13)  | (25)  | (23)  | (29)  | (29)   | (29)   | (29)   |
| Shareholder funds           | 380   | 451   | 493   | 554   | 621    | 695    | 794    |
| Minorities/other equity     | 0     | 1     | 1     | 1     | 1      | 1      | 2      |
| Total equity                | 380   | 452   | 494   | 555   | 622    | 696    | 796    |
| Total liabs & equity        | 1,324 | 1,397 | 1,597 | 1,885 | 1,773  | 1,817  | 2,012  |
| Total debt                  | 135   | 137   | 137   | 135   | 137    | 137    | 137    |
| Net debt                    | (143) | (254) | (329) | (353) | (400)  | (490)  | (624)  |
| Adjusted EV                 | 2,443 | 2,357 | 2,281 | 2,259 | 2,212  | 2,122  | 1,988  |
| BVPS (sen)                  | 29.4  | 34.9  | 38.2  | 42.8  | 48.0   | 53.8   | 61.4   |

## **Balance sheet ratios**

| Year to 31 December                  | 2014A   | 2015A   | 2016A   | 2017A   | 2018CL  | 2019CL  | 2020CL  |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Key ratios                           |         |         |         |         |         |         |         |
| Current ratio (x)                    | 1.2     | 1.3     | 1.3     | 1.3     | 1.4     | 1.5     | 1.6     |
| Growth in total assets (% YoY)       | -       | 5.5     | 14.3    | 18.0    | (5.9)   | 2.5     | 10.7    |
| Growth in capital employed (% YoY)   | -       | (16.4)  | (16.9)  | 22.9    | 9.9     | (7.2)   | (17.1)  |
| Net debt to operating cashflow (x)   | -       | -       | -       | -       | -       | -       | -       |
| Gross debt to operating cashflow (x) | 0.5     | 0.6     | 1.8     | 2.9     | 0.7     | 0.6     | 0.5     |
| Gross debt to Ebitda (x)             | 0.8     | 8.0     | 0.7     | 0.7     | 0.5     | 0.4     | 0.4     |
| Net debt/Ebitda (x)                  | -       | -       | -       | -       | -       | -       | -       |
| Gearing                              |         |         |         |         |         |         |         |
| Net debt/equity (%)                  | (37.7)  | (56.2)  | (66.7)  | (63.5)  | (64.3)  | (70.4)  | (78.5)  |
| Gross debt/equity (%)                | 35.6    | 30.3    | 27.6    | 24.3    | 21.9    | 19.6    | 17.2    |
| Interest cover (x)                   | 36.3    | 41.2    | 26.4    | 29.3    | 41.8    | 44.6    | 50.3    |
| Debt Cover (x)                       | 2.1     | 1.7     | 0.6     | 0.3     | 1.4     | 1.8     | 2.1     |
| Working capital analysis             |         |         |         |         |         |         |         |
| Inventory days                       | 4.3     | 3.9     | 4.7     | 4.7     | 1.8     | 0.0     | 0.0     |
| Debtor days                          | 134.3   | 121.0   | 133.8   | 158.0   | 130.8   | 123.2   | 116.5   |
| Creditor days                        | 168.0   | 166.6   | 199.6   | 208.3   | 159.8   | 149.3   | 140.5   |
| Working capital/Sales (%)            | 1.5     | 1.1     | 0.6     | 2.5     | 2.7     | 3.2     | 2.7     |
| Capital employed analysis            |         |         |         |         |         |         |         |
| Sales/Capital employed (%)           | 793.6   | 967.9   | 1,087.3 | 1,026.5 | 1,253.3 | 1,324.4 | 1,756.3 |
| EV/Capital employed (%)              | 1,030.7 | 1,190.1 | 1,386.7 | 1,117.0 | 995.4   | 1,028.6 | 1,162.0 |
| Working capital/Capital employed (%) | 11.5    | 11.1    | 6.1     | 25.8    | 33.2    | 42.0    | 48.3    |
| Fixed capital/Capital employed (%)   | 74.2    | 81.7    | 84.1    | 74.6    | 67.1    | 58.4    | 52.1    |
| Other ratios (%)                     |         |         |         |         |         |         |         |
| EV/OCF (x)                           | 8.5     | 10.2    | 30.4    | 48.0    | 11.3    | 8.7     | 6.8     |
| EV/FCF (x)                           | 10.1    | 12.2    | 40.7    | (296.6) | 14.6    | 10.7    | 8.3     |
| EV/Sales (x)                         | 1.3     | 1.2     | 1.3     | 1.1     | 8.0     | 8.0     | 0.7     |
| Capex/depreciation (%)               | 102.4   | 92.3    | 48.7    | 146.1   | 67.1    | 61.0    | 61.5    |

Source: www.clsa.com





Cashflow (RMm)

| Year to 31 December                      | 2014A | 2015A | 2016A | 2017A | 2018CL | 2019CL | 2020CL |
|--|-------|-------|-------|-------|--------|--------|--------|
| Operating profit                         | 117   | 136   | 149   | 165   | 214    | 230    | 259    |
| Operating adjustments                    | 9     | (3)   | (22)  | 0     | 0      | 0      | 0      |
| Depreciation/amortisation                | 45    | 42    | 39    | 37    | 67     | 74     | 81     |
| Working capital changes                  | 49    | 65    | (59)  | (112) | (41)   | (13)   | 4      |
| Interest paid / other financial expenses | (3)   | (4)   | (6)   | (6)   | 0      | 0      | 0      |
| Tax paid                                 | (29)  | (30)  | (26)  | (37)  | (44)   | (48)   | (54)   |
| Other non-cash operating items           | 99    | 25    | 0     | 0     | 0      | 0      | 0      |
| Net operating cashflow                   | 287   | 232   | 75    | 47    | 196    | 244    | 291    |
| Capital expenditure                      | (46)  | (39)  | (19)  | (55)  | (45)   | (45)   | (50)   |
| Free cashflow                            | 242   | 193   | 56    | (8)   | 151    | 199    | 241    |
| Acq/inv/disposals                        | 267   | 40    | 13    | 89    | -      | -      | -      |
| Int, invt & associate div                | 46    | (57)  | 89    | 13    | 12     | 13     | 16     |
| Net investing cashflow                   | 267   | (56)  | 83    | 48    | (33)   | (32)   | (34)   |
| Increase in loans                        | 11    | 2     | 0     | (3)   | -      | -      | -      |
| Dividends                                | (429) | (70)  | (84)  | (71)  | (110)  | (116)  | (116)  |
| Net equity raised/(buybacks)             | 0     | 0     | -     | 0     | 0      | 0      | 0      |
| Net financing cashflow                   | (418) | (68)  | (84)  | (74)  | (110)  | (116)  | (116)  |
| Incr/(decr) in net cash                  | 136   | 107   | 74    | 21    | 53     | 96     | 140    |
| Exch rate movements                      | 0     | 5     | 2     | 1     | (6)    | (5)    | (5)    |
| Opening cash                             | 143   | 278   | 390   | 465   | 488    | 536    | 627    |
| Closing cash                             | 278   | 390   | 465   | 487   | 536    | 627    | 761    |
| OCF PS (sen)                             | 22.2  | 17.9  | 5.8   | 3.6   | 15.2   | 18.9   | 22.5   |
| FCF PS (sen)                             | 18.7  | 14.9  | 4.3   | (0.6) | 11.7   | 15.4   | 18.6   |

**Cashflow ratio analysis** 

| Year to 31 December                 | 2014A | 2015A  | 2016A  | 2017A   | 2018CL | 2019CL | 2020CL |
|-------------------------------------|-------|--------|--------|---------|--------|--------|--------|
| Growth (%)                          |       |        |        |         |        |        |        |
| Op cashflow growth (% YoY)          | -     | (19.4) | (67.6) | (37.3)  | 316.9  | 24.2   | 19.2   |
| FCF growth (% YoY)                  | -     | (20.2) | (70.9) | (113.6) | -      | 31.4   | 21.1   |
| Capex growth (%)                    | -     | (15.4) | (50.8) | 187.6   | (17.7) | 0.0    | 11.1   |
| Other key ratios (%)                |       |        |        |         |        |        |        |
| Capex/sales (%)                     | 2.4   | 2.0    | 1.1    | 2.6     | 1.6    | 1.6    | 1.7    |
| Capex/op cashflow (%)               | 15.9  | 16.7   | 25.3   | 116.2   | 22.9   | 18.5   | 17.2   |
| Operating cashflow payout ratio (%) | 22.5  | 22.3   | 86.0   | 205.9   | 56.0   | 47.7   | 40.0   |
| Cashflow payout ratio (%)           | -     | -      | -      | -       | -      | -      | -      |
| Free cashflow payout ratio (%)      | -     | -      | -      | -       | -      | -      | -      |

**DuPont analysis** 

| Year to 31 December  | 2014A | 2015A | 2016A | 2017A | 2018CL | 2019CL | 2020CL |
|----------------------|-------|-------|-------|-------|--------|--------|--------|
| Ebit margin (%)      | 6.2   | 7.1   | 8.3   | 7.9   | 7.7    | 8.4    | 8.6    |
| Asset turnover (x)   | 1.4   | 1.4   | 1.2   | 1.2   | 1.5    | 1.5    | 1.6    |
| Interest burden (x)  | 1.0   | 1.0   | 1.0   | 1.0   | 1.0    | 1.0    | 1.0    |
| Tax burden (x)       | 0.8   | 0.9   | 8.0   | 8.0   | 8.0    | 8.0    | 8.0    |
| Return on assets (%) | 6.9   | 9.1   | 8.0   | 7.5   | 9.4    | 10.3   | 10.8   |
| Leverage (x)         | 3.5   | 3.3   | 3.2   | 3.3   | 3.1    | 2.7    | 2.6    |
| ROE (%)              | 24.0  | 30.7  | 26.2  | 26.0  | 30.1   | 28.9   | 28.9   |

**EVA**<sup>®</sup> analysis

| Year to 31 December                  | 2014A | 2015A | 2016A | 2017A | 2018CL | 2019CL | 2020CL |
|--------------------------------------|-------|-------|-------|-------|--------|--------|--------|
| Ebit adj for tax                     | 91    | 124   | 120   | 130   | 172    | 184    | 207    |
| Average invested capital             | 217   | 209   | 183   | 187   | 218    | 220    | 195    |
| ROIC (%)                             | 41.8  | 59.1  | 65.5  | 69.8  | 78.5   | 83.6   | 106.4  |
| Cost of equity (%)                   | 11.2  | 11.2  | 11.2  | 11.2  | 11.2   | 11.2   | 11.2   |
| Cost of debt (adj for tax)           | 3.9   | 4.5   | 4.0   | 3.9   | 4.0    | 4.0    | 4.0    |
| Weighted average cost of capital (%) | 11.2  | 11.2  | 11.2  | 11.2  | 11.2   | 11.2   | 11.2   |
| EVA/IC (%)                           | 30.6  | 47.9  | 54.3  | 58.6  | 67.3   | 72.4   | 95.2   |
| EVA (RMm)                            | 66    | 100   | 100   | 109   | 147    | 160    | 186    |

Source: www.clsa.com





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| Date        | Rec  | Target | Date        | Rec | Target |
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| LATEST      | SELL | 1.60   | 06 Oct 2017 | BUY | 2.80   |
| 31 May 2018 | SELL | 1.65   | 25 Aug 2017 | BUY | 2.75   |
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