

Taliworks Corporation (TWK MK)

**Cash Compensation Boost For Headline Earnings** 

• Still BUY, new SOP-derived MYR0.98 TP from MYR0.94, 18% upside

and c.8% FY21F yield. Results beat expectations. A 1.65 sen third

interim dividend was declared for the quarter, bringing 9M21's dividends to 4.95 sen. Moving forward, we expect average daily traffic (ADT) for both

toll roads to improve - supporting earnings recovery - and robust earnings

contribution from its water and waste segment. We still like the stock for its

Malaysia Results Review

16 November 2021

**Utilities** | Utilities

# **Buy** (Maintained)

Target Price (Return): MYR0.98 (18.1%) Price (Market Cap): MYR0.83 (USD400m) ESG score: 3.00 (out of 4)

Avg Daily Turnover (MYR/USD)

# **Analyst**

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	defensive earnings base, and attractive c.8% FY21F yield.
,	Ahead of expectations. Taliworks recorded 3Q21 core PATAMI of
	MYR35.9m (+112% YoY, +247% QoQ), largely boosted by the MYR43.5m
	cash compensation from the Malaysia Government, for the non-increase
	in 2020's Grand Saga highway scheduled toll hikes. This brought 9M21
	core PATAMI to MYR57.2m, at 104% and 89% of our and Street's
	expectations. Our 9M21 core PATAMI excludes the write-back of over-

core expec provision for heavy repairs of MYR2.8m from Grand Saga, and gains on disposal of Taliworks Langkawi's property, plant and equipment and sundry income of RM2.7m in 3Q21, amongst others. The 1.65 sen third interim dividend declared for the quarter was in line with expectations.

- Operational highlights. The water treatment, supply and distribution segment recorded steady 3Q21 core EBIT of c.MYR15m (flat QoQ). Both toll roads saw weaker 3Q21 ADT, due to the travel restrictions from 1 Jun. However, the impact to its revenue/earnings was mitigated by the cash compensation and write-back of over-provisions for heavy repairs mentioned earlier. This also resulted in higher 3Q21 JV contribution of MYR5m. Meanwhile, its waste-management associate continues to achieve higher revenue on the back of better solid waste collection and public cleansing services performed, while operational expenditure narrowed on lower depreciation charges and subcontractor costs.
- FY21F-23F earnings raised by 30%/11%/13% as we lift FY21F earnings contribution from both toll roads and lower the ETR closer to 9MFY21. We also imputed higher FY21-23F share of profits from the wastemanagement associate. As a result, our TP is raised to MYR0.98, with a 0% ESG premium, based on our in-house proprietary ESG methodology. TWK is trading at 10.4x FY22F EV/EBITDA, at -1.4SD from its 5-year average rolling forward mean - which we think is attractive, considering the high dividend yield of 8%. TWK is not impacted by the Cukai Makmur,

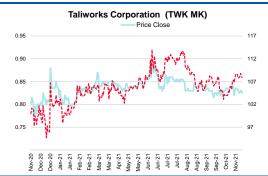
given its small earnings	base.				
Downside risks to our a broad-based econom to higher operating cost	ic slowdowi	n, deteriora	ting asset	quality givir	,
Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F

Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover (MYRm)	377	318	297	306	314
Recurring net profit (MYRm)	45	58	71	72	63
Recurring net profit growth (%)	35.3	28.0	22.6	2.0	(13.2)
Recurring P/E (x)	36.75	28.70	23.41	22.95	26.43
P/B (x)	1.6	1.7	1.9	2.0	2.2
P/CF (x)	2.59	25.56	12.08	12.60	13.24
Dividend Yield (%)	6.4	8.0	8.0	8.0	8.0
EV/EBITDA (x)	8.01	12.19	10.21	10.38	11.46
Return on average equity (%)	7.3	6.0	7.7	8.4	7.8
Net debt to equity (%)	net cash	net cash	net cash	net cash	1.4

Source: Company data, RHB

# **Share Performance (%)**

	YTD	1m	3m	6m	12m
Absolute	(1.2)	(0.6)	(0.6)	(1.8)	3.1
Relative	5.3	4.2	(1.7)	2.0	7.3
52-wk Price lov	v/high (MYR	R)		0.78	- 0.90



Source: Bloomberg

# Overall ESG Score: 3.00 (out of 4)

TWK integrates environmental management throughout the life cycle of each project. Some practices include tracking, managing and minimising air pollution and greenhouse gas emissions, and waste and effluents generated from across all areas of operations.

## S: GOOD

TWK prioritises work-life balance, and as such, provides for employees' welfare and well-being towards better integration of life and career. Employee training and development costs were up >100% to MYR1.1m in 2019, and up-to-date health & safety policies are in place.

## G: GOOD

While some elements of integrated reporting have been embodied in the Annual Report, overall, it is not an integrated report based on the parameters set by the International Integrated Reporting Council. Only 16% of board is represented by women, and the Remuneration Committee does not provide oversight on remuneration for senior management. TWK engages a third party investor relations outfit to facilitate communications with the investment community, with periodic meetings held.

Small cap stocks are defined as companies with a market capitalisation of less than USD1bn.



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# **Financial Exhibits**

Asia Malaysia Utilities

**Taliworks Corporation** 

TWK MK Buy

Valuation basis

SOP Valuation

# Key drivers

- i. Stable operations;
- ii. Favourable outcome on tariff hikes;
- iii. Lower losses at associate companies.

## Key risks

Risks to our call include:

- i. Unfavourable outcome on tariff revisions;
- Restrictive cash flow from its associates and JVs, given the step-up repayment of bonds/sukuk;
- iii. Deteriorating asset quality, giving rise to higher operating costs;
- iv. A broad-based economic slowdown;
- v. Escalating waste management costs, dragging the company into loses

# **Company Profile**

TWK is a pure-play infrastructure company primarily engaged in water treatment, supply and distribution — which involves management, operations & maintenance (O&M) of water treatment plants and water distribution systems. It is also engaged in highway toll concessionaires (O&M), engineering & construction, and waste management

Financial summary (MYR)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring EPS	0.02	0.03	0.04	0.04	0.03
DPS	0.05	0.07	0.07	0.07	0.07
BVPS	0.51	0.48	0.45	0.42	0.38
Return on average equity (%)	7.3	6.0	7.7	8.4	7.8

Valuation metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring P/E (x)	36.75	28.70	23.41	22.95	26.43
P/B (x)	1.6	1.7	1.9	2.0	2.2
FCF Yield (%)	38.4	3.9	8.0	7.6	7.2
Dividend Yield (%)	6.4	8.0	8.0	8.0	8.0
EV/EBITDA (x)	8.01	12.19	10.21	10.38	11.46
EV/EBIT (x)	9.99	16.22	13.41	13.99	16.05

Income statement (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover	377	318	297	306	314
Gross profit	148	117	117	114	101
EBITDA	180	129	154	153	142
Depreciation and amortisation	(36)	(32)	(37)	(40)	(41)
Operating profit	144	97	117	114	101
Net interest	(25)	(21)	(19)	(17)	(16)
Pre-tax profit	110	79	112	111	100
Taxation	(23)	(15)	(17)	(22)	(20)
Reported net profit	76	59	71	72	63
Recurring net profit	45	58	71	72	63

Cash flow (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Change in working capital	523	(49)	1	1	4
Cash flow from operations	643	65	138	132	126
Capex	(3)	(0)	(5)	(5)	(5)
Cash flow from investing activities	(541)	226	50	51	51
Dividends paid	(97)	(157)	(100)	(133)	(133)
Cash flow from financing activities	(120)	(277)	(143)	(166)	(166)
Cash at beginning of period	90	73	65	110	127
Net change in cash	(17)	14	45	16	11
Ending balance cash	73	87	110	127	138

Balance sheet (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total cash and equivalents	658	451	446	413	374
Tangible fixed assets	12	9	9	9	9
Total investments	291	277	285	293	301
Total assets	2,354	2,075	2,039	1,983	1,920
Short-term debt	40	30	30	30	30
Total long-term debt	428	358	358	358	358
Total liabilities	1,061	867	894	898	905
Total equity	1,293	1,208	1,146	1,085	1,015
Total liabilities & equity	2,354	2,075	2,039	1,983	1,920

Key metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Revenue growth (%)	0.8	(15.7)	(6.6)	3.2	2.3
Recurrent EPS growth (%)	35.3	28.0	22.6	2.0	(13.2)
Gross margin (%)	39.2	37.0	39.4	37.2	32.3
Operating EBITDA margin (%)	47.7	40.6	51.7	50.1	45.2
Net profit margin (%)	20.2	18.7	23.9	23.6	20.1
Dividend payout ratio (%)	138.9	223.7	187.3	183.6	211.5
Capex/sales (%)	0.9	0.1	1.6	1.7	1.7
Interest cover (x)	5.78	4.57	6.24	6.60	6.42

Source: Company data, RHB



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Figure 1: TWK's 3QFY21 results

	3Q2	2Q2	3Q2	QoQ	YoY			YoY	
FYE Dec (MYRm)	0	1	1	(%)	(%)	9MFY20	9MFY21	(%)	Comments
Revenue	82.6	61.9	102.3	65%	24%	243.0	229.8	-5%	
EBIT	27.2	18.5	64.3	248%	137%	78.9	101.4	28%	
EBIT margin (%)	33%	30%	63%			32%	44%		
Finance cost	(5.2)	(4.8)	(4.9)	-2%	6%	(16.0)	(14.3)	10%	
	0.5	0.2	5.0	2333%	895%	0.7	5.6	703%	Higher QoQ/YoY on the back of write back of provisions on heavy repairs, and cash
Share of JV	0.5	0.2	5.0	233376	09576	0.7	5.0	103%	compensation from non-increase in toll rates.
Share of Associate	0.1	2.3	2.8	22%	2310%	(4.2)	7.4	274%	•
Pretax profit	22.6	16.2	67.2	316%	198%	59.5	100.1	68%	
Pretax margin (%)	27%	26%	66%			24%	44%		
Tax	(3.9)	(2.9)	(3.9)	-34%	0%	(11.2)	(9.8)	13%	
Effective tax rate	17%	18%	6%			19%	10%		Lower ETR due to non-taxability of certain
(%)			(22.0						income
Minority interest	(2.5)	(0.7)	(22.0	3065%	-766%	(4.4)	(24.1)		
Net Profit	16.2	12.6	41.4	229%	156%	43.8	66.3	51%	
Core Profit	16.9	10.3	35.9	247%	112%	42.8	57.2	34%	Beat expectations
Core net margin (%)	20%	17%	35%			18%	25%		

Source: Company data, RHB

Figure 2: TWK's 3QFY21 segmental results

	3Q2	2Q2	3Q2	QoQ	YoY			YoY	
FYE Dec (MYRm)	0	1	1	(%)	(%)	9MFY20	9MFY21	(%)	Comments
Revenue									
Water treatment, supply and distribution	56.4	42.1	41.7	-1%	-26%	175.7	125.9	-28%	YoY decline due to cessation of Langkawi concession
Construction	3.2	2.7	1.4	-48%	-57%	8.2	8.0	-2%	
Tall bladesses	21.6	15.9	58.0	265%	168%	55.1	92.2	67%	ADT for Grand Saga fell 40% YoY/13% QoQ – impact was mitigated by the cash compensation
Toll highway Others	1.3	1.3	1.3	0%	-5%	3.9	3.8	-5%	due to the non-increase in toll rates for 2020
<b>EBIT</b> Water treatment,									Includes gain on disposal of Taliworks
supply and distribution	19.0	15.0	17.6	18%	-7%	61.0	47.1	-23%	Langkawi's property, plant and equipment and sundry income totaling RM2.7m in 3Q21
Construction	(0.2)	(0.4)	(0.5)	-27%	-109%	(0.6)	(1.8)	-201%	
Toll highway	10.6	6.4	50.8	690%	377%	25.4	64.9	155%	
Others	(2.2)	(2.6)	(3.6)	-43%	-65%	(6.9)	(8.8)	-28%	
EBIT Margins									
Water treatment, supply and distribution	34%	36%	42%			35%	37%		
Construction	-7%	-14%	-34%			-7%	-22%		
Toll highway	49%	40%	88%			46%	70%		

Source: Company data, RHB

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Figure 3: Taliworks' SOP valuation

Highway assets	Stake	FY22F FCFE	Per share	Remark
Grand Saga	51%	603.3	0.30	WACC 6.3%, concession up to 2045 with four toll rate hikes assumed
Grand Sepadu (45% economic benefit)	45%	107.2	0.05	WACC 6.3%, concession up to 2032 with two toll rate hikes assumed
Water assets	100%	414.7	0.21	WACC 6.3%, concession up to 2036 with contracted base supply rate assumed. No extension to Langkawi water asset.
Waste management asset	35%	369.4	0.18	WACC 6.3%, concession up to 2033
		P/E		
Construction	100%	12.0	0.00	
Solar Assets		180.35	0.09	Purchase price of MYR180.35
Remaining unallocated FY21F net debt		294.5	0.15	Adjusted to exclude net debts included in FCFE calculation for Grand Saga and the water assets, as well as the cash consideration for the solar assets.
No. of shares		2,015.8		
Gross SOTP		1981.4	0.98	
ESG discount/premium			0%	
SOTP			0.98	

Source: Company data, RHB

# **Recommendation Chart**

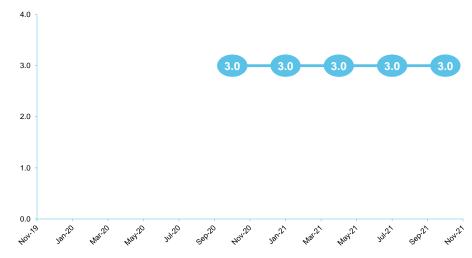


Source: RHB, Bloomberg



Source: RHB, Bloomberg

# **ESG** Rating History



Source: RHB

### **RHB Guide to Investment Ratings**

Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however

longer-term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

Take Profit: Target price has been attained. Look to accumulate at lower levels Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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Analyst	Company
=	=

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