## Malaysia Company Guide

# **Sunway Construction Group**

Version 10 | Bloomberg: SCGB MK | Reuters: SCOG.KL

Refer to important disclosures at the end of this report

DBS Group Research . Equity

25 Aug 2017

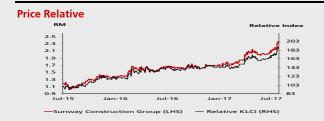
**HOLD** (Downgrade from buy)

Last Traded Price ( 24 Aug 2017): RM2.32 (KLCI : 1,772.94)
Price Target 12-mth: RM2.60 (12% upside) (Prev RM2.60)
Analyst

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### What's New

- 2Q17 results broadly in line, 3-sen DPS declared
- Construction earnings remained strong but manufacturing was weak
- We trim our FY17-19F earnings
- Valuation gap with larger cap peers narrowed.
   Downgrade to HOLD



Forecasts and Valuation				
FY Dec (RM m)	2016A	2017F	2018F	2019F
Revenue	1,789	2,301	2,658	2,833
EBITDA	185	225	247	269
Pre-tax Profit	154	188	210	232
Net Profit	124	151	168	185
Net Pft (Pre Ex.)	124	151	168	185
Net Pft Gth (Pre-ex) (%)	(2.9)	22.1	11.4	10.4
EPS (sen)	9.55	11.7	13.0	14.3
EPS Pre Ex. (sen)	9.55	11.7	13.0	14.3
EPS Gth Pre Ex (%)	(3)	22	11	10
Diluted EPS (sen)	9.55	11.7	13.0	14.3
Net DPS (sen)	4.00	5.25	5.84	6.45
BV Per Share (sen)	38.1	44.6	51.7	59.6
PE (X)	24.3	19.9	17.9	16.2
PE Pre Ex. (X)	24.3	19.9	17.9	16.2
P/Cash Flow (X)	37.5	19.9	15.0	14.1
EV/EBITDA (X)	14.4	11.6	10.3	9.1
Net Div Yield (%)	1.7	2.3	2.5	2.8
P/Book Value (X)	6.1	5.2	4.5	3.9
Net Debt/Equity (X)	CASH	CASH	CASH	CASH
ROAE (%)	26.2	28.2	27.0	25.8
Earnings Rev (%):		(3)	(6)	(1)
Consensus EPS (sen):		12.1	13.2	13.3
Other Broker Recs:		B: 8	S: 0	H: 6

Source of all data on this page: Company, AllianceDBS, Bloomberg Finance L.P

### Looking fairly valued

Malaysia's leading pure construction player. Sunway Construction Group (SCG) is the largest listed pure play construction company in Malaysia. Given its strong track record with MRT, LRT and BRT jobs previously, we are of the view that SCG is on a strong footing to bag several key infrastructure packages from the 11MP projects. SCG has also established itself as the only construction specialist to be involved in all three Rapid Line infra projects (MRT, LRT and BRT).

Where we differ: We had argued that purer play contractors should not trade at too steep a discount to the larger cap diversified players like IJM, Gamuda and WCT in times of a construction upcycle where there is sustained development spending from high-multiplier projects like MRT, LRT, High Speed Rail and ECRL. Nonetheless, this valuation gap has narrowed to 9-16% vs 40-60% previously. At current valuations, we think the stock is looking fairly valued.

**Key catalysts.** We believe there is a high probability SCG could exceed its RM2bn new order win forecast for FY17F given its aggressive bid for LRT 3 packages. It could bid for up to half of the 10 civil packages. In particular, there is one large work package which spans c.9km.Based on our sensitivity analysis, for every RM500m additional increase in new order wins for FY17F will raise our FY18F net profit by 4.3% and SOP-derived TP by 9.2%.

### Valuation:

Downgrade to HOLD, TP set at RM2.60. Our TP is based on sum-of-parts (SOP) valuation to reflect the growing contribution from its high-margin precast business. We believe pure play construction players should at least trade at parity to its more diversified larger-cap peers in times of rising government development expenditure.

### **Key Risks to Our View:**

The timely execution of its peak orderbook of RM4.3bn is crucial to minimise the risk of any earnings cuts. With its strong execution track record and experience, we believe the group is able to execute the projects in a timely manner.

#### At A Glance

Issued Capital (m shrs)	1,292
Mkt. Cap (RMm/US\$m)	2,998 / 701
Major Shareholders (%)	
Sunway Berhad	55.6
Tan Sri Jeffrey Cheah & Family	7.6
Free Float (%)	37.9
3m Avg. Daily Val (US\$m)	0.69

**ICB Industry**: Industrials / Construction & Materials



### **WHAT'S NEW**

### Looking fairly valued

**2Q17 results broadly in line:** Dividend of 3 sen (highest ever since listing) declared.

Construction made up for weaker manufacturing earnings: Construction earnings remained strong but manufacturing earnings impacted by slower progress from main contractor.

**Downgrade to HOLD, TP unchanged at RM2.60.** The stock price has done well. The valuation gap with its larger cap peers narrowing and we see limited upside from here.

In-line performance. SCG reported a 2Q17 net profit of RM37m (+17% y-o-y, +6% q-o-q), bringing 1H17 net profit to RM71m (+18% y-o-y). However, this was on the back of a 2% decline in 1H17 revenue to RM837m. The flattish revenue is expected as certain large-scale projects like MRT Line 2 have not filtered through meaningfully while the performance of its manufacturing division was also weak. We deem the results to be broadly in line with our and consensus estimates.

Higher margins for construction. 2Q17 construction pretax margin improved to 9.4% vs 5.9% in 2Q16 and 8.1% in 1Q17. The higher margins for this quarter were due to the better margins for ongoing projects and also the receipt of award from one of its Indian arbitration cases. There was also a reversal of doubtful debt of RM5m recognised under other income for this quarter, compared to RM2.6m in 2Q16. Construction turnover for 2Q17 rose 7% y-o-y to RM387m due to higher progress work from external building jobs. Its outstanding construction orderbook stands at RM4.3bn while tenderbook is at RM14bn.

Lower precast revenue but stable margins. For 2Q17, its precast division recorded turnover and pretax profit of RM30m (-56% y-o-y) and RM6m (-63% y-o-y) respectively. The lower numbers for 2Q17 was due to slower progress by

the main contractor and new jobs secured are only expected to contribute in the next financial year. 2Q17 pretax margin stood at 21% vs 24% in 2Q16. The outstanding precast orderbook as at 30 June 2017 stood at RM251m, sufficient for about a year of revenue visibility. The Tampines plant has been returned in April 2017 and its existing plants in Senai and Iskandar are sufficient for its existing job flows. Its Iskandar plant's capacity expansion from five to nine lines has been completed.

Trimming earnings. Given the slower-than-expected recognition for its manufacturing division, we lower our FY17-18F earnings by 3-6% per annum. We now forecast RM200m worth of new orders for manufacturing for FY17F vs RM300m previously. We have yet to factor in potential writebacks from its older projects which could happen in 2H17.

**Downgrade to HOLD, TP unchanged at RM2.60.** SCG's share price has done well YTD, up 38%. The valuation gap with its larger cap peers has also narrowed to 9-16% from 40-60% previously. As such, we downgrade our rating on the stock to HOLD from BUY previously.



### Quarterly / Interim Income Statement (RMm)

FY Dec	2Q2016	1Q2017	2Q2017	% chg yoy	% chg qoq
Revenue	430	420	417	(3.0)	(0.5)
Other Oper. (Exp)/Inc	(393)	(377)	(376)	(4.4)	(0.5)
Operating Profit	37.6	42.1	41.7	11.0	(0.8)
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	nm	nm
Associates & JV Inc	0.0	0.0	0.0	nm	nm
Net Interest (Exp)/Inc	0.51	2.11	1.04	103.9	(50.6)
Exceptional Gain/(Loss)	0.0	0.0	0.0	nm	nm
Pre-tax Profit	38.1	44.2	42.8	12.2	(3.2)
Tax	(6.8)	(9.5)	(6.1)	(10.8)	(36.2)
Minority Interest	0.0	0.0	0.0	nm	0.0
Net Profit	31.3	34.7	36.7	17.2	5.9
Net profit bef Except.	31.3	34.7	36.7	17.2	5.9
EBITDA	37.6	42.1	41.7	11.0	(8.0)
Margins (%)					
Opg Profit Margins	8.7	10.0	10.0		
Net Profit Margins	7.3	8.3	8.8		

Source of all data: Company, AllianceDBS



# CRITICAL DATA POINTS TO WATCH Critical Factors

Contract wins key driver. Even with its relatively short listing history, we can deduce that contract wins and to some extent earnings delivery are the key critical factors. The biggest outperformance seen was in March 2016 when it won a RM1.2bn V201 package for MRT Line 2. In April 2017, there was a notable share price increase. This was likely on the back of smaller-scaled contract wins in March as well as expectations of becoming reinstated as Shariah compliant again.

Stronger infrastructure orderbook. We think SCG's construction segment is entering a 'sweet spot' on the back of the expected upturn in Malaysia's construction industry. YTD wins amount to RM1bn while its outstanding orderbook is RM4.3bn. YTD wins include its MRT S201 package of RM212m which is part of its RM1.2bn MRT V201 package. Recall, the station package value is embedded in the total viaduct contract value and will be open for tender to other subcontractors. About half of its outstanding orderbook comes from two key projects – MRT Line 2 V201 and Putrajaya Parcel F. The quality of its orderbook is also strong and we think margins should also be relatively intact. Suncon is guiding for RM2bn of new wins for FY17F inclusive of precast. For 2016, the company's new contract wins of RM2.7bn exceeded its initial guidance of RM2.5bn.

Highly profitable precast segment. SCG's precast segment should be sturdy in contributing a larger share of earnings to the group. SCG's precast division made up 13-16% of revenue in FY12-FY16. It was the largest earnings contributor in FY15, accounting for 57% of the group's overall EBIT. The group believes the normalised margin lies in the 20-25% range. This is supported by sustainable orders from the Singapore market. Its Tampines plant has been returned but will be compensated by an additional four lines for its Iskandar plant and better capacity for its Senai plant. The overall capacity for both plants is now 156,000m<sup>3</sup> per annum.

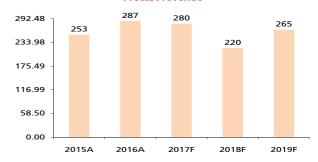
What's in store for 2017? With tenders for LRT 3 already in progress, we expect some awards towards 3Q17. We understand it will bid for four to five packages including a sizeable one which would enable it to beat its new order win guidance if it wins. Besides LRT 3, it will continue to bid for internal jobs, BRT KL-Klang and there is also a traffic dispersal project in KL. It is exploring jobs overseas in two countries, Myanmar and Indonesia, but works are just in the preliminary stages.



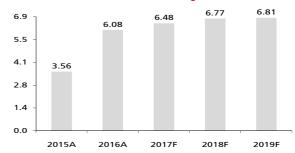
### Construction revenue



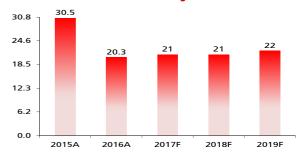
### Precast revenue



### **Construction EBIT margins**



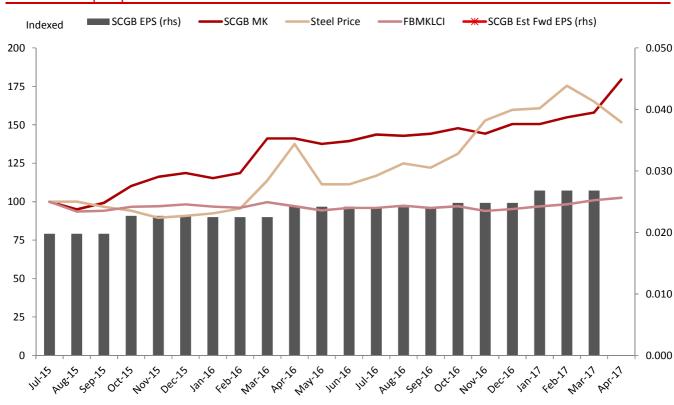
### **Precast EBIT margins**



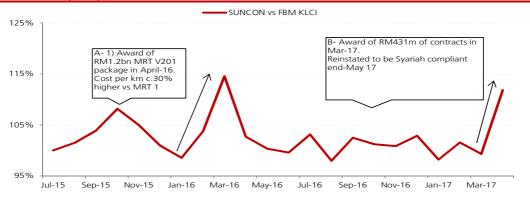


Appendix 1: A look at Company's listed history – what drives its share price?

### Suncon's share price performance



### Suncon's share price performance vs KLCI



SCG has a relatively short listing history with its IPO on July 2015. Thus far, it appears that contract wins is the main share driver given that it is a pure play construction stock. From January to March 2016 (Period A), SCG saw significant share price gains due to the announcement of its RM1.2bn V201 package for MRT Line 2. On a cost per km basis, the contract was also c.30% higher than its MRT Line 1 package. For = Period B, January to April 17, there were also significant share price increases. This is likely due to anticipation of it being reinstated as a Shariah-compliant stock, coupled with some other contract wins worth a total of RM431m.



### **Balance Sheet:**

Strong balance sheet and cash generation ability. As at 30 June 2017, the group had a net cash position of RM364m, with no long-term borrowings and minimal working capital requirements going forward. We estimate the group will retain its strong balance sheet with a net cash position in FY17F and FY18F. Meanwhile, its ROAE is expected to hover around the 26-28% level.

#### **Share Price Drivers:**

**Executing on peak orderbook.** SCG's outstanding orderbook now stands at RM4.3bn which is at its peak. This gives it two and a half years of visibility. The largest projects are Putrajaya Parcel F and MRT Line 2, V201 package which form about half of the orderbook. More importantly, we think pretax margins for these two key projects will be at least 7-8%. Recall that 2015's pretax margin was low at 3.6% due to MRT Line 1 and KLCC project (NEC and Package 2 and 2A) where certain losses and provisions were recognised.

**Dividend payout policy of at least 35%.** SCG is committed to distribute a minimum 35% of its core profit to shareholders, which is uncommon among construction players. This could be attributable to its sizeable operations with a large asset base that requires little capex spending ahead. We have imputed a 45% dividend payout ratio, based on our strong net cash forecasts. This translates into decent yields of c.3-4%.

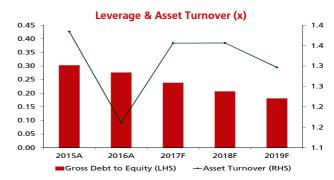
### **Key Risks:**

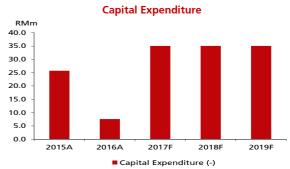
**Delays in construction.** There may be project cost overruns due to several factors such as design and engineering issues and soil conditions.

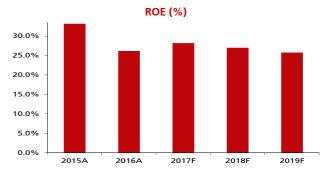
**Fluctuating prices of raw materials.** The construction business typically requires a wide range of raw materials including steel bars, ready-mixed concrete, diesel, electrical cables and fittings, which are all subject to price fluctuations.

### **Company Background**

An established player with 30 years of heritage, Sunway Construction Group (SCG) is one of Malaysia's largest construction companies. It adopts an integrated business model that covers various phases of construction activities, from project design to completion.













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FY Dec	2015A	2016A	2017F	2018F	2019F
New order wins	2,600	2,600	2,000	2,100	1,800
Construction revenue	1,664	1,502	2,021	2,438	2,568
Precast revenue	253	287	280	220	265
Construction EBIT margins		6.08	6.48	6.77	6.81
Precast EBIT margins		20.3	21.0	21.0	22.0
Segmental Breakdown					
FY Dec	2015A	2016A	2017F	2018F	2019F
Revenues (RMm)					
Construction	1,664	1,502	2,021	2,438	2,568
Precast Concrete	253	287	280	220	265
Total	1,917	1,789	2,301	2,658	2,833
EBIT (RMm)					
Construction		91.4	131	165	175
Precast Concrete		58.2	58.8	46.2	58.3

211

6.8

21.0

7.9

190

6.5

21.0

8.2

233

6.8 22.0 **8.2** 

### Income Statement (RMm)

EBIT Margins (%)
Construction

Precast Concrete

Total

Total

FY Dec	2015A	2016A	2017F	2018F	2019F
Revenue	1,917	1,789	2,301	2,658	2,833
Cost of Goods Sold	(1,514)	(1,413)	(1,860)	(2,193)	(2,344)
Gross Profit	403	376	441	465	489
Other Opng (Exp)/Inc	(267)	(227)	(251)	(253)	(256)
Operating Profit	136	150	190	211	233
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	(0.1)	0.0	0.0	0.0	0.0
Net Interest (Exp)/Inc	4.54	4.08	(1.4)	(1.4)	(1.4)
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	141	154	188	210	232
Tax	(13.0)	(30.0)	(37.7)	(42.0)	(46.4)
Minority Interest	(0.6)	(0.1)	0.0	0.0	0.0
Preference Dividend	0.0	0.0	0.0	0.0	0.0
Net Profit	127	124	151	168	185
Net Profit before Except.	127	124	151	168	185
EBITDA	178	185	225	247	269
Growth					
Revenue Gth (%)	1.9	(6.7)	28.6	15.5	6.6
EBITDA Gth (%)	10.1	4.0	21.6	9.5	8.8
Opg Profit Gth (%)	13.4	9.7	26.9	11.3	10.4
Net Profit Gth (Pre-ex) (%)	1.9	(2.9)	22.1	11.4	10.4
Margins & Ratio					
Gross Margins (%)	21.0	21.0	19.2	17.5	17.3
Opg Profit Margin (%)	7.1	8.4	8.2	7.9	8.2
Net Profit Margin (%)	6.6	6.9	6.6	6.3	6.5
ROAE (%)	33.2	26.2	28.2	27.0	25.8
ROA (%)	9.2	8.0	8.9	8.6	8.5
ROCE (%)	25.3	20.9	22.2	21.9	21.4
Div Payout Ratio (%)	40.7	41.9	45.0	45.0	45.0
Net Interest Cover (x)	NM	NM	139.5	150.9	161.9

136

7.1

150

6.1

20.3

8.4



<b>Quarterly / Interim</b>	Income Statement (F	RMm)
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	2Q2016	3Q2016	4Q2016	1Q2017	2Q2017
Revenue	430	381	553	420	417
Cost of Goods Sold	0.0	0.0	0.0	0.0	0.0
Gross Profit	430	381	553	420	417
Other Oper. (Exp)/Inc	(393)	(342)	(516)	(377)	(376)
Operating Profit	37.6	39.6	37.0	42.1	41.7
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	0.0	0.0	0.0	0.0	0.0
Net Interest (Exp)/Inc	0.51	0.84	0.60	2.11	1.04
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	38.1	40.4	37.6	44.2	42.8
Tax	(6.8)	(9.1)	(5.7)	(9.5)	(6.1)
Minority Interest	0.0	(0.2)	0.0	0.0	0.0
Net Profit	31.3	31.1	32.0	34.7	36.7
Net profit bef Except.	31.3	31.1	32.0	34.7	36.7
EBITDA	37.6	39.6	37.0	42.1	41.7
Growth					
Revenue Gth (%)	1.4	(11.4)	45.2	(24.2)	(0.5)
EBITDA Gth (%)	6.3	5.2	(6.4)	13.5	(0.8)
Opg Profit Gth (%)	6.3	5.2	(6.4)	13.5	(0.8)
Net Profit Gth (Pre-ex) (%)	7.8	(0.6)	2.7	8.3	5.9
Margins					
Opg Profit Margins (%)	8.7	10.4	6.7	10.0	10.0
Net Profit Margins (%)	7.3	8.2	5.8	8.3	8.8
· ·	7.5	0.2	5.0	0.5	0.0
Balance Sheet (RMm) FY Dec	2015A	2016A	2017F	2018F	2019F
Net Fixed Assets	163	135	134	134	133
Invts in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other LT Assets	17.4	15.2	15.2	15.2	15.2
					703
Cash & ST Invts	468	467	516	607	
Cash & ST Invts Inventory	17.3	24.0	23.1	26.8	28.5
Cash & ST Invts Inventory Debtors	17.3 835	24.0 912	23.1 1,122	26.8 1,296	28.5 1,382
Cash & ST Invts Inventory Debtors Other Current Assets	17.3 835 14.4	24.0 912 14.9	23.1 1,122 14.9	26.8 1,296 14.9	28.5 1,382 14.9
Cash & ST Invts Inventory Debtors Other Current Assets	17.3 835	24.0 912	23.1 1,122	26.8 1,296	28.5 1,382
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets	17.3 835 14.4	24.0 912 14.9	23.1 1,122 14.9	26.8 1,296 14.9	28.5 1,382 14.9
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt	17.3 835 14.4 <b>1,515</b>	24.0 912 14.9 <b>1,567</b>	23.1 1,122 14.9 <b>1,825</b>	26.8 1,296 14.9 <b>2,093</b>	28.5 1,382 14.9 <b>2,276</b>
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor	17.3 835 14.4 <b>1,515</b>	24.0 912 14.9 <b>1,567</b>	23.1 1,122 14.9 <b>1,825</b>	26.8 1,296 14.9 <b>2,093</b>	28.5 1,382 14.9 <b>2,276</b>
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt	17.3 835 14.4 <b>1,515</b> 137 913	24.0 912 14.9 <b>1,567</b> 137 925	23.1 1,122 14.9 <b>1,825</b> 138 1,099	26.8 1,296 14.9 <b>2,093</b> 139 1,274	28.5 1,382 14.9 <b>2,276</b> 140 1,353
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt	17.3 835 14.4 <b>1,515</b> 137 913 9.26	24.0 912 14.9 <b>1,567</b> 137 925 11.4	23.1 1,122 14.9 <b>1,825</b> 138 1,099 11.4	26.8 1,296 14.9 <b>2,093</b> 139 1,274 11.4	28.5 1,382 14.9 <b>2,276</b> 140 1,353 11.4
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities	17.3 835 14.4 <b>1,515</b> 137 913 9.26 0.0	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0	23.1 1,122 14.9 <b>1,825</b> 138 1,099 11.4 0.0	26.8 1,296 14.9 <b>2,093</b> 139 1,274 11.4 0.0	28.5 1,382 14.9 <b>2,276</b> 140 1,353 11.4 0.0
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61	26.8 1,296 14.9 2,093 139 1,274 11.4 0.0 0.61	28.5 1,382 14.9 <b>2,276</b> 140 1,353 11.4 0.0 0.61
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61 493	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576	26.8 1,296 14.9 <b>2,093</b> 139 1,274 11.4 0.0 0.61 668	28.5 1,382 14.9 <b>2,276</b> 140 1,353 11.4 0.0 0.61 770
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61 493 0.76 <b>1,567</b>	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61 493 0.76 <b>1,567</b>	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61 493 0.76 <b>1,567</b>	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61 493 0.76 <b>1,567</b> 14.2 331 178.2	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61 493 0.76 <b>1,567</b> 14.2 331 178.2 243.6	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5 207.6
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3 4.6	24.0 912 14.9 <b>1,567</b> 137 925 11.4 0.0 0.61 493 0.76 <b>1,567</b> 14.2 331 178.2 243.6 5.5	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5 4.7	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7 4.2	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5 207.6 4.4
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3 4.6 1.4	24.0 912 14.9 1,567 137 925 11.4 0.0 0.61 493 0.76 1,567 14.2 331 178.2 243.6 5.5 1.2	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5 4.7 1.4	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7 4.2 1.4	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5 207.6 4.4 1.3
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3 4.6 1.4	24.0 912 14.9 1,567 137 925 11.4 0.0 0.61 493 0.76 1,567 14.2 331 178.2 243.6 5.5 1.2	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5 4.7 1.4	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7 4.2 1.4 1.4	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5 207.6 4.4 1.3 1.4
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3 4.6 1.4	24.0 912 14.9 1,567 137 925 11.4 0.0 0.61 493 0.76 1,567 14.2 331 178.2 243.6 5.5 1.2 1.3	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5 4.7 1.4 1.3 1.3	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7 4.2 1.4 1.3	28.5 1,382 14.9 2,276  140 1,353 11.4 0.0 0.61 770 0.76 2,276  60.2 563 172.5 207.6 4.4 1.3 1.4 1.4
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x) Net Debt/Equity (X)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3 4.6 1.4 1.3 1.2 CASH	24.0 912 14.9 1,567 137 925 11.4 0.0 0.61 493 0.76 1,567 14.2 331 178.2 243.6 5.5 1.2 1.3 1.3 CASH	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5 4.7 1.4 1.3 1.3 CASH	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7 4.2 1.4 1.3 CASH	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5 207.6 4.4 1.3 1.4 1.4 CASH
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x) Net Debt/Equity (X) Net Debt/Equity ex MI (X)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3 4.6 1.4 1.3 1.2 CASH	24.0 912 14.9 1,567 137 925 11.4 0.0 0.61 493 0.76 1,567 14.2 331 178.2 243.6 5.5 1.2 1.3 1.3 CASH CASH	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5 4.7 1.4 1.3 1.3 CASH CASH	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7 4.2 1.4 1.3 CASH CASH	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5 207.6 4.4 1.3 1.4 CASH
Cash & ST Invts Inventory Debtors Other Current Assets Total Assets  ST Debt Creditor Other Current Liab LT Debt Other LT Liabilities Shareholder's Equity Minority Interests Total Cap. & Liab.  Non-Cash Wkg. Capital Net Cash/(Debt) Debtors Turn (avg days) Creditors Turn (avg days) Inventory Turn (avg days) Asset Turnover (x) Current Ratio (x) Quick Ratio (x) Net Debt/Equity (X)	17.3 835 14.4 1,515 137 913 9.26 0.0 4.10 451 0.63 1,515 (56.1) 332 154.7 211.3 4.6 1.4 1.3 1.2 CASH	24.0 912 14.9 1,567 137 925 11.4 0.0 0.61 493 0.76 1,567 14.2 331 178.2 243.6 5.5 1.2 1.3 1.3 CASH	23.1 1,122 14.9 1,825 138 1,099 11.4 0.0 0.61 576 0.76 1,825 49.8 378 161.3 202.5 4.7 1.4 1.3 1.3 CASH	26.8 1,296 14.9 2,093  139 1,274 11.4 0.0 0.61 668 0.76 2,093  52.9 468 166.0 200.7 4.2 1.4 1.3 CASH	28.5 1,382 14.9 2,276 140 1,353 11.4 0.0 0.61 770 0.76 2,276 60.2 563 172.5 207.6 4.4 1.3 1.4 1.4 CASH



### Cash Flow Statement (RMm)

FY Dec	2015A	2016A	2017F	2018F	2019F
Dro Toy Drofit	1.41	15/	100	210	222
Pre-Tax Profit	141	154	188	210	232
Dep. & Amort.	41.9	35.7	35.6	35.4	35.4
Tax Paid	(13.0)	(30.0)	(37.7)	(42.0)	(46.4)
Assoc. & JV Inc/(loss)	0.0	0.0	0.0	0.0	0.0
Chg in Wkg.Cap.	79.9	(71.9)	(35.6)	(3.1)	(7.3)
Other Operating CF	(13.6)	(7.6)	0.0	0.0	0.0
Net Operating CF	236	79.9	151	200	213
Capital Exp.(net)	(25.7)	(7.5)	(35.0)	(35.0)	(35.0)
Other Invts.(net)	0.0	0.0	0.0	0.0	0.0
Invts in Assoc. & JV	0.0	0.0	0.0	0.0	0.0
Div from Assoc & JV	0.0	0.0	0.0	0.0	0.0
Other Investing CF	(38.8)	86.1	0.0	0.0	0.0
Net Investing CF	(64.5)	78.5	(35.0)	(35.0)	(35.0)
Div Paid	(70.0)	(84.0)	(67.8)	(75.6)	(83.4)
Chg in Gross Debt	1.64	(0.3)	1.00	1.00	1.00
Capital Issues	0.0	0.0	0.0	0.0	0.0
Other Financing CF	65.7	1.25	0.0	0.0	0.0
Net Financing CF	(2.6)	(83.1)	(66.8)	(74.6)	(82.4)
Currency Adjustments	0.0	0.0	0.0	0.0	0.0
Chg in Cash	169	75.3	48.9	90.7	96.0
Opg CFPS (sen)	12.1	11.7	14.4	15.7	17.1
Free CFPS (sen)	16.3	5.60	8.95	12.8	13.8

### **Target Price & Ratings History**



S.No.	Date of Report	Closing Price	12-mth Target Price	Rating
1:	23 Aug 16	1.63	1.92	BUY
2:	26 Aug 16	1.62	1.92	BUY
3:	02 Sep 16	1.64	1.92	BUY
4:	06 Oct 16	1.70	1.92	BUY
5:	18 Oct 16	1.67	1.92	BUY
6:	21 Oct 16	1.74	1.92	BUY
7:	24 Oct 16	1.69	1.92	BUY
8:	08 Nov 16	1.65	1.92	BUY
9:	23 Nov 16	1.62	1.92	BUY
10:	06 Dec 16	1.62	1.92	BUY
11:	10 Jan 17	1.70	1.92	BUY
12:	16 Jan 17	1.68	1.92	BUY
13:	07 Feb 17	1.76	1.92	BUY
14:	24 Feb 17	1.75	2.13	BUY
15:	03 Mar 17	1.70	2.13	BUY
16:	27 Mar 17	1.78	2.13	BUY
17:	05 Apr 17	1.81	2.13	BUY
18:	27 Apr 17	1.95	2.13	BUY
19:	28 Apr 17	2.00	2.13	BUY
20:	05 May 17	2.00	2.13	BUY
21:	26 May 17	2.10	2.60	BUY
22:	02 Jun 17	2.08	2.60	BUY
23:	16 Jun 17	2.01	2.60	BUY
24:	07 Jul 17	2.01	2.60	BUY
25:	02 Aug 17	2.15	2.60	BUY

Source: AllianceDBS

Analyst: Chong Tjen-San

AllianceDBS recommendations are based an Absolute Total Return\* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

BUY (>15% total return over the next 12 months for small caps, >10% for large caps)

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

**FULLY VALUED** (negative total return i.e. > -10% over the next 12 months)

SELL (negative total return of > -20% over the next 3 months, with identifiable catalysts within this time frame)

Share price appreciation + dividends

Completed Date: 24 Aug 2017 18:33:22 (MYT) Dissemination Date: 25 Aug 2017 09:00:06 (MYT)

Sources for all charts and tables are AllianceDBS unless otherwise specified.

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