



## Malaysia

## ADD (no change)

Consensus ratings\*: Buy 4 Hold 0 Sell 0

Current price: RM0.945

Current price:	RM0.945
Target price:	RM1.15
Previoustarget:	RM1.06
Up/downside:	21.7%
CGS-CIMB / Consensus:	14.4%
Reuters:	TWRK.KI
Reuleis.	I WKK.KL
Bloomberg:	TWKMK
Market cap:	US\$436.3m
	RM1,905m
Average daily turnover:	US\$0.17m
	RM0.71m
Current shares o/s:	2,016m

41.0%

#### Key changes in this note

Free float:

\*Source: Bloombera

- > FY22-24F EPS raised by 6.2-6.5%.
- TP revised upwards to RM1.15.



		Source: Bloomberg		
Price performance Absolute (%) Relative (%)	1 <i>M</i> 0.5	3 <i>M</i> 4.4 1.7	12M 13.2 14.1	
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Major shareholders	% held
L.G.B. Holding Sdn Bhd	50.0
Vijay Vijendra Sethu	9.0

# **Taliworks Corporation**

## Locking in 'green' earnings stream

- Completion of the RM144m acquisition of four solar projects is a positive milestone for Taliworks and establishes its position in the RE space.
- We believe the new green recurring earnings from the solar ventures will enhance the group's ESG visibility; we raise FY22-24F EPS by 6.2-6.5%.
- Reiterate Add rating with a higher TP of RM1.15 as we impute the estimated DCF value of the remaining 13 years on a 21-year REPPA.

## Acquisition of four solar projects completed

Taliw orks announced at end-Apr the completion of the acquisition of four solar projects with a total acquisition value (enterprise value; EV) of RM144m, to be funded largely by internal cash (end-Dec 21 cash and investments of RM457m). The four solar projects have a combined power generating capacity of 19MW (located within the vicinity of Kuala Lumpur International Airport, KLIA), each with 13 years remaining on a 21-year Renew able Energy Power Purchase Agreement (REPPA). The counterparties are Tenaga Nasional and Malaysia Airports, being the two sole offtakers over the life of the PPA.

## Green recurring income stream for the next 13 years

This acquisition is earnings-accretive, supported by a base-case combined post-M&A RE EBITDA of c.RM22m (60-70% EBITDA margin) at 100% stake. The solar ventures remain viable as revenue scalability is supported by: 1) substantially lower cost for new solar panels vs. 7 years ago, 2) lower capex cost, and 3) output optimisation closer to the declared annual availability (DAA) of 19MW vs. c.70% output rate currently. Based on an assumed WACC of 7%, we arrive at an estimated aggregate DCF value of RM189m for the remaining 13 years of the REPPAs.

## Ramping up water tenders in coming months

On the contract outlook front, we expect water tenders to regain momentum in the coming months, which could provide more job flow upside following the RM896m total wins from the Sg. Rasau water supply scheme in Dec 21. We understand that the remaining package 1 tender (worth c.RM2bn, 700 MLD capacity) of the Rasau project, for which Taliworks is among the four shortlisted candidates, will be finalised by 2QCY22; the award is to be announced by mid-2022 as it is a priority project in the state of Selangor.

#### FY22-24F EPS raised; Add call intact with higher TP of RM1.15

We raise FY22-24F EPS by 6.2-6.5% as we factor in the estimated recurring earnings from the solar ventures. The estimated DCF value of the solar assets at 100% stake lifts our RNAV-based TP by 8% (+8 sen) to RM1.15, based on an unchanged 10% discount to RNAV. We retain Add, backed by attractive dividend yields of 6.9% (FY22-24F). Key catalysts: 1) contract win from Sg. Rasau and other water tenders, and 2) completion of the solar acquisition deal. Downside risks: weaker earnings. We believe the new green recurring earnings stream from the solar ventures will enhance Taliw orks's ESG visibility.

## Analyst(s)



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Financial Summary	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue (RMm)	317.9	302.3	379.8	387.4	395.2
Operating EBITDA (RMm)	76.9	104.8	134.2	130.8	135.6
Net Profit (RMm)	59.49	78.50	80.93	87.04	90.66
Core EPS (RM)	0.030	0.039	0.040	0.043	0.045
Core EPS Growth	(22.2%)	32.0%	3.1%	7.6%	4.2%
FD Core P/E (x)	32.02	24.27	23.54	21.88	21.01
DPS (RM)	0.066	0.066	0.066	0.066	0.066
Dividend Yield	6.98%	6.98%	6.98%	6.98%	6.98%
EV/EBITDA (x)	25.10	18.66	14.37	14.54	13.86
P/FCFE (x)	10.20	11.20	7.68	7.18	7.51
Net Gearing	(5.20%)	(4.33%)	(4.40%)	(4.68%)	(4.97%)
P/BV (x)	1.99	2.11	2.08	2.01	1.96
ROE	5.97%	8.42%	8.90%	9.36%	9.46%
% Change In Core EPS Estimates			6.19%	6.46%	6.32%
CGS-CIMB/Consensus EPS (x)			1.09	1.05	0.98

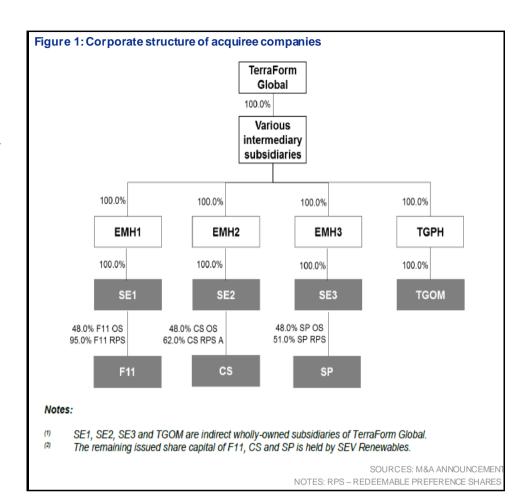
SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

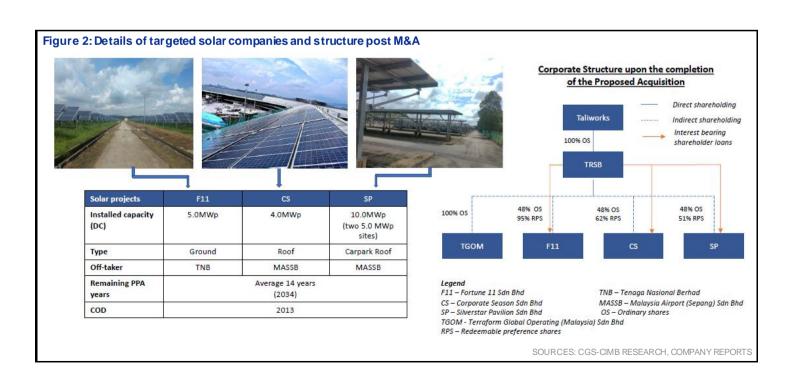


- 1) **F11**: Fortune 11 Sdn Bhd (5MW ground-mounted solar photovoltaic (PV) facility with a 21-year concession, 13 years remaining). **Offtaker: Tenaga Nasional**
- 2) **CS**: Corporate Season Sdn Bhd (4MW rooftop-mounted solar facility with a 21-year concession, 13 years remaining).

Offtaker: Malaysia Airports (Sepang) Sdn Bhd (MASSB)

- 3) **SP**: Silverstar Pavilion Sdn Bhd (2x5MW parking rooftop-mounted solar facility with a 21-year concession, 13 years remaining). **Offtaker: Malaysia Airports** (Sepang) Sdn Bhd (MASSB)
- 4) **TGOM**: Terraform Global Operating Sdn Bhd (Operations and maintenance, O&M, for all three solar companies)
- 5) **SEV Renewables Sdn Bhd**: Controls the remaining stakes in F11, CS and SP.







## Figure 3: Feed-in tariff (FIT) rates breakdown stipulated in RE Act and degression rates

RE A	CT (Rates as at 2012)	RM per kw	Annual degression rate
Base	rate (above 1MW up to 10MW)	0.95	8%
+	S01 (use as installation in buildings or building structures)	0.26	8%
+	S02 (use as building materials)	0.25	8%
+	S03 use of locally manufactured or assembled solar modules	0.03	8%
+	S04 use of locally manufactured or assembled solar inverters	0.01	8%

The following are the parameters the rates of the projects are entitled to:

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		Corporate Season	F11	Silverstar Pavilion	
Base	rate (based on 2013 rate)	2013	2013	2013	
+	S01 (use as installation in buildings or building structures)	Yes	No	Yes	
+	S02 (use as building materials)	No	No	Yes	
+	S03 use of locally manufactured or assembled solar modules	Yes	Yes	Yes	
+	S04 use of locally manufactured or assembled solar inverters	No	No	No	
	SOURCES: CGS-CIMB RESEARCH, COMPANY REPO				

Figure 4: RNAV				
	Basis	Full value	Stake	Value
Concession assets		(RM m)	(%)	(RM m)
Grand Saga Highway (24 years remaining concession life)	DCF value	824.0	51%	420.2
Grand Sepadu Highway (12 years remaining concession life)	Takeover value	265.0	38%	100.7
Other segments	Equity DCF value	Disc.	Stake	
	(RM m)	rate (%)	(%)	
SSP1 - Sungai Harmoni O&M (18 years incl. extension)	932.5	10%	100%	932.5
Renewable energy (Solar)	189.1	7%	100%	189.1
	EVOOE Net weefit	D/E	Ctales	
	FY23F Net profit (RM m)	(x)	Stake (%)	
Construction (Sg. Rasau package 2 & 3)	25.8	. ,	100%	386.3
Solid Waste Management (SWM) - acquisition value	700.0	-	35%	245.0
Investment in associate & JVs (as at end-Dec 21)				200.7
Cash & equivalents (as at end-Dec 21)				457.1
Borrowings as at end-Dec 21				(358.5)
Total RNAV				2,573.1
No. of shares (m)				2,015.8
RNAV/share				1.28
RNAV discount (%)				10%
Target price (RM/share)				1.15
SO	URCES: CGS-CIMB RE	ESEARCH, CO	MPANY	REPORTS

Figure 5: Earnings revision										
DM	2021A	2022F		2023F			2024F			
RM m —		Old	New	%chg	Old	New	%chg	Old	New	%chg
Revenue	302	372	380	2%	379	387	2%	387	395	2%
EBITDA	105	126	134	6%	123	131	7%	127	136	7%
Core pretax profit	114	115	122	6%	112	119	6%	117	123	6%
Core net profit	78	76	81	6%	82	87	6%	85	91	6%
SOURCES: CIMB, COMPANY REPORTS										





#### ESG in a nutshell

In 2020, Taliworks undertook the development of a sustainability framework to guide its efforts in incorporating sustainability into its business model. This framework is benchmarked against sustainability best practices in industries both within and beyond the scope of operations. This framework should enable the group to create time-bound goals that are strategically aligned with the United Nations Sustainable Development Goals (UNSDG) targets.

## Keep your eye on

- 1) In 2021, the group began developing a sustainability framework that contained time-bound goals to guide its sustainability journey over the longer term; this would be incorporated into the group's Enterprise Risk Management (ERM) Framework, which would cover all segments of businesses, i.e. 1) water treatment, supply and distribution, 2) waste management, 3) construction, and 4) toll highways.
- 2) Budget 2022 and the 12<sup>th</sup> Malaysia Plan (12MP) have cited water infrastructure projects as among their "Green Infrastructure" initiatives. Taliworks's construction division could see a recovery in water contract tenders.

#### **Implications**

- 1) Key operational metrics for the water division address the quality and quantity of water to end-users and meeting demand, while managing water loss, in the distribution network: Taliworks achieved above 99% water treatment compliance rates in 2018-20.
- 2) Non-revenue water (NRW), or volume of water loss as a percentage of total volume of water produced, stood at 42.1% in 2020.
- 3) Toll highway safety performance is guided under the Malaysian Highway Authority (MHA). Taliworks met the safety performance and regulatory standards of not exceeding 3.15 accidents per 1m vehicles in 2020.

## **ESG** highlights

- Taliworks's proposed RM180.4m investment into the solar business via the acquisition of several operating solar companies, is in line with its vision of balancing environmental, social and governance elements.
- 2) Its waste management operations span 28,500km² and employ over 8,000 workers: To ensure a sustainable approach to business processes and the managing of a large-scale waste management operation, the division employs risk-based decision-making, daily monitoring, proactive action, incentive systems, and strategic targetsetting.
- 3) Taliworks seeks to ensure the quality of operations of its entire supply chain/subcontractors with commitment to quality, environmental and occupational safety standards. The group conducts annual assessments of its entire supply chain. The supply chain of its water division, for example, is governed under the Water Services Industries Act 2006 (WSIA).

## **Implications**

- Taliworks's renewable energy (RE) acquisition is a longterm positive in that it replaces the loss of income from the expiry of Taliworks Langkawi in Oct 20. RE M&As strengthen its ability to pay out our FY21-23F 6.6 sen DPS p.a.
- The consolidation of the new solar projects is earningsaccretive from FY22-24FF (+6%), supported by a basecase post-M&A RE EBITDA of RM22m.
- 3) Some initiatives by the waste management division, SWM Environment, in promoting sustainability awareness include improving public perception of waste management, empowering communities to improve surrounding environments, and collaborative educational programmes with the Ministry of Education (MOE).

#### **Trends**

- In 2020, the Grand Saga (subsidiary) and Grand Sepadu (associate) highways maintained full four-star ratings from the MHA.
- Grand Sepadu has been certified Silver Rating by the Malaysia Green Highway Index (MGHI) since 2019 2) while Grand Saga's status is pending an audit by the MGHI.
- All plans/strategies for its water division are aligned with the Task Force on Climate-Related Financial Disclosure (TCFD), endorsed by Bursa Malaysia.

## **Implications**

- Although Taliworks does not have a formal climate risk management process, climate change-related issues have been recognised as part of its risk identification processes at the division level.
- While Taliworks is not a constituent of the FTSE4Good Bursa Malaysia Index and not rated under the FTSE Russell, we believe Taliworks's business model contains comprehensive elements directly contributing to the area of sustainability under the environmental and social components of the ESG sphere.

SOURCES: CGS-CIMB RESEARCH, REFINITIV



## BY THE NUMBERS



(RMm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	317.9	302.3	379.8	387.4	395.2
Gross Profit	117.5	139.7	176.5	173.9	179.5
Operating EBITDA	76.9	104.8	134.2	130.8	135.6
Depreciation And Amortisation	(43.9)	(33.5)	(38.0)	(38.7)	(39.5)
Operating EBIT	33.0	71.3	96.3	92.1	96.1
Financial Income/(Expense)	(21.1)	(17.0)	(22.4)	(22.7)	(23.1)
Pretax Income/(Loss) from Assoc.	2.8	14.3	5.8	6.1	6.4
Non-Operating Income/(Expense)	63.7	45.4	42.4	43.2	44.1
Profit Before Tax (pre-EI)	78.5	114.0	122.0	118.6	123.4
Exceptional Items					
Pre-tax Profit	78.5	114.0	122.0	118.6	123.4
Taxation	(15.0)	(11.6)	(36.8)	(27.2)	(28.2)
Exceptional Income - post-tax					
Profit After Tax	63.5	102.4	85.2	91.5	95.2
Minority Interests	(4.0)	(23.9)	(4.3)	(4.4)	(4.6)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	59.5	78.5	80.9	87.0	90.7
Recurring Net Profit	59.5	78.5	80.9	87.0	90.7
Fully Diluted Recurring Net Profit	59.5	78.5	80.9	87.0	90.7

Cash Flow					
(RMm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
EBITDA	76.9	104.8	134.2	130.8	135.6
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(148.1)	(78.1)	(14.1)	6.2	2.3
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	146.4	134.9	121.4	109.2	98.3
Net Interest (Paid)/Received	(21.1)	(17.0)	(22.4)	(22.7)	(23.1)
Tax Paid	(15.0)	(11.6)	(36.8)	(27.2)	(28.2)
Cashflow From Operations	39.1	132.9	182.3	196.3	184.9
Capex	(0.5)	(1.2)	(1.2)	(1.2)	(1.2)
Disposals Of FAs/subsidiaries	0.1	1.2	1.5	1.5	1.5
Acq. Of Subsidiaries/investments	0.0	0.0	0.0	0.0	0.0
Other Investing Cashflow	230.4	69.8	69.8	69.8	69.8
Cash Flow From Investing	230.0	69.9	70.2	70.2	70.2
Debt Raised/(repaid)	(82.4)	(32.6)	(4.5)	(1.2)	(1.3)
Proceeds From Issue Of Shares	0.0	0.0	0.0	0.0	0.0
Shares Repurchased	0.0	0.0	0.0	0.0	0.0
Dividends Paid	(133.0)	(133.0)	(133.0)	(133.0)	(133.0)
Preferred Dividends	0.0	0.0	0.0	0.0	0.0
Other Financing Cashflow	(61.6)	(39.5)	(108.4)	(124.8)	(106.6)
Cash Flow From Financing	(277.1)	(205.1)	(245.9)	(259.1)	(240.9)
Total Cash Generated	(7.9)	(2.4)	6.6	7.4	14.2
Free Cashflow To Equity	186.7	170.1	248.0	265.3	253.8
Free Cashflow To Firm	294.1	221.8	279.1	293.6	282.8

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



## BY THE NUMBERS... cont'd

Balance Sheet					
(RMm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	451	409	413	418	423
Total Debtors	116	75	81	86	88
Inventories	3	3	3	3	3
Total Other Current Assets	11	7	7	7	7
Total Current Assets	581	493	504	514	520
Fixed Assets	9	6	7	8	9
Total Investments	224	221	222	222	223
Intangible Assets	1,174	1,146	1,145	1,144	1,143
Total Other Non-Current Assets	88	77	78	78	79
Total Non-current Assets	1,494	1,450	1,451	1,452	1,453
Short-term Debt	30	30	31	32	34
Current Portion of Long-Term Debt					
Total Creditors	68	59	83	84	85
Other Current Liabilities	21	20	21	22	23
Total Current Liabilities	119	110	135	139	142
Total Long-term Debt	358	329	332	332	332
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	155	114	112	111	110
Total Non-current Liabilities	513	442	444	443	442
Total Provisions	235	234	234	234	234
Total Liabilities	867	786	813	816	819
Shareholders' Equity	959	905	915	946	971
Minority Interests	248	253	227	205	184
Total Equity	1,208	1,157	1,142	1,151	1,155

Key Ratios					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	(15.7%)	(4.9%)	25.7%	2.0%	2.0%
Operating EBITDA Growth	559%	36%	28%	(3%)	4%
Operating EBITDA Margin	24.2%	34.7%	35.3%	33.8%	34.3%
Net Cash Per Share (RM)	0.031	0.025	0.025	0.027	0.028
BVPS (RM)	0.48	0.45	0.45	0.47	0.48
Gross Interest Cover	1.32	3.73	3.62	3.40	3.47
Effective Tax Rate	19.1%	10.2%	30.1%	22.9%	22.9%
Net Dividend Payout Ratio	224%	169%	164%	153%	147%
Accounts Receivables Days	114.6	85.9	51.7	56.0	58.0
Inventory Days	3.71	6.16	4.64	4.42	4.39
Accounts Payables Days	120.9	93.1	95.2	111.5	112.9
ROIC (%)	1.88%	3.97%	5.69%	5.52%	5.75%
ROCE (%)	1.93%	4.10%	5.76%	5.53%	5.75%
Return On Average Assets	3.56%	5.71%	5.21%	5.51%	5.69%

Key Drivers					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue growth (%)	-15.7%	-4.9%	25.7%	2.0%	2.0%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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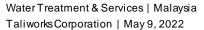
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#### Spitzer Chart for stock being researched (2 year data)

## Taliworks Corporation (TWK MK)



## Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2021, Anti-Corruption 2021

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