



SunCon

RM1.80 - OUTPERFORM

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24 August 2023

Malaysia

Infrastructure

Reuters SCOG.KL **Bloomberg** SCGB MK

Priced on 23 August 2023 KLSE Comp @ 1,440.1

12M hi/lo RM1.81/1.43

12M price target RM1.95 **±%** potential +8%

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

Market cap US\$503m

3M ADV US\$0.2m

Foreign s'holding 1.0%

Major shareholders

Sunway Berhad 54.4% Sungei Way Corp Sdn Bhd 10.1%

| Blended ESG Score (%)* | |
|-------------------------------------|-------------------|
| Overall | 75.9 |
| Country average | 71.2 |
| GEM sector average | 70.5 |
| *Click to visit company page on cls | a.com for details |

Stock performance (%)

| | TIVI | SIVI | 1214 |
|-------------------|------------|---------------|-------|
| Absolute | 6.5 | 6.5 | 16.1 |
| Relative | 4.5 | 4.4 | 19.6 |
| Abs (US\$) | 6.5 | 4.7 | 12.6 |
| 2.2 (RM) | | (%) | T 150 |
| 2.0- | Maria | ne protection | 100 |
| 1.7 | \M | | - 50 |
| 1.4 | | • 1 | |
| 1.2 Aug-18 Dec-19 | A== 21 | Aug-22 | 0 |
| • | Apr-21 | • | |
| | SunCon (LF | IS) | |
| | Rel to Com | p (RHS) | |

Source: Bloomberg

Regaining revenue momentum

Better revenue and margin improving as new jobs progress

SunCon's 1H23 PATMI of RM60.8m (-9% YoY) formed 43% of forecast for FY23. On sequentially improved construction revenue (Figure 1), progress in data centre jobs and our expectation that projects that are still nascent will attain profit recognition thresholds later, we see its results as in line, and leave our FY23 forecast unchanged. Despite a cashflow drag during construction for the India project, a dividend of 3sen/share for the first half was retained, at a higher payout versus 1H22. We maintain our O-PF rating but lift our target price slightly, from RM1.92 to RM1.95.

Third straight quarter of construction revenue recovery, but not in margins yet

QoQ, construction of the RM1.7bn data centre, its largest project, picked-up pace (Figure 5), but with SunCon, having earlier this month, announced the project owner was given till end-December to negotiate specifications with new end-users implies work acceleration will be next year. Including this job, the Johor rapid transit link, and some others, form a sizeable mix of jobs below 10% completion, at c.60% of its RM5.8bn order book. Margin uplift will come in later quarters, we opine, after clocking in at 7.3% in 2Q23 versus 7.7% a quarter ago. India highways combined for a similar margin in 2Q23 at 7.3%, but is also exhibiting faster work one (Figure 5).

Order book win momentum remains strong

After a two quarter hiatus, SunCon added to its pre-cast book in 2Q with YTD wins of RM75m. Its total order book wins are RM1.59bn and form 80%/72% of guidance/our estimate. Its pre-cast, pre-tax margin rose to 4.7% in 2Q23, and we view operating leverage and Singapore dollar strength to help the bottom line. Meanwhile, supported by a tender book of RM27bn, the ability to meet order-book targets could count on data centres and warehousing, and is not strictly dependent on mega projects such as MRT3. Of note, the Vietnam power plant job is still pending financial close of the owner.

Dividends were a positive point

Due to a hybrid annuity model for India projects, negative operating cashflow narrowed QoQ. We expect India's MC highway to be completed by year-end, and thereafter annuity payments will lighten the working capital drag. Even so, a dividend of 3sen/share represented a slightly higher 64% payout ratio (1H22: 54%).

Retain O-PF rating and slight nudge up target price for recent power project win

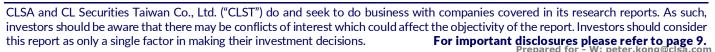
Our forecast changes in FY25 relate to the expected commercialisation of 29.9 MW corporate green power programme award. Accordingly, we lift our target price slightly to RM1.95, adding solar (DCF) to our PE-based core sectors (14x PE).

| Financials | | | | | |
|--------------------------|--------|-------|-------|-------|-------|
| Year to 31 December | 21A | 22A | 23CL | 24CL | 25CL |
| Revenue (RMm) | 1,729 | 2,155 | 2,562 | 2,888 | 2,776 |
| Rev forecast change (%) | - | - | 0.0 | 0.0 | 0.8 |
| Net profit (RMm) | 113 | 142 | 142 | 178 | 188 |
| NP forecast change (%) | - | - | 0.0 | 0.0 | 2.2 |
| EPS (sen) | 8.7 | 11.0 | 11.0 | 13.7 | 14.5 |
| CL/consensus (13) (EPS%) | - | - | 98 | 106 | 108 |
| EPS growth (% YoY) | 54.7 | 26.4 | (0.4) | 25.2 | 5.8 |
| PE (x) | 20.7 | 16.3 | 16.4 | 13.1 | 12.4 |
| Dividend yield (%) | 2.9 | 3.1 | 3.7 | 4.2 | 4.4 |
| ROE (%) | 16.9 | 19.8 | 18.5 | 21.2 | 20.4 |
| Net debt/equity (%) | (63.9) | (1.3) | 20.0 | 18.2 | 22.4 |

Source: www.clsa.com











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|-------|-----|---|----|---|---|----|----|---|
| inanc | ıal | S | at | a | g | la | nc | е |

| Profit & Loss (Mrm) | Financials at a gland | | | | | | |
|--|---------------------------------------|----------|---------|--------|-----------|---------|--------|
| Revenue | Year to 31 December | 2021A | 2022A | 2023CL | (% YoY) | 2024CL | 2025CL |
| Revenue | Profit & Loss (RMm) | | | | | | |
| Cogs (e-D&A) (1.566) (1.445) (2.321) 2.7 282 309 GGA and other expenses - | | 1,729 | 2,155 | 2,562 | 18.9 | 2,888 | 2,776 |
| Gross Portit (ex-D&A) 164 210 231 9.7 282 309 505 340 and there expenses 1 | Cogs (ex-D&A) | (1,566) | | | | (2,606) | |
| Op Ebitled 164 210 231 9,7 282 309 Op Ebit 136 187 177 5.5 243 260 Obe bit 136 187 179 5.5 243 260 Other non-Op items 5 2 2 5 2 | Gross Profit (ex-D&A) | 164 | | 231 | 9.7 | 282 | 309 |
| Depreciation/amortisation (27) (24) (34) (38) (49) Opt Ebit 136 187 197 5.5 243 2.00 Net interest inter(/exp) 11 (4) (13) (20) (27) Other non-Opi tems 5 2 2 5 2 2 Profit before tax 152 184 186 0.8 225 235 Taxaxtion (41) (45) (37) (45) (45) Profit after tax 111 139 148 7 180 188 Minority interest 2 4 70 (3) 0.0 Net profit 113 142 142 (0.4) 178 188 Adjusted profit 113 142 142 (0.4) 178 188 Cashflow (RMm) 2021A 2022A 2023CL (8 YeV) 2024CL 2025CL Operating profit 136 187 197 5.5 243 260 Operating profit 364 187 197 197 197 197 197 Operating profit 364 187 197 197 197 197 197 197 Operating profit 364 187 197 | SG&A and other expenses | - | - | - | | - | - |
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| Net interest inci/lexpr) | Depreciation/amortisation | (27) | (24) | (34) | | (38) | (49) |
| Other non-Op Items 5 2 2 5 2 2 2 7 2 15 235 Taxation (41) (45) (37) (45) (47) (45) (47) (45) (47) 180 188 Minority interest 2 4 (7) 180 188 Minority interest 2 4 (7) (3) 0 0 188 Minority interest 2 2 4 (7) (3) 0 188 Minority interest 2 2 4 (7) (43) 108 188 Algusted profit 113 142 142 142 (40) 178 188 Algusted profit 113 142 | Op Ebit | 136 | 187 | 197 | 5.5 | 243 | 260 |
| Porfit before tax | Net interest inc/(exp) | 11 | (4) | (13) | | (20) | (27) |
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| Minority interest 2 | | | | | | | |
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| Adjusted profit 113 142 142 (0.4) 178 188 Cashflow (RMm) 2021A 2022A 2023CL (3 4yy) 2024CL 205CL Operacting profit 136 187 197 5.5 243 260 Depreciation/amortisation 27 24 34 42.6 38 49 Working capital changes 83 (382) (233) (49) (4) Other lems (29) (68) (37) (45) (47) Net operating cashflow 218 (240) (40) 187 258 Capital expenditure (35) (112) (70) (70) (190) Fee cashflow 183 (352) (10) (70) (190) Fee cashflow 183 (352) (10) (59) (11 1 1 Net investing cashflow 162 (80) (80) (55) (50) (50) (50) (50) (50) (50) (50) | • | | | | | | |
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| Minorities/other equity 18 84 90 8 93 93 Total liabs & equity 1,864 2,236 2,634 17.8 2,998 3,287 Ratio analysis 2021A 2022A 2023CL (% YoY) 2024CL 2025CL Revenue growth (% YoY) 11.4 24.6 18.9 12.7 (3.9) Ebitda margin (%) 9.5 9.8 9.0 9.7 11.1 Ebit margin (%) 7.9 8.7 7.7 8.4 9.4 Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Provisions/other LT liabs | 10 | 3 | 3 | | 3 | |
| Minorities/other equity 18 84 90 8 93 93 Total liabs & equity 1,864 2,236 2,634 17.8 2,998 3,287 Ratio analysis 2021A 2022A 2023CL (% YoY) 2024CL 2025CL Revenue growth (% YoY) 11.4 24.6 18.9 12.7 (3.9) Ebitda margin (%) 9.5 9.8 9.0 9.7 11.1 Ebit margin (%) 7.9 8.7 7.7 8.4 9.4 Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Shareholder funds | 699 | 737 | 796 | 8 | 878 | 963 |
| Ratio analysis 2021A 2022A 2023CL (% YoY) 2024CL 2025CL Revenue growth (% YoY) 11.4 24.6 18.9 12.7 (3.9) Ebitda margin (%) 9.5 9.8 9.0 9.7 11.1 Ebit margin (%) 7.9 8.7 7.7 8.4 9.4 Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Minorities/other equity | 18 | | 90 | 8 | 93 | |
| Revenue growth (% YoY) 11.4 24.6 18.9 12.7 (3.9) Ebitda margin (%) 9.5 9.8 9.0 9.7 11.1 Ebit margin (%) 7.9 8.7 7.7 8.4 9.4 Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Total liabs & equity | 1,864 | 2,236 | 2,634 | 17.8 | 2,998 | 3,287 |
| Revenue growth (% YoY) 11.4 24.6 18.9 12.7 (3.9) Ebitda margin (%) 9.5 9.8 9.0 9.7 11.1 Ebit margin (%) 7.9 8.7 7.7 8.4 9.4 Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Ratio analysis | 2021A | 2022A | 2023CL | (% YoY) | 2024CL | 2025CL |
| Ebitda margin (%) 9.5 9.8 9.0 9.7 11.1 Ebit margin (%) 7.9 8.7 7.7 8.4 9.4 Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Revenue growth (% YoY) | 11.4 | | 18.9 | | 12.7 | |
| Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | | 9.5 | 9.8 | 9.0 | | 9.7 | |
| Net profit growth (%) 54.7 26.4 (0.4) 25.2 5.8 Op cashflow growth (% YoY) 201.1 (210.4) nm nm nm 37.5 Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Ebit margin (%) | 7.9 | 8.7 | 7.7 | | 8.4 | 9.4 |
| Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | | 54.7 | | | | | |
| Capex/sales (%) 2.0 5.2 2.7 2.4 6.8 Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | Op cashflow growth (% YoY) | 201.1 | (210.4) | nm | | | 37.5 |
| Net debt/equity (%) (63.9) (1.3) 20.0 18.2 22.4 Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | | | | | | | |
| Net debt/Ebitda (x) - - 0.8 0.6 0.8 ROE (%) 16.9 19.8 18.5 21.2 20.4 | | | | 20.0 | | 18.2 | |
| | | - | | 0.8 | | 0.6 | |
| | ROE (%) | 16.9 | 19.8 | 18.5 | | 21.2 | 20.4 |
| | ROIC (%) | 49.8 | 38.4 | 21.9 | | 22.0 | 20.8 |

Source: www.clsa.com

Find CLSA research on Bloomberg, Thomson Reuters, FactSet and CapitalIQ - and profit from our evalu@tor proprietary database at clsa.com

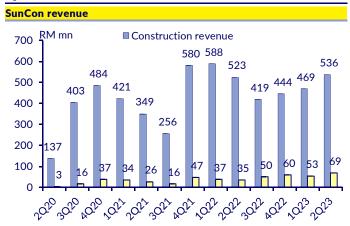
Regaining revenue momentum

Figure 1

| SunCon: financials | | | | | | | | |
|--------------------|---------|---------|--------------|---------|--------------|-----------|-----------|--------------|
| FYE 31 Dec (RM m) | 2Q23 | 2Q22 | YoY % Chg | 1Q23 | QoQ % Chg | 1H23 | 1H22 | YoY % Chg |
| Revenue | 604.1 | 557.9 | 8% | 522.1 | 16% | 1,126.2 | 1,182.5 | (5%) |
| Operating expenses | (562.5) | (517.6) | 9% | (484.3) | 16% | (1,047.8) | (1,100.7) | (5%) |
| Other income | 5.0 | 2.1 | 144% | 4.9 | 3% | 9.9 | 3.4 | 187% |
| EBITDA | 52.0 | 48.5 | 7% | 46.9 | 11% | 98.9 | 97.6 | 1% |
| Depreciation | (5.3) | (6.1) | (13%) | (5.3) | 1% | (10.6) | (12.3) | (14%) |
| EBIT | 46.7 | 42.4 | n.m. | 41.7 | 12% | 88.4 | 85.3 | 4% |
| Interest income | 6.7 | 3.2 | 112% | 4.1 | 64% | 10.8 | 5.4 | 101% |
| Interest expense | (11.5) | (3.2) | 260% | (8.3) | 39% | (19.7) | (4.3) | 355% |
| JV/Associate | 0.3 | 0.6 | n.m. | - | n.m. | 0.3 | 3.8 | (92%) |
| Pre-tax profit | 42.3 | 43.0 | (2%) | 37.5 | 13% | 79.8 | 90.1 | (12%) |
| Tax | (9.0) | (9.3) | (4%) | (8.9) | 1% | (17.9) | (20.9) | (14%) |
| Effective tax rate | 21.3% | 21.7% | n.m. | 24% | n.m. | 22.4% | 23.2% | (3%) |
| Minority interest | (0.27) | (1.33) | (80%) | (8.0) | (67%) | (1.1) | (2.5) | (56%) |
| Net profit | 33.3 | 32.3 | 3% | 27.83 | 20% | 60.8 | 66.8 | (9%) |
| EPS (sen) | 2.56 | 2.51 | 2% | 2.16 | 19% | 4.7 | 5.2 | (9%) |
| EBIT margin | 7.7% | 7.6% | | 8.0% | | 7.8% | 7.2% | |
| PBT margin | 7.0% | 7.7% | | 7.2% | | 7.1% | 7.6% | |

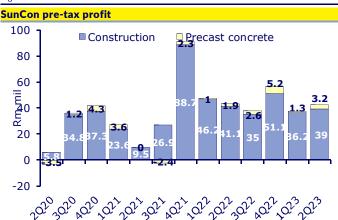
Source: CLSA, Company

Figure 2



Source: CLSA, Company

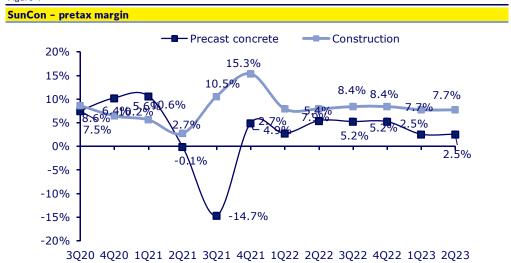
Figure 3



Source: CLSA, Company







Source: CLSA, Company

Figure 5

| Construction order book showing key projects – outstanding value and also QoQ movement | | | | | | | | | | |
|--|------------|---------|------|------|-----------------|-----------------|-----------------|--|--|--|
| | Outstandir | g value | | | QoQ cl | ange | | | | |
| RM mn | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 4Q22 vs 3Q22 | 1Q23 vs 4Q22 | 2Q23 vs 1Q23 | | | |
| JHBX1X0 | - | 1700 | 1656 | 1593 | n.a. | 44 | 63 | | | |
| RTS link | - | - | 605 | 587 | n.a. | n.a. | 18 | | | |
| Thorapalli Jittandahalli | 429 | 393 | 363 | 305 | 36 | 30 | 58 | | | |
| Meensurutti Chidambaram | 178 | 169 | 144 | 98 | 9 | 25 | 46 | | | |
| LSS4 Gopeng | - | 200 | 166 | 126 | n.a. | 34 | 40 | | | |
| LSS4 sharp venutres | - | 185 | 158 | 126 | n.a. | 27 | 32 | | | |
| Sunway Belfield | 311 | 275 | 236 | 202 | 36 | 39 | 34 | | | |
| Sunway South Quay Superstructure | - | 515 | 472 | 417 | n.a. | 43 | 55 | | | |
| Sunway South Quay Sq Superstructure (VO) | - | - | 607 | 607 | n.a. | n.a. | 0 | | | |
| SMC 4 + VO | 175 | 129 | 102 | 77 | 46 | 27 | 25 | | | |

Source: CLSA, Company



The difference with our previous RM1.92 valuation is the 3 sen per share from the solar project which is a new area

Figure 6

| rigure o | | |
|---------------------------------|--|-------|
| Valuation | | |
| PE method of valuation | Remarks | |
| Earnings (24CL) | 14.0x, ie 1sd above KLCON PE (10 year mean) | 178 |
| Multiple applied | | 14 |
| (a) Total for construc | ction + precast | 2,485 |
| (b) Solar* | | 29 |
| (c) Total | | 2,514 |
| Number of shares (unit million) | | 1,293 |
| Value per share/TP (RM) | | 1.95 |

| * Assumptions for solar | Remarks |
|-------------------------|---|
| Free cashflow to firm | 113 Discounted based on 7% WACC over 21 years |
| Less: debt | (84) 80% debt of RM120m Capex assumption (RM4m per megawatt on 29.9 MW) |
| Equity | 29 |

Source: CLSA

Figure 7

| SunCon - earnings change | es | | | | | |
|--------------------------|-----------------|-------|-------|-------|-------|-------|
| | | 2021 | 2022 | 23CL | 24CL | 25CL |
| Revenue (RM mn) | Revised | 1,729 | 2,155 | 2,562 | 2,888 | 2,776 |
| | Previous | 1,729 | 2,155 | 2,562 | 2,888 | 2,755 |
| | Forecast change | n.a. | n.a. | 0% | 0% | 1% |
| Net profit (RM mn) | Revised | 113 | 135 | 142 | 178 | 188 |
| | Previous | 113 | 135 | 142 | 178 | 184 |
| | Forecast change | n.a. | n.a. | 0% | 0% | 2% |

Source: CLSA

Valuation details

Our target price is derived from 14.0x 24CL earnings, one standard deviation above the 10-year mean PE for the KL Construction index. We accord an above-sector average PE, given the company's flow of internal jobs and strong balance sheet.

Investment risks

The main concern is construction risk. Specific risks include lower-than-expected margins (below 5-8%) or if the amount of projects secured falls below our expectation, either due to an inability to secure projects or project rollout delays. Higher-than-expected steel price increases could cut into margins as SunCon hedges steel needs for a future six-month period. On the precast segment, another risk is margin recovery timing, currently in the doldrums due to competition. Prolonged Covid-19 could also reduce operating efficiency.

Prepared for - W: peter.kong@clsa.com





Detailed financials

| Profit & Loss (RMm) | | | | | | | |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
| Revenue | 1,769 | 1,553 | 1,729 | 2,155 | 2,562 | 2,888 | 2,776 |
| Cogs (ex-D&A) | (1,587) | (1,429) | (1,566) | (1,945) | (2,332) | (2,606) | (2,467) |
| Gross Profit (ex-D&A) | 181 | 124 | 164 | 210 | 231 | 282 | 309 |
| Research & development costs | - | - | - | - | - | - | - |
| Selling & marketing expenses | - | - | - | - | - | - | - |
| Other SG&A | - | - | - | - | - | - | - |
| Other Op Expenses ex-D&A | - | - | - | - | - | - | - |
| Op Ebitda | 181 | 124 | 164 | 210 | 231 | 282 | 309 |
| Depreciation/amortisation | (40) | (33) | (27) | (24) | (34) | (38) | (49) |
| Op Ebit | 141 | 91 | 136 | 187 | 197 | 243 | 260 |
| Interest income | 25 | 17 | 16 | 14 | 12 | 11 | 15 |
| Interest expense | (13) | (7) | (5) | (18) | (25) | (31) | (42) |
| Net interest inc/(exp) | 12 | 10 | 11 | (4) | (13) | (20) | (27) |
| Associates/investments | 4 | 0 | 5 | 2 | 2 | 2 | 2 |
| Forex/other income | - | - | - | - | - | - | - |
| Asset sales/other cash items | - | - | - | - | - | - | - |
| Provisions/other non-cash items | - | - | - | - | - | - | - |
| Asset revaluation/Exceptional items | - | - | - | - | - | - | - |
| Profit before tax | 157 | 101 | 152 | 184 | 186 | 225 | 235 |
| Taxation | (27) | (28) | (41) | (45) | (37) | (45) | (47) |
| Profit after tax | 130 | 73 | 111 | 139 | 148 | 180 | 188 |
| Preference dividends | - | - | - | - | - | - | - |
| Profit for period | 130 | 73 | 111 | 139 | 148 | 180 | 188 |
| Minority interest | (1) | (1) | 2 | 4 | (7) | (3) | 0 |
| Net profit | 129 | 73 | 113 | 142 | 142 | 178 | 188 |
| Extraordinaries/others | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit avail to ordinary shares | 129 | 73 | 113 | 142 | 142 | 178 | 188 |
| Dividends | (90) | (52) | (68) | (71) | (85) | (97) | (103) |
| Retained profit | 39 | 21 | 45 | 71 | 56 | 81 | 84 |
| Adjusted profit | 129 | 73 | 113 | 142 | 142 | 178 | 188 |
| EPS (sen) | 10.0 | 5.6 | 8.7 | 11.0 | 11.0 | 13.7 | 14.5 |
| Adj EPS [pre excep] (sen) | 10.0 | 5.6 | 8.7 | 11.0 | 11.0 | 13.7 | 14.5 |
| Core EPS (sen) | 10.0 | 5.6 | 8.7 | 11.0 | 11.0 | 13.7 | 14.5 |
| DPS (sen) | 7.0 | 4.0 | 5.3 | 5.5 | 6.6 | 7.5 | 8.0 |

Profit & loss ratios

| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
|--------------------------------------|--------|--------|-------|--------|--------|--------|--------|
| Growth (%) | | | | | | | |
| Revenue growth (% YoY) | (21.6) | (12.2) | 11.4 | 24.6 | 18.9 | 12.7 | (3.9) |
| Ebitda growth (% YoY) | (15.5) | (31.6) | 32.0 | 28.5 | 9.7 | 22.1 | 9.8 |
| Ebit growth (% YoY) | (12.9) | (35.8) | 50.5 | 36.9 | 5.5 | 23.8 | 6.7 |
| Net profit growth (%) | (1.5) | (43.7) | 54.7 | 26.4 | (0.4) | 25.2 | 5.8 |
| EPS growth (% YoY) | (1.5) | (43.7) | 54.7 | 26.4 | (0.4) | 25.2 | 5.8 |
| Adj EPS growth (% YoY) | (1.5) | (43.7) | 54.7 | 26.4 | (0.4) | 25.2 | 5.8 |
| DPS growth (% YoY) | 0.0 | (42.9) | 31.3 | 4.8 | 20.0 | 13.6 | 6.7 |
| Core EPS growth (% YoY) | (1.5) | (43.7) | 54.7 | 26.4 | (0.4) | 25.2 | 5.8 |
| Margins (%) | | | | | | | |
| Gross margin (%) | 10.2 | 8.0 | 9.5 | 9.8 | 9.0 | 9.7 | 11.1 |
| Ebitda margin (%) | 10.2 | 8.0 | 9.5 | 9.8 | 9.0 | 9.7 | 11.1 |
| Ebit margin (%) | 8.0 | 5.8 | 7.9 | 8.7 | 7.7 | 8.4 | 9.4 |
| Net profit margin (%) | 7.3 | 4.7 | 6.5 | 6.6 | 5.5 | 6.1 | 6.8 |
| Core profit margin | 7.3 | 4.7 | 6.5 | 6.6 | 5.5 | 6.1 | 6.8 |
| Op cashflow margin | 9.0 | 4.7 | 12.6 | (11.1) | (1.6) | 6.5 | 9.3 |
| Returns (%) | | | | | | | |
| ROE (%) | 21.3 | 11.6 | 16.9 | 19.8 | 18.5 | 21.2 | 20.4 |
| ROA (%) | 6.3 | 3.4 | 5.3 | 6.9 | 6.5 | 6.9 | 6.6 |
| ROIC (%) | 42.4 | 24.6 | 49.8 | 38.4 | 21.9 | 22.0 | 20.8 |
| ROCE (%) | 64.1 | 35.0 | 48.8 | 34.9 | 21.0 | 22.0 | 21.3 |
| Other key ratios (%) | | | | | | | |
| Effective tax rate (%) | 17.2 | 27.5 | 27.3 | 24.6 | 20.0 | 20.0 | 20.0 |
| Ebitda/net int exp (x) | - | - | - | 50.7 | 17.8 | 14.2 | 11.5 |
| Exceptional or extraord. inc/PBT (%) | 0.0 | - | - | - | - | - | - |
| Dividend payout (%) | 70.0 | 71.0 | 60.3 | 49.9 | 60.2 | 54.6 | 55.0 |

Source: www.clsa.com











Balance sheet (RMm)

| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
|-----------------------------|-------|-------|-------|-------|--------|--------|--------|
| Cash & equivalents | 693 | 640 | 696 | 492 | 453 | 604 | 814 |
| Accounts receivable | 818 | 1,048 | 850 | 989 | 1,404 | 1,582 | 1,521 |
| Inventories | 25 | 34 | 46 | 53 | 53 | 53 | 53 |
| Other current assets | 174 | 20 | 20 | 104 | 88 | 91 | 91 |
| Current assets | 1,710 | 1,742 | 1,612 | 1,637 | 1,999 | 2,331 | 2,479 |
| Fixed assets | 139 | 104 | 125 | 372 | 408 | 440 | 580 |
| Investments | 49 | 49 | 127 | 223 | 223 | 223 | 223 |
| Goodwill | 4 | 4 | 0 | 0 | 0 | 0 | 0 |
| Other intangible assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other non-current assets | 4 | 7 | 1 | 4 | 4 | 4 | 4 |
| Total assets | 1,905 | 1,906 | 1,864 | 2,236 | 2,634 | 2,998 | 3,287 |
| Short term loans/OD | 233 | 234 | 93 | 172 | 172 | 172 | 172 |
| Accounts payable | 885 | 955 | 891 | 917 | 1,099 | 1,228 | 1,162 |
| Accrued expenses | - | - | - | - | - | - | - |
| Taxes payable | 1 | 4 | 7 | 7 | 7 | 7 | 7 |
| Other current liabs | 0 | 2 | 1 | 8 | 8 | 8 | 8 |
| Current liabilities | 1,120 | 1,195 | 992 | 1,103 | 1,285 | 1,415 | 1,349 |
| Long-term debt/leases/other | 53 | 67 | 145 | 309 | 459 | 609 | 879 |
| Convertible bonds | - | - | - | - | - | - | - |
| Provisions/other LT liabs | 107 | 6 | 10 | 3 | 3 | 3 | 3 |
| Total liabilities | 1,280 | 1,267 | 1,147 | 1,415 | 1,747 | 2,027 | 2,231 |
| Share capital | 259 | 259 | 259 | 259 | 259 | 259 | 259 |
| Retained earnings | 399 | 410 | 471 | 516 | 575 | 657 | 741 |
| Reserves/others | (35) | (31) | (30) | (37) | (37) | (37) | (37) |
| Shareholder funds | 623 | 637 | 699 | 737 | 796 | 878 | 963 |
| Minorities/other equity | 2 | 2 | 18 | 84 | 90 | 93 | 93 |
| Total equity | 625 | 639 | 717 | 821 | 887 | 971 | 1,056 |
| Total liabs & equity | 1,905 | 1,906 | 1,864 | 2,236 | 2,634 | 2,998 | 3,287 |
| Total debt | 286 | 301 | 238 | 481 | 631 | 781 | 1,051 |
| Net debt | (407) | (339) | (458) | (11) | 177 | 176 | 237 |
| Adjusted EV | 1,874 | 1,940 | 1,760 | 2,176 | 2,371 | 2,373 | 2,434 |
| BVPS (sen) | 48.2 | 49.3 | 54.1 | 57.0 | 61.6 | 67.9 | 74.5 |

Balance sheet ratios

| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
|--------------------------------------|--------|--------|--------|-------|--------|--------|--------|
| Key ratios | | | | | | | |
| Current ratio (x) | 1.5 | 1.5 | 1.6 | 1.5 | 1.6 | 1.6 | 1.8 |
| Growth in total assets (% YoY) | 5.1 | 0.1 | (2.2) | 20.0 | 17.8 | 13.8 | 9.6 |
| Growth in capital employed (% YoY) | (1.2) | 37.0 | (13.6) | 212.9 | 31.4 | 7.9 | 12.6 |
| Net debt to operating cashflow (x) | - | - | - | - | (4.5) | 0.9 | 0.9 |
| Gross debt to operating cashflow (x) | 1.8 | 4.2 | 1.1 | (2.0) | (15.8) | 4.2 | 4.1 |
| Gross debt to Ebitda (x) | 1.6 | 2.4 | 1.5 | 2.3 | 2.7 | 2.8 | 3.4 |
| Net debt/Ebitda (x) | - | - | - | - | 0.8 | 0.6 | 0.8 |
| Gearing | | | | | | | |
| Net debt/equity (%) | (65.0) | (53.1) | (63.9) | (1.3) | 20.0 | 18.2 | 22.4 |
| Gross debt/equity (%) | 45.8 | 47.1 | 33.2 | 58.6 | 71.1 | 80.4 | 99.5 |
| Interest cover (x) | 12.6 | 15.6 | 33.2 | 11.1 | 8.3 | 8.2 | 6.5 |
| Debt cover (x) | 0.6 | 0.2 | 0.9 | (0.5) | (0.1) | 0.2 | 0.2 |
| Net cash per share (sen) | 31.5 | 26.2 | 35.4 | 0.8 | (13.7) | (13.7) | (18.3) |
| Working capital analysis | | | | | | | |
| Inventory days | 6.3 | 7.6 | 9.4 | 9.3 | 8.4 | 7.5 | 7.9 |
| Debtor days | 175.7 | 219.4 | 200.4 | 155.7 | 170.4 | 188.7 | 204.0 |
| Creditor days | 216.1 | 235.1 | 215.3 | 169.7 | 157.8 | 162.9 | 176.9 |
| Working capital/Sales (%) | 7.4 | 9.1 | 1.0 | 10.0 | 16.9 | 16.8 | 17.6 |
| Capital employed analysis | | | | | | | |
| Sales/Capital employed (%) | 809.4 | 518.5 | 668.0 | 266.1 | 240.8 | 251.6 | 214.7 |
| EV/Capital employed (%) | 857.4 | 647.9 | 679.8 | 268.7 | 222.9 | 206.8 | 188.2 |
| Working capital/Capital employed (%) | 59.7 | 47.2 | 6.4 | 26.5 | 40.7 | 42.2 | 37.8 |
| Fixed capital/Capital employed (%) | 63.5 | 34.7 | 48.2 | 45.9 | 38.3 | 38.3 | 44.9 |
| Other ratios (%) | | | | | | | |
| PB (x) | 3.7 | 3.7 | 3.3 | 3.2 | 2.9 | 2.6 | 2.4 |
| EV/Ebitda (x) | 10.3 | 15.7 | 10.8 | 10.3 | 10.3 | 8.4 | 7.9 |
| EV/OCF (x) | 11.8 | 26.8 | 8.1 | (9.1) | (59.6) | 12.7 | 9.4 |
| EV/FCF (x) | 12.2 | 26.8 | 9.6 | (6.2) | (21.6) | 20.2 | 35.9 |
| EV/Sales (x) | 1.1 | 1.2 | 1.0 | 1.0 | 0.9 | 0.8 | 0.9 |
| Capex/depreciation (%) | 11.7 | 0.0 | 127.0 | 470.6 | 206.7 | 183.9 | 384.1 |

Source: www.clsa.com





Cashflow (RMm)

| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
|--|-------|-------|-------|--------|--------|--------|--------|
| Operating profit | 141 | 91 | 136 | 187 | 197 | 243 | 260 |
| Operating adjustments | 0 | 12 | 0 | 0 | 0 | 0 | 0 |
| Depreciation/amortisation | 40 | 33 | 27 | 24 | 34 | 38 | 49 |
| Working capital changes | 28 | (29) | 83 | (382) | (233) | (49) | (4) |
| Interest paid / other financial expenses | (13) | (6) | (4) | (18) | 0 | 0 | 0 |
| Tax paid | (38) | (29) | (29) | (51) | (37) | (45) | (47) |
| Other non-cash operating items | 1 | 0 | 4 | 0 | 0 | 0 | 0 |
| Net operating cashflow | 158 | 72 | 218 | (240) | (40) | 187 | 258 |
| Capital expenditure | (5) | 0 | (35) | (112) | (70) | (70) | (190) |
| Free cashflow | 154 | 72 | 183 | (352) | (110) | 117 | 68 |
| Acq/inv/disposals | (47) | - | (53) | - | - | - | - |
| Int, invt & associate div | 25 | 17 | 34 | 29 | 12 | 11 | 15 |
| Net investing cashflow | (26) | 17 | (54) | (83) | (58) | (59) | (175) |
| Increase in loans | 162 | (85) | (71) | 233 | 150 | 150 | 270 |
| Dividends | (91) | (62) | (52) | (90) | (89) | (98) | (103) |
| Net equity raised/others | - | - | - | 0 | - | 0 | 0 |
| Net financing cashflow | 72 | (147) | (122) | 143 | 61 | 52 | 167 |
| Incr/(decr) in net cash | 204 | (58) | 42 | (180) | (37) | 180 | 250 |
| Exch rate movements | 6 | 4 | 14 | (24) | (2) | (29) | (40) |
| Opening cash | 484 | 693 | 640 | 696 | 492 | 453 | 604 |
| Closing cash | 693 | 640 | 696 | 492 | 453 | 604 | 814 |
| OCF PS (sen) | 12.3 | 5.6 | 16.8 | (18.6) | (3.1) | 14.5 | 20.0 |
| FCF PS (sen) | 11.9 | 5.6 | 14.2 | (27.2) | (8.5) | 9.1 | 5.2 |

Cashflow ratio analysis

| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
|-------------------------------------|--------|---------|-------|---------|---------|--------|--------|
| Growth (%) | | | | | | | |
| Op cashflow growth (% YoY) | (0.7) | (54.3) | 201.1 | (210.4) | nm | nm | 37.5 |
| FCF growth (% YoY) | 48.8 | (52.9) | 152.9 | (292.5) | - | - | (42.2) |
| Capex growth (%) | (91.6) | (100.0) | - | 221.1 | (37.4) | 0.0 | 171.4 |
| Other key ratios (%) | | | | | | | |
| Capex/sales (%) | 0.3 | 0.0 | 2.0 | 5.2 | 2.7 | 2.4 | 6.8 |
| Capex/op cashflow (%) | 3.0 | 0.0 | 16.0 | (46.5) | (175.9) | 37.3 | 73.7 |
| Operating cashflow payout ratio (%) | 57.1 | 71.5 | 31.2 | - | - | 51.7 | 40.1 |
| Cashflow payout ratio (%) | 57.1 | 71.5 | 31.2 | - | - | 51.7 | 40.1 |
| Free cashflow payout ratio (%) | 58.9 | 71.5 | 37.1 | - | - | 82.5 | 152.4 |

DuPont analysis

| Dai ont analysis | | | | | | | |
|----------------------|-------|-------|-------|-------|--------|--------|--------|
| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
| Ebit margin (%) | 8.0 | 5.8 | 7.9 | 8.7 | 7.7 | 8.4 | 9.4 |
| Asset turnover (x) | 1.0 | 8.0 | 0.9 | 1.1 | 1.1 | 1.0 | 0.9 |
| Interest burden (x) | 1.1 | 1.1 | 1.1 | 1.0 | 0.9 | 0.9 | 0.9 |
| Tax burden (x) | 0.8 | 0.7 | 0.7 | 0.8 | 0.8 | 0.8 | 0.8 |
| Return on assets (%) | 6.3 | 3.4 | 5.3 | 6.9 | 6.5 | 6.9 | 6.6 |
| Leverage (x) | 3.1 | 3.0 | 2.8 | 2.7 | 2.9 | 3.0 | 3.1 |
| ROE (%) | 21.3 | 11.6 | 16.9 | 19.8 | 18.5 | 21.2 | 20.4 |

EVA® analysis

| Year to 31 December | 2019A | 2020A | 2021A | 2022A | 2023CL | 2024CL | 2025CL |
|--------------------------------------|-------|-------|-------|-------|--------|--------|--------|
| Ebit adj for tax | 117 | 66 | 99 | 141 | 157 | 195 | 208 |
| Average invested capital | 275 | 266 | 199 | 366 | 717 | 886 | 1,001 |
| ROIC (%) | 42.4 | 24.6 | 49.8 | 38.4 | 21.9 | 22.0 | 20.8 |
| Cost of equity (%) | 10.9 | 10.9 | 10.9 | 10.9 | 10.9 | 10.9 | 10.9 |
| Cost of debt (adj for tax) | 4.1 | 3.6 | 3.6 | 3.8 | 4.0 | 4.0 | 4.0 |
| Weighted average cost of capital (%) | 10.9 | 10.9 | 10.9 | 10.9 | 10.9 | 10.9 | 10.9 |
| EVA/IC (%) | 31.5 | 13.7 | 38.9 | 27.5 | 11.0 | 11.1 | 9.9 |
| EVA (RMm) | 87 | 37 | 77 | 101 | 79 | 98 | 99 |

Source: www.clsa.com



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| Date | Rec | Target | Date | Rec | Target |
|-------------|------|--------|-------------|------|--------|
| LATEST | O-PF | 1.95 | 17 Jan 2022 | BUY | 1.80 |
| 23 May 2023 | O-PF | 1.92 | 30 Jul 2021 | O-PF | 1.80 |
| 03 Jan 2023 | BUY | 1.92 | 21 May 2021 | O-PF | 1.95 |
| 23 Nov 2022 | BUY | 1.72 | | | |

Source: CLSA

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