# Sunway

RM1.70 - BUY

### **Andrew Lim**

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1 April 2021

# Malaysia

# **Property**

Reuters SWAY.KL Bloomberg SWB MK

Priced on 31 March 2021 KLSE Comp @ 1,573.5

**12M hi/lo** RM1.70/1.23

**12M price target** RM2.00 **±% potential** +18%

Shares in issue 4,873.7m Free float (est.) 31.0%

Market cap US\$2bn
3M ADV US\$1.0m

Foreign s'holding 10.0%

Maior shareholders

Sungei Wei Corp 51.4% EPF 9.9%

| Blended ESG Score (%)*               |                   |
|--------------------------------------|-------------------|
| Overall                              | 82.7              |
| Country average                      | 70.3              |
| GEM sector average                   | 67.5              |
| *Click to visit company page on clsa | a.com for details |

#### Stock performance (%)

|               | 1M          | 3M          | 12M   |
|---------------|-------------|-------------|-------|
| Absolute      | 13.3        | 5.6         | 9.7   |
| Relative      | 13.6        | 9.2         | (5.8) |
| Abs (US\$)    | 10.1        | 2.7         | 14.3  |
| 2.0 T (R      | M)          | (%)         | T 150 |
| 1.8-          | MAPA        |             |       |
| 1.6 - Typ-Van | M           | white was   | 100   |
| 1.5-          | T'N         | المالية     | - 50  |
| 1.3-          | "           | <b>V</b> -\ |       |
| 1.1           | т т         | ı           |       |
| Apr-19 Oc     | t-19 Apr-20 | Oct-20      |       |
| -             | Sunway (LF  |             |       |
|               | Rel to Comp | (KHS)       |       |

Source: Bloomberg

# The sun will rise

# Earnings growth trajectory with a potential healthcare stake divestment

Sunway's FY20 earnings were above estimates, and it set higher YoY FY21 sales and launch targets. Healthcare operations showed signs of improvement and we expect SMCV to breakeven by end-FY21. We lift our SOTP-derived target price from RM1.80 to RM2.00 (based on a 10% holding company discount) as we impute a higher healthcare contribution. We maintain our BUY recommendation; Sunway is our sector top pick.

#### FY20 earnings above expectations and strong recognition of foreign handovers

4Q20 core earnings of RM230.4m (-3.8% YoY/2.4x QoQ) brought tis FY20 core earnings to RM384.5m (-39.5% YoY) which formed 107% of ours and consensus expectations. Its results were above expectations largely due to a stronger-than-expected recognition of its foreign handovers and a rebound in the healthcare segment. A full-year dividend of 1.5 sen per share was declared (20% payout).

#### Strong growth targets set and 1Q21 off to a good start

The company set higher effective targets for both sales (RM1.4bn, up 43% YoY) and launches (RM2.3bn, up 35% YoY) for FY21. Notably, 1Q21 launches worth RM1.4bn have achieved encouraging take-up rates of over 70%. Effective unbilled sales stood at RM1.9bn as of 4Q20 which is a strong cover ratio of 3.8x on FY20's property revenue (or 3.4x from FY19).

# Encouraging healthcare segment recovery and SMCV should breakeven by year-end

4Q20 saw improvement both YoY and QoQ on the back of a higher number of outpatient treatment in both SMC and SMCV. The blended utilisation of the two hospitals is c.60%, compared to a pre-Covid-19 rate of c.70%. Notably, operating losses of SMCV have narrowed to -RM3.9m (from -RM11.7m YoY) and we expect the hospital to be PBT breakeven by end-FY21 (representing a gestation period of just c.2 years). Kindly refer to page 3 for and updated on the company.

#### Maintain BUY rating on a higher target price of RM2.00

We input a stronger FY22 contribution for the healthcare segment of RM80m (from RM60m) and maintain our BUY rating on a higher SOTP-derived RM2.00 target price (from RM1.88) based on a 10% SOTP discount, in line with its average. Our fair value excludes the implied potential healthcare stake divestment (currently in the advanced stages) value which could represent up to RM0.30 from our existing valuation. We believe earnings have bottomed, and that it has a growth trajectory over the coming years. The stock is currently trading at a 1.07x P/BV which is slightly above its mean.

| Financials               |       |        |       |       |       |
|--------------------------|-------|--------|-------|-------|-------|
| Year to 31 December      | 19A   | 20A    | 21CL  | 22CL  | 23CL  |
| Revenue (RMm)            | 4,780 | 3,833  | 5,282 | 5,963 | 6,366 |
| Rev forecast change (%)  | -     | -      | (0.3) | 1.6   | -     |
| Net profit (RMm)         | 636   | 385    | 468   | 641   | 841   |
| NP forecast change (%)   | -     | -      | 1.5   | 2.1   | -     |
| EPS (sen)                | 13.0  | 7.9    | 9.6   | 13.2  | 17.3  |
| CL/consensus (11) (EPS%) | -     | -      | 90    | 102   | -     |
| EPS growth (% YoY)       | 14.2  | (39.5) | 21.6  | 37.1  | 31.2  |
| PE (x)                   | 13.0  | 21.5   | 17.7  | 12.9  | 9.9   |
| Dividend yield (%)       | 5.3   | 0.9    | 2.0   | 3.1   | 4.1   |
| ROE (%)                  | 7.8   | 4.5    | 5.3   | 7.0   | 8.6   |
| Net debt/equity (%)      | 60.9  | 51.0   | 45.4  | 44.8  | 39.0  |

Source: www.clsa.com

2





Financials at a glance

| Year to 31 December  | 2019A  | 2020A  | 2021CL  | (% YoY)   | 2022CL  | 2023CL  |
|--|--|--|---|---|---|---|
| Profit & Loss (RMm)  |  |  |   | <del></del>   |   |   |
| Revenue  | 4,780  | 3,833  | 5,282   | 37.8  | 5,963   | 6,366   |
| Cogs (ex-D&A)  | (4,415)  | (3,857)  | (3,616)   | 37.0  | (4,141)   | (4,480)   |
| Gross Profit (ex-D&A)  | 366  | (3,837)  | 1.666   |   | 1,823   | 1,887   |
| SG&A and other expenses  | 438  | 509  | (842)   |   | (814)   | (789)   |
| Op Ebitda  | 804  | 485  | 824   | 70.1  | 1,008   | 1,098   |
| Depreciation/amortisation  | (234)  | (234)  | (280)   | 70.1  | (308)   | (333)   |
| Op Ebit  | 570  | 251  | 545   | 117.1   | 701   | 765   |
| Net interest inc/(exp)   | 34   | 28   | 19  | (32.8)  | 25  | 32  |
| Other non-Op items   | 188  | 255  | 165   | (35.2)  | 214   | 361   |
| Profit before tax  | 792  | 534  | 729   | 36.4  | 940   | 1,157   |
| Taxation   | (78)   | (102)  | (118)   |   | (152)   | (167)   |
| Profit after tax   | 713  | 432  | 610   | 41.2  | 788   | 990   |
| Minority interest  | (78)   | (48)   | (92)  |   | (95)  | (98)  |
| Net profit   | 636  | 385  | 468   | 21.6  | 641   | 841   |
| Adjusted profit  | 702  | 364  | 468   | 28.3  | 641   | 841   |
| Cashflow (RMm)   | 2019A  | 2020A  | 2021CL  | (% YoY)   | 2022CL  | 2023CL  |
| Operating profit   | 570  | 251  | 545   | 117.1   | 701   | 765   |
| Depreciation/amortisation  | 234  | 234  | 280   | 19.6  | 308   | 333   |
| Working capital changes  | (354)  | (137)  | 274   |   | (372)   | 219   |
| Other items  | 235  | 480  | (12)  |   | (14)  | (19)  |
| Net operating cashflow   | 685  | 828  | 1,086   | 31.2  | 622   | 1,298   |
| Capital expenditure  | (297)  | (521)  | (600)   |   | (600)   | (600)   |
| Free cashflow  | 387  | 307  | 486   | 58.3  | 22  | 698   |
| M&A/Others   | (1,095)  | (364)  | 0   |   | 0   | 0   |
| Net investing cashflow   | (1,392)  | (885)  | (600)   |   | (600)   | (600)   |
| Increase in loans  | 1,060  | (940)  | -   |   | -   | -   |
| Dividends  | (306)  | (254)  | (124)   |   | (215)   | (308)   |
| Net equity raised/other  | (255)  | 1,016  | 0   |   | 0   | 0   |
| Net financing cashflow   | 499  | (178)  | (124)   |   | (215)   | (308)   |
| Incr/(decr) in net cash  | (209)  | (235)  | 361   |   | (193)   | 390   |
| Exch rate movements  | (2,373)  | (82)   | 0   |   | 0   | 0   |
| Balance sheet (RMm)  | 2019A  | 2020A  | 2021CL  | (% YoY)   | 2022CL  | 2023CL  |
|  |  |  |   |   |   |   |
| Cash & equivalents   | 2,555  | 2,237  | 2,599   | 16.1  | 2,405   | 2,796   |
| Cash & equivalents Accounts receivable   | 2,555<br>3,015   | 2,237<br>2,441   | 2,599<br>1,447  | 16.1<br>(40.7)  | 2,405<br>1,634  |   |
| •  |  |  |   |   |   | 2,796   |
| Accounts receivable  | 3,015  | 2,441  | 1,447   | (40.7)  | 1,634<br>3,129<br>3,225   | 2,796<br>1,744  |
| Accounts receivable Other current assets   | 3,015<br>2,636   | 2,441<br>2,393   | 1,447<br>2,682  | (40.7)<br>12.1  | 1,634<br>3,129  | 2,796<br>1,744<br>3,652   |
| Accounts receivable Other current assets Fixed assets  | 3,015<br>2,636<br>2,749  | 2,441<br>2,393<br>2,611  | 1,447<br>2,682<br>2,932   | (40.7)<br>12.1<br>12.3  | 1,634<br>3,129<br>3,225   | 2,796<br>1,744<br>3,652<br>3,492  |
| Accounts receivable Other current assets Fixed assets Investments  | 3,015<br>2,636<br>2,749<br>8,087<br>332<br>2,121   | 2,441<br>2,393<br>2,611<br>8,181   | 1,447<br>2,682<br>2,932<br>8,259<br>351<br>2,905  | (40.7)<br>12.1<br>12.3<br>1<br>0                                | 1,634<br>3,129<br>3,225<br>8,360  | 2,796<br>1,744<br>3,652<br>3,492<br>8,604<br>351<br>2,905   |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets  | 3,015<br>2,636<br>2,749<br>8,087<br>332<br>2,121<br><b>21,495</b>  | 2,441<br>2,393<br>2,611<br>8,181<br>351<br>2,905<br>21,119   | 1,447<br>2,682<br>2,932<br>8,259<br>351<br>2,905<br><b>21,175</b>   | (40.7)<br>12.1<br>12.3<br>1<br>0<br>0                           | 1,634<br>3,129<br>3,225<br>8,360<br>351<br>2,905<br>22,009  | 2,796<br>1,744<br>3,652<br>3,492<br>8,604<br>351<br>2,905<br>23,543   |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt  | 3,015<br>2,636<br>2,749<br>8,087<br>332<br>2,121<br><b>21,495</b><br>7,025   | 2,441<br>2,393<br>2,611<br>8,181<br>351<br>2,905<br><b>21,119</b><br>5,132   | 1,447<br>2,682<br>2,932<br>8,259<br>351<br>2,905<br><b>21,175</b><br>6,005  | (40.7)<br>12.1<br>12.3<br>1<br>0<br>0<br>0.3<br>17              | 1,634<br>3,129<br>3,225<br>8,360<br>351<br>2,905<br><b>22,009</b><br>6,005  | 2,796<br>1,744<br>3,652<br>3,492<br>8,604<br>351<br>2,905<br>23,543<br>6,005  |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable   | 3,015<br>2,636<br>2,749<br>8,087<br>332<br>2,121<br><b>21,495</b><br>7,025<br>2,714  | 2,441<br>2,393<br>2,611<br>8,181<br>351<br>2,905<br>21,119<br>5,132<br>2,532   | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101  | (40.7)<br>12.1<br>12.3<br>1<br>0<br>0<br>0.3<br>17<br>(17)      | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362  | 2,796<br>1,744<br>3,652<br>3,492<br>8,604<br>351<br>2,905<br>23,543<br>6,005<br>3,214   |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs   | 3,015<br>2,636<br>2,749<br>8,087<br>332<br>2,121<br><b>21,495</b><br>7,025<br>2,714<br>91  | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165   | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165  | (40.7)<br>12.1<br>12.3<br>1<br>0<br>0<br>0.3<br>17<br>(17)<br>0 | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165  | 2,796<br>1,744<br>3,652<br>3,492<br>8,604<br>351<br>2,905<br>23,543<br>6,005<br>3,214<br>165  |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs  | 3,015<br>2,636<br>2,749<br>8,087<br>332<br>2,121<br><b>21,495</b><br>7,025<br>2,714<br>91<br>1,274                                   | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374   | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501  | (40.7)<br>12.1<br>12.3<br>1<br>0<br>0<br>0.3<br>17<br>(17)      | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501  | 2,796<br>1,744<br>3,652<br>3,492<br>8,604<br>351<br>2,905<br>23,543<br>6,005<br>3,214   |
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| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity Ratio analysis Revenue growth (% YoY)   | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6)                                    | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8)                                     | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8                                   | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 2022CL 12.9                                     | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8                                   |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%)  | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8                               | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6                                | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6                              | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 2022CL 12.9 16.9                                | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2                              |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%)  | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8 11.9                          | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6 6.5                            | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6 10.3                         | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 202CL 12.9 16.9 11.8                            | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2 12.0                         |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%) Petit profit growth (%)  | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8 11.9 14.2                     | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6 6.5 (39.5)                     | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6 10.3 21.6                    | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 202CL 12.9 16.9 11.8 37.1                       | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2 12.0 31.2                    |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%) Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY)   | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8 11.9 14.2 (28.4)              | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6 6.5 (39.5) 20.9                | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6 10.3 21.6 31.2               | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 202CL 12.9 16.9 11.8 37.1 (42.7)                | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2 12.0 31.2 108.7              |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%) Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%)   | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8 11.9 14.2 (28.4) 6.2          | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6 6.5 (39.5) 20.9 13.6           | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6 10.3 21.6 31.2 11.4          | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 2022CL 12.9 16.9 11.8 37.1 (42.7) 10.1          | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2 12.0 31.2 108.7 9.4          |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%) Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%) Net debt/equity (%)                     | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8 11.9 14.2 (28.4) 6.2 60.9     | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6 6.5 (39.5) 20.9 13.6 51.0      | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6 10.3 21.6 31.2 11.4 45.4     | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 2022CL 12.9 16.9 11.8 37.1 (42.7) 10.1 44.8     | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2 12.0 31.2 108.7 9.4 39.0     |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%) Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%) Net debt/equity (%) Net debt/Ebitda (x) | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8 11.9 14.2 (28.4) 6.2 60.9 7.1 | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6 6.5 (39.5) 20.9 13.6 51.0 10.9 | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6 10.3 21.6 31.2 11.4 45.4 6.0 | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 2022CL 12.9 16.9 11.8 37.1 (42.7) 10.1 44.8 5.1 | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2 12.0 31.2 108.7 9.4 39.0 4.3 |
| Accounts receivable Other current assets Fixed assets Investments Intangible assets Other non-current assets Total assets Short-term debt Accounts payable Other current liabs Long-term debt/CBs Provisions/other LT liabs Shareholder funds Minorities/other equity Total liabs & equity  Ratio analysis Revenue growth (% YoY) Ebitda margin (%) Ebit margin (%) Net profit growth (%) Op cashflow growth (% YoY) Capex/sales (%) Net debt/equity (%)                     | 3,015 2,636 2,749 8,087 332 2,121 21,495 7,025 2,714 91 1,274 957 8,389 1,044 21,495 2019A (11.6) 16.8 11.9 14.2 (28.4) 6.2 60.9     | 2,441 2,393 2,611 8,181 351 2,905 21,119 5,132 2,532 165 2,374 585 8,557 1,775 21,119 2020A (19.8) 12.6 6.5 (39.5) 20.9 13.6 51.0      | 1,447 2,682 2,932 8,259 351 2,905 21,175 6,005 2,101 165 1,501 585 8,951 1,866 21,175 2021CL 37.8 15.6 10.3 21.6 31.2 11.4 45.4     | (40.7) 12.1 12.3 1 0 0 0 0.3 17 (17) 0 (36.8) 0 4.6 5.2 0.3     | 1,634 3,129 3,225 8,360 351 2,905 22,009 6,005 2,362 165 1,501 585 9,429 1,962 22,009 2022CL 12.9 16.9 11.8 37.1 (42.7) 10.1 44.8     | 2,796 1,744 3,652 3,492 8,604 351 2,905 23,543 6,005 3,214 165 1,501 585 10,013 2,060 23,543 2023CL 6.8 17.2 12.0 31.2 108.7 9.4 39.0     |

Source: www.clsa.com

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FY19 and 9M20 financial statements were restated

Encouraging 1Q21 take-up rates

#### Restatement of financial statements

The quarter saw restatements in its financial statements in relation to its Perpetual Sukuk whereby it is now classified as a liability (from equity previously) as it does not meet the definition of equity in accordance with MFRS132 Financial Instruments: Presentations. Nonetheless, we note that this does not have an impact to our bottom-line forecasts moving forward as we had always deducted the payments to Perpetual Sukuk to derive our core earnings. Moving forward, the payments to Perpetual Sukuk will now be classified under the Finance Cost.

# **Property sales and launch updates**

New effective sales (i.e. adjusted for ownership stake) worth RM172m was achieved in 4Q20, bringing FY20 to RM1bn. Effective unbilled sales stood at RM1.9bn as of 4Q20, representing a strong cover ratio of 3.8x on FY20's property revenue (or 3.4x on FY19's). With regards to launches, 1Q21 saw the launch of products worth RM 1.2bn (with RM910m stemming from a project in Singapore). Notably, both these products have achieved encouraging take-up rates of over 70%. For the rest of the year, RM1.6bn (RM780m from China) worth of products will be launched, with most of them taking place in 2H21. We remain confident on the project in China given that it is the final phase (phase 3) of its development whereby its previous phases have been fully sold. The company is setting higher effective targets for both sales (RM1.4bn, up 43% YoY) and launches (RM2.3bn, up 35% YoY) for FY21.

Figure 1

| Sunway's 2021 indicative launches |                              |                     |               |  |  |  |  |  |  |  |
|-----------------------------------|------------------------------|---------------------|---------------|--|--|--|--|--|--|--|
| Project                           | Product Type                 | Location            | GDV<br>(RM'm) |  |  |  |  |  |  |  |
| Sunway Belfield Phase 1           | Service Apartments           | Jalan Belfield, KL  | 320           |  |  |  |  |  |  |  |
| Sunway ARTESSA                    | Condominium                  | Wansa Maju , KL     | 300           |  |  |  |  |  |  |  |
| Sunway Damansara Hill             | Service Residences & Retail  | Kota Damansara , KL | 220           |  |  |  |  |  |  |  |
| Sunway Kajang Phase 1             | Service Apartments & Retail  | Kajang, Selangor    | 270           |  |  |  |  |  |  |  |
| Parc Central Residences           | <b>Executive Condominium</b> | Tampines, Singapore | 910           |  |  |  |  |  |  |  |
| Sunway Gardens Phase 3            | Condominium                  | Tianjin, China      | 780           |  |  |  |  |  |  |  |
| Total                             |                              |                     | 2800          |  |  |  |  |  |  |  |

Source: CLSA, Company

# Healthcare contribution on track to grow

### **Healthcare segment updates**

Overall performance in 4Q20 saw improvements both YoY and QoQ on the back of higher number of outpatient treatments in both Sunway Medical Centre (SMC) and SMC Velocity. The blended utilisation of the two hospitals are at c.60%, in comparison to pre-Covid-19 rates of c.70%. Notably, operating losses of SMCV has narrowed to -RM3.9m (from -RM11.7m YoY) and management conservatively expects the hospital to PBT breakeven by end-FY21. This implies the hospital to only have a gestation period of just over 2 years since it commenced in Sep 2019 (despite being impacted by the ongoing pandemic). Given the encouraging earnings registered, we adjust our FY22 earnings forecasts upwards to reflect stronger contributions from both SMC and SMCV, which should more than sufficiently offset any potential start-up losses from the upcoming hospitals in 2022 (i.e. SMC Tower D and E alongside its maiden hospital in Penang).



Figure 2

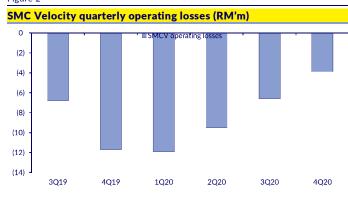


Figure 3

| Beds | Completion   |
|------|--|
| 616  | Completed  |
| 240  | Completed  |
| 200  | 2022   |
| 400  | 2022   |
| 250  | 2023   |
| 200  | beyond 2023  |
| 200  | beyond 2023  |
| 300  | beyond 2023  |
| 100  | beyond 2023  |
| 120  | beyond 2023  |
| 2626 |  |
|      | 616<br>240<br>200<br>400<br>250<br>200<br>200<br>300<br>100<br>120 |

Source: CLSA, Company

Source: CLSA, Company

Potential healthcare stake divestment in its advanced stages

### Potential healthcare stake divestment

Discussions on the potential healthcare stake divestment are at the advanced stage. To recap, Sunway was reportedly looking to divest its 20-25% stake in its healthcare arm which could potentially fetch at least US\$250m. This implies the segment to be valued at least RM4bn, in comparison to our current segment valuation of RM2.4bn (representing a 40% discount). Management reassured that the amount raised should be sufficient to fund the upcoming four hospitals depending on stake divested (capex of up to c.RM1.5bn per bed). With regards to any potential listing of the segment, we gather that it will likely require a number of years to ensure an optimal value is achieved.

We believe earnings have bottomed

## **Earnings growth trajectory**

We expect earnings to have bottomed, with FY21 showing improvements (up 21.6% YoY) on the back of the low base effect from FY20 albeit still impacted by the border closures. Earnings growth in FY22 (up 37.1% YoY) should be largely supported by the recovery in the property investment segment as international borders should reopen by then. FY23 will then see further earnings growth (up 31.2% YoY) from the handover of foreign projects.



Figure 4

| Sunway's results summary |        |                 |          |                 |          |                 |                 |         |
|--------------------------|--------|-----------------|----------|-----------------|----------|-----------------|-----------------|---------|
|                          | 4Q20   | 4Q19 (restated) | YoY      | 3Q20 (restated) | QoQ      | FY20 (restated) | FY19 (restated) | YoY     |
| Revenue                  | 1278.0 | 1353.0          | 5.9%     | 1027.2          | 31.7%    | 3833.3          | 4780.3          | (19.8%) |
| Property Development     | 184.3  | 218.2           | 18.4%    | 103.4           | 110.9%   | 495.0           | 545.9           | (9.3%)  |
| Property Investment      | 46.1   | 220.9           | 379.8%   | 98.1            | 125.2%   | 334.0           | 803.5           | (58.4%) |
| Construction             | 424.6  | 318.0           | (25.1%)  | 255.0           | 24.7%    | 990.2           | 1273.3          | (22.2%) |
| Trading/Manufacturing    | 245.8  | 232.2           | (5.5%)   | 231.0           | 0.5%     | 812.1           | 959.8           | (15.4%) |
| Quarry                   | 109.8  | 136.4           | 24.3%    | 105.6           | 29.2%    | 321.4           | 348.1           | (7.7%)  |
| Healthcare               | 178.0  | 162.9           | (8.5%)   | 168.0           | (3.0%)   | 620.3           | 584.8           | 6.1%    |
| Others                   | 89.5   | 64.4            | (28.1%)  | 66.1            | (2.7%)   | 260.3           | 265.0           | (1.8%)  |
| EBIT                     | 46.0   | 110.9           | 140.9%   | 135.1           | (17.9%)  | 250.8           | 570.1           | (56.0%) |
| Net Interest             | 44.1   | 51.9            | 17.7%    | (4.4)           | n.m.     | 28.5            | 34.0            | (16.2%) |
| Share of Associates/JCE  | 161.6  | 89.3            | (44.7%)  | 30.4            | 193.7%   | 230.0           | 261.2           | (12.0%) |
| PBT                      | 251.7  | 252.1           | 0.2%     | 161.2           | 56.4%    | 509.3           | 865.3           | (41.1%) |
| Property Development     | 218.6  | 111.5           | (49.0%)  | 21.7            | 414.2%   | 297.0           | 228.5           | 29.9%   |
| Property Investment      | (82.6) | 85.3            | (203.2%) | 60.5            | 40.9%    | (30.8)          | 323.1           | (109.5% |
| Construction             | 39.0   | 42.1            | 8.2%     | 37.0            | 13.9%    | 105.1           | 162.3           | (35.3%) |
| Trading/Manufacturing    | 11.4   | 4.2             | (63.4%)  | 7.2             | (41.9%)  | 24.9            | 30.0            | (17.2%) |
| Quarry                   | 5.6    | 7.8             | 40.4%    | 7.7             | 1.9%     | 14.8            | 16.1            | (8.4%)  |
| Healthcare               | 22.5   | 11.1            | (50.7%)  | 15.4            | (28.2%)  | 17.4            | 61.5            | (71.7%) |
| Others                   | 37.4   | (9.9)           | (126.5%) | 11.6            | (185.2%) | 81.0            | 43.7            | 85.3%   |
| Tax                      | (44.8) | (41.5)          | (7.4%)   | (25.0)          | 65.7%    | (102.0)         | (78.4)          | 30.0%   |
| PAT                      | 207.0  | 210.7           | 1.8%     | 136.1           | 54.8%    | 407.3           | 786.9           | (48.2%) |
| MI                       | (13.9) | (27.2)          | 95.8%    | (15.3)          | 77.4%    | (47.7)          | (77.7)          | (38.6%) |
| PATAMI                   | 193.1  | 183.5           | (5.0%)   | 120.8           | 51.9%    | 359.6           | 709.2           | (49.3%) |
| EI                       | 37.3   | 38.1            | 2.3%     | (55.5)          | (168.8%) | 24.9            | (73.4)          | (133.9% |
| Core Earnings            | 230.4  | 221.6           | (3.8%)   | 65.3            | 239.1%   | 384.5           | 635.8           | (39.5%) |
| EBIT margin              | 3.6%   | 8.2%            | 4.6%     | 13.2%           | (5.0%)   | 6.5%            | 11.9%           | (5.4%)  |
| PBT margin               | 19.7%  | 18.6%           | (1.1%)   | 15.7%           | 2.9%     | 13.3%           | 18.1%           | (4.8%)  |
| PAT margin               | 18.0%  | 16.4%           | (1.6%)   | 6.4%            | 10.0%    | 10.0%           | 13.3%           | (3.3%)  |

Source: CLSA, Company

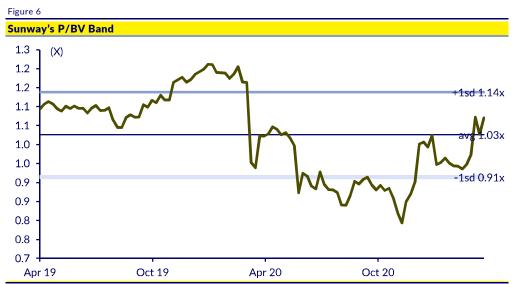
Figure 5

| Sunway's SOP-derived valuation     | 1            |          |  |
|------------------------------------|--------------|----------|--|
| Division                           | Value (RM m) | RM/share | Methodology  |
| Construction (SunCon)              | 1,537        | 0.32     | 54.56% stake based on Sunway<br>Construction TP of RM 2.18 |
| Sunway REIT (SunREIT)              | 1,960        | 0.40     | 40.88% stake based on Sunway REIT TP of RM 1.50            |
| Property Development               | 2,062        | 0.42     | Discounted RNAV  |
| Property Investment                | 2,228        | 0.46     | Book Value   |
| Healthcare                         | 2,401        | 0.49     | 30X forward P/E  |
| Trading & Manufacturing            | 261          | 0.05     | 10X forward P/E  |
| Quarry                             | 105          | 0.02     | 10X forward P/E  |
|                                    | 10,553       | 2.17     |  |
| Holding Company Net<br>Cash/(Debt) | 288          | 0.06     |  |
|                                    | 10,840       | 2.22     |  |
| 10% Holding Company Discount       | (1,084)      | (0.22)   |  |
| Fair Value (RM)                    | 9,756        | 2.00     |  |

Source: CLSA, Company



Currently trading at 1.07x P/BV which is slightly above its historical mean



Source: CLSA, Bloomberg

#### Valuation details

Our target price is based on a 10% SOTP-discount towards a SOTP-derived value to reflect the various company's businesses. SunCon and SunReit are valued at the effective stake of the implied market cap derived from our target price. Property development is derived from a 70% discount to RNAV/share. The property investment division is valued at book value. The healthcare segment is valued at 30x 22CL PE while the quarry, trading and manufacturing segments are valued at 10x 22CL PE.

### **Investment risks**

Key risks are longer-than-expected recovery in the Johor property market (large exposure to the Johor landbank), prolonged movement control order implementations with the ongoing pandemic (impacting leisure and hospitality assets), and delays in monetizing the healthcare unit.

Figure 7

| Peer/customer          | matrix   |              |          |                     |                   |        |        |                |         |                               |                          |
|------------------------|----------|--------------|----------|---------------------|-------------------|--------|--------|----------------|---------|-------------------------------|--------------------------|
|                        | Ticker   | Result (FY0) | Country  | Mkt cap<br>(US\$bn) | 3M ADT<br>(US\$m) | PE (x) | PB (x) | Div yld<br>(%) | ROE (%) | Net<br>debt/<br>equity<br>(%) | EPS<br>growth<br>(% YoY) |
|                        |          |              |          |                     |                   | FY1    | FY1    | FY1            | FY1     | FY1                           | FY1                      |
| Peers                  |          |              |          |                     |                   |        |        |                |         |                               |                          |
| Eco World              | ECW MK   | Oct-20       | Malaysia | 0.4                 | 1.2               | 9.2    | 0.5    | 4.8            | 4.2     | 59.7                          | 46.7                     |
| IOI Properties         | IOIPG MK | Jun-20       | Malaysia | 1.9                 | 1.0               | 12.7   | 0.4    | 2.1            | 3.2     | 50.9                          | 36.1                     |
| Mah Sing               | MSGB MK  | Dec-20       | Malaysia | 0.5                 | 1.9               | 13.1   | 0.6    | 4.3            | 6.3     | (12.7)                        | n.m.                     |
| Sime Darby<br>Property | SDPR MK  | Dec-20       | Malaysia | 1.1                 | 0.5               | 19.1   | 0.5    | 2.1            | 2.5     | 22.0                          | 80.5                     |
| SP Setia               | SPSB MK  | Dec-20       | Malaysia | 1.0                 | 0.9               | 153.2  | 0.3    | 0.8            | 1.2     | 72.9                          | n.m.                     |
| Sunway                 | SWB MK   | Dec-20       | Malaysia | 2.0                 | 0.9               | 17.7   | 1.0    | 2.0            | 5.3     | 45.4                          | 21.6                     |
| UEM Sunrise            | UEMS MK  | Dec-20       | Malaysia | 0.5                 | 0.5               | 29.0   | 0.3    | 0.9            | 1.1     | 29.2                          | n.m.                     |
| Average                |          |              |          |                     |                   | 36.3   | 0.5    | 2.4            | 3.4     | 38.2                          | 46.2                     |
| Median                 |          |              |          |                     |                   | 17.7   | 0.5    | 2.1            | 3.2     | 45.4                          | 41.4                     |

Based on latest reported numbers from IBES for non-covered stocks and from CLSA analyst models for covered stocks. Source: CLSA, IBES





# **Detailed financials**

| Profit & Loss (RMm)                 |         |         |         |         |         |         |         |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Year to 31 December                 | 2017A   | 2018A   | 2019A   | 2020A   | 2021CL  | 2022CL  | 2023CL  |
| Revenue                             | 5,239   | 5,410   | 4,780   | 3,833   | 5,282   | 5,963   | 6,366   |
| Cogs (ex-D&A)                       | (3,509) | (3,732) | (4,415) | (3,857) | (3,616) | (4,141) | (4,480) |
| Gross Profit (ex-D&A)               | 1,731   | 1,678   | 366     | (24)    | 1,666   | 1,823   | 1,887   |
| Research & development costs        | -       | -       | -       | -       | -       | -       | -       |
| Selling & marketing expenses        | -       | -       | -       | -       | -       | -       | -       |
| Other SG&A                          | (1,110) | (1,077) | 234     | 234     | (1,042) | (1,015) | (989)   |
| Other Op Expenses ex-D&A            | 162     | 216     | 204     | 275     | 200     | 200     | 200     |
| Op Ebitda                           | 783     | 818     | 804     | 485     | 824     | 1,008   | 1,098   |
| Depreciation/amortisation           | (130)   | (223)   | (234)   | (234)   | (280)   | (308)   | (333)   |
| Op Ebit                             | 653     | 595     | 570     | 251     | 545     | 701     | 765     |
| Interest income                     | 224     | 276     | 202     | 170     | 169     | 175     | 182     |
| Interest expense                    | (205)   | (263)   | (168)   | (141)   | (150)   | (150)   | (150)   |
| Net interest inc/(exp)              | 20      | 13      | 34      | 28      | 19      | 25      | 32      |
| Associates/investments              | 206     | 229     | 261     | 230     | 165     | 214     | 361     |
| Forex/other income                  | -       | -       | -       | -       | -       | -       | -       |
| Asset sales/other cash items        | -       | -       | -       | -       | -       | -       | -       |
| Provisions/other non-cash items     | -       | -       | -       | -       | -       | -       | -       |
| Asset revaluation/Exceptional items | (73)    | (89)    | (73)    | 25      | -       | -       | -       |
| Profit before tax                   | 806     | 748     | 792     | 534     | 729     | 940     | 1,157   |
| Taxation                            | (149)   | (121)   | (78)    | (102)   | (118)   | (152)   | (167)   |
| Profit after tax                    | 657     | 626     | 713     | 432     | 610     | 788     | 990     |
| Preference dividends                | 0       | 0       | 0       | 0       | (51)    | (51)    | (51)    |
| Profit for period                   | 657     | 626     | 713     | 432     | 559     | 736     | 939     |
| Minority interest                   | (102)   | (70)    | (78)    | (48)    | (92)    | (95)    | (98)    |
| Net profit                          | 554     | 557     | 636     | 385     | 468     | 641     | 841     |
| Extraordinaries/others              | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Profit avail to ordinary shares     | 554     | 557     | 636     | 385     | 468     | 641     | 841     |
| Dividends                           | (289)   | (347)   | (442)   | (73)    | (164)   | (256)   | (336)   |
| Retained profit                     | 265     | 210     | 194     | 311     | 304     | 385     | 504     |
| Adjusted profit                     | 614     | 631     | 702     | 364     | 468     | 641     | 841     |
| EPS (sen)                           | 11.5    | 11.4    | 13.0    | 7.9     | 9.6     | 13.2    | 17.3    |
| Adj EPS [pre excep] (sen)           | 12.8    | 12.9    | 14.4    | 7.5     | 9.6     | 13.2    | 17.3    |
| Core EPS (sen)                      | 11.5    | 11.4    | 13.0    | 7.9     | 9.6     | 13.2    | 17.3    |
| DPS (sen)                           | 6.0     | 7.1     | 9.1     | 1.5     | 3.4     | 5.3     | 6.9     |

# **Profit & loss ratios**

| Year to 31 December                  | 2017A | 2018A | 2019A  | 2020A  | 2021CL | 2022CL | 2023CL |
|--------------------------------------|-------|-------|--------|--------|--------|--------|--------|
| Growth (%)                           |       |       |        |        |        |        |        |
| Revenue growth (% YoY)               | 12.5  | 3.3   | (11.6) | (19.8) | 37.8   | 12.9   | 6.8    |
| Ebitda growth (% YoY)                | (8.1) | 4.4   | (1.7)  | (39.7) | 70.1   | 22.3   | 8.9    |
| Ebit growth (% YoY)                  | (8.7) | (8.9) | (4.1)  | (56.0) | 117.1  | 28.7   | 9.1    |
| Net profit growth (%)                | 1.3   | 0.4   | 14.2   | (39.5) | 21.6   | 37.1   | 31.2   |
| EPS growth (% YoY)                   | 1.3   | (8.0) | 14.2   | (39.5) | 21.6   | 37.1   | 31.2   |
| Adj EPS growth (% YoY)               | 6.0   | 1.5   | 11.2   | (48.1) | 28.3   | 37.1   | 31.2   |
| DPS growth (% YoY)                   | 180.0 | 18.7  | 27.4   | (83.5) | 123.9  | 56.7   | 31.2   |
| Core EPS growth (% YoY)              | 1.3   | (8.0) | 14.2   | (39.5) | 21.6   | 37.1   | 31.2   |
| Margins (%)                          |       |       |        |        |        |        |        |
| Gross margin (%)                     | 33.0  | 31.0  | 7.7    | (0.6)  | 31.5   | 30.6   | 29.6   |
| Ebitda margin (%)                    | 14.9  | 15.1  | 16.8   | 12.6   | 15.6   | 16.9   | 17.2   |
| Ebit margin (%)                      | 12.5  | 11.0  | 11.9   | 6.5    | 10.3   | 11.8   | 12.0   |
| Net profit margin (%)                | 10.6  | 10.3  | 13.3   | 10.0   | 8.9    | 10.7   | 13.2   |
| Core profit margin                   | 10.6  | 10.3  | 13.3   | 10.0   | 8.9    | 10.7   | 13.2   |
| Op cashflow margin                   | 15.1  | 17.7  | 14.3   | 21.6   | 20.6   | 10.4   | 20.4   |
| Returns (%)                          |       |       |        |        |        |        |        |
| ROE (%)                              | 7.2   | 7.1   | 7.8    | 4.5    | 5.3    | 7.0    | 8.6    |
| ROA (%)                              | 2.7   | 2.4   | 2.4    | 1.0    | 2.2    | 2.7    | 2.9    |
| ROIC (%)                             | 9.6   | 8.1   | 6.9    | 2.5    | 5.7    | 7.0    | 7.5    |
| ROCE (%)                             | 5.6   | 4.9   | 4.1    | 1.6    | 3.5    | 4.4    | 4.6    |
| Other key ratios (%)                 |       |       |        |        |        |        |        |
| Effective tax rate (%)               | 18.5  | 16.2  | 9.9    | 19.1   | 16.2   | 16.2   | 14.5   |
| Ebitda/net int exp (x)               | -     | -     | -      | -      | -      | -      | -      |
| Exceptional or extraord. inc/PBT (%) | -     | -     | -      | -      | -      | -      | -      |
| Dividend payout (%)                  | 52.1  | 62.3  | 69.5   | 19.0   | 35.0   | 40.0   | 40.0   |

Source: www.clsa.com

8





**Balance sheet (RMm)** 

| Year to 31 December         | 2017A    | 2018A   | 2019A  | 2020A  | 2021CL | 2022CL | 2023CL |
|-----------------------------|----------|---------|--------|--------|--------|--------|--------|
| Cash & equivalents          | 4.419    | 5,136   | 2,555  | 2,237  | 2,599  | 2,405  | 2,796  |
| Accounts receivable         | 1.944    | 1,802   | 3,015  | 2,441  | 1,447  | 1,634  | 1,744  |
| Inventories                 | 786      | 849     | 748    | 2,441  | 1,447  | 1,634  | 1,744  |
| Other current assets        | 1,682    | 1,874   | 1,887  | 2,101  | 1,235  | 1,495  | 1,744  |
| Current assets              | 8,831    | 9,661   | 8,206  | 7,071  | 6,728  | 7,168  | 8,192  |
| Fixed assets                | 2,247    | 2,628   | 2,749  | 2,611  | 2,932  | 3,225  | 3,492  |
| Investments                 | 7,377    | 7,005   | 8,087  | 8,181  | 8,259  | 8,360  | 8,604  |
| Goodwill                    |          |         |        |        |        |        |        |
|                             | 312      | 314     | 332    | 351    | 351    | 351    | 351    |
| Other intangible assets     | 0        | 0       | 0      | 0      | 0      | 0      | 0      |
| Other non-current assets    | 1,464    | 2,173   | 2,121  | 2,905  | 2,905  | 2,905  | 2,905  |
| Total assets                | 20,231   | 21,780  | 21,495 | 21,119 | 21,175 | 22,009 | 23,543 |
| Short term loans/OD         | 4,910    | 6,337   | 7,025  | 5,132  | 6,005  | 6,005  | 6,005  |
| Accounts payable            | 2,673    | 2,630   | 2,714  | 2,532  | 2,101  | 2,362  | 3,214  |
| Accrued expenses            | <u>-</u> |         | -      | -      | -      | -      |        |
| Taxes payable               | 27       | 34      | 5      | 37     | 37     | 37     | 37     |
| Other current liabs         | 190      | 174     | 86     | 127    | 127    | 127    | 127    |
| Current liabilities         | 7,801    | 9,175   | 9,830  | 7,829  | 8,270  | 8,532  | 9,384  |
| Long-term debt/leases/other | 2,868    | 2,535   | 1,274  | 2,374  | 1,501  | 1,501  | 1,501  |
| Convertible bonds           | -        | -       | -      | -      | -      | -      | -      |
| Provisions/other LT liabs   | 1,147    | 1,086   | 957    | 585    | 585    | 585    | 585    |
| Total liabilities           | 11,816   | 12,796  | 12,061 | 10,788 | 10,357 | 10,618 | 11,470 |
| Share capital               | 5,371    | 5,379   | 5,394  | 5,394  | 5,394  | 5,394  | 5,394  |
| Retained earnings           | 3,628    | 3,866   | 3,049  | 3,238  | 3,632  | 4,109  | 4,694  |
| Reserves/others             | (1,204)  | (1,281) | (53)   | (74)   | (74)   | (74)   | (74)   |
| Shareholder funds           | 7,794    | 7,965   | 8,389  | 8,557  | 8,951  | 9,429  | 10,013 |
| Minorities/other equity     | 621      | 1,019   | 1,044  | 1,775  | 1,866  | 1,962  | 2,060  |
| Total equity                | 8,415    | 8,984   | 9,434  | 10,332 | 10,818 | 11,391 | 12,073 |
| Total liabs & equity        | 20,231   | 21,780  | 21,495 | 21,119 | 21,175 | 22,009 | 23,543 |
| Total debt                  | 7,779    | 8,872   | 8,299  | 7,506  | 7,506  | 7,506  | 7,506  |
| Net debt                    | 3,360    | 3,736   | 5,744  | 5,269  | 4,908  | 5,101  | 4,710  |
| Adjusted EV                 | 5,858    | 7,107   | 8,057  | 8,220  | 7,872  | 8,059  | 7,522  |
| BVPS (sen)                  | 143.2    | 144.7   | 152.4  | 155.5  | 162.6  | 171.3  | 181.9  |

# **Balance sheet ratios**

| Year to 31 December                  | 2017A  | 2018A  | 2019A   | 2020A   | 2021CL  | 2022CL  | 2023CL |
|--------------------------------------|--------|--------|---------|---------|---------|---------|--------|
| Key ratios                           |        |        |         |         |         |         |        |
| Current ratio (x)                    | 1.1    | 1.1    | 0.8     | 0.9     | 0.8     | 0.8     | 0.9    |
| Growth in total assets (% YoY)       | 9.3    | 7.7    | (1.3)   | (1.7)   | 0.3     | 3.9     | 7.0    |
| Growth in capital employed (% YoY)   | 1.5    | 8.0    | 19.3    | 2.8     | 0.8     | 4.9     | 1.8    |
| Net debt to operating cashflow (x)   | 4.2    | 3.9    | 8.4     | 6.4     | 4.5     | 8.2     | 3.6    |
| Gross debt to operating cashflow (x) | 9.8    | 9.3    | 12.1    | 9.1     | 6.9     | 12.1    | 5.8    |
| Gross debt to Ebitda (x)             | 9.9    | 10.9   | 10.3    | 15.5    | 9.1     | 7.4     | 6.8    |
| Net debt/Ebitda (x)                  | 4.3    | 4.6    | 7.1     | 10.9    | 6.0     | 5.1     | 4.3    |
| Gearing                              |        |        |         |         |         |         |        |
| Net debt/equity (%)                  | 39.9   | 41.6   | 60.9    | 51.0    | 45.4    | 44.8    | 39.0   |
| Gross debt/equity (%)                | 92.4   | 98.8   | 88.0    | 72.7    | 69.4    | 65.9    | 62.2   |
| Interest cover (x)                   | 4.3    | 3.3    | 4.6     | 3.0     | 4.8     | 5.8     | 6.3    |
| Debt cover (x)                       | 0.1    | 0.1    | 0.1     | 0.1     | 0.1     | 0.1     | 0.2    |
| Net cash per share (sen)             | (69.8) | (76.7) | (117.9) | (108.1) | (100.7) | (104.7) | (96.6) |
| Working capital analysis             |        |        |         |         |         |         |        |
| Inventory days                       | 82.7   | 80.0   | 66.0    | 134.8   | 179.1   | 135.8   | 137.6  |
| Debtor days                          | 123.6  | 126.4  | 183.9   | 259.7   | 134.3   | 94.3    | 96.8   |
| Creditor days                        | 249.6  | 259.4  | 221.0   | 248.2   | 233.8   | 196.7   | 227.2  |
| Working capital/Sales (%)            | 29.0   | 31.2   | 59.5    | 55.8    | 35.3    | 37.5    | 31.7   |
| Capital employed analysis            |        |        |         |         |         |         |        |
| Sales/Capital employed (%)           | 44.5   | 42.5   | 31.5    | 24.6    | 33.6    | 36.2    | 37.9   |
| EV/Capital employed (%)              | 49.7   | 55.9   | 53.1    | 52.7    | 50.1    | 48.9    | 44.8   |
| Working capital/Capital employed (%) | 12.9   | 13.3   | 18.7    | 13.7    | 11.9    | 13.6    | 12.0   |
| Fixed capital/Capital employed (%)   | 19.1   | 20.7   | 18.1    | 16.7    | 18.6    | 19.6    | 20.8   |
| Other ratios (%)                     |        |        |         |         |         |         |        |
| PB (x)                               | 1.2    | 1.2    | 1.1     | 1.1     | 1.0     | 1.0     | 0.9    |
| EV/Ebitda (x)                        | 7.5    | 8.7    | 10.0    | 17.0    | 9.6     | 8.0     | 6.9    |
| EV/OCF (x)                           | 7.4    | 7.4    | 11.8    | 9.9     | 7.3     | 13.0    | 5.8    |
| EV/FCF (x)                           | 14.8   | 13.3   | 20.8    | 26.8    | 16.2    | 368.9   | 10.8   |
| EV/Sales (x)                         | 1.1    | 1.3    | 1.7     | 2.1     | 1.5     | 1.4     | 1.2    |
| Capex/depreciation (%)               | 305.3  | 188.5  | 127.2   | 222.8   | 214.6   | 195.1   | 180.2  |

Source: www.clsa.com





Cashflow (RMm)

| Year to 31 December                      | 2017A | 2018A   | 2019A   | 2020A | 2021CL | 2022CL | 2023CL |
|--|-------|---------|---------|-------|--------|--------|--------|
| Operating profit                         | 653   | 595     | 570     | 251   | 545    | 701    | 765    |
| Operating adjustments                    | 226   | 242     | 295     | 258   | 184    | 239    | 392    |
| Depreciation/amortisation                | 130   | 223     | 234     | 234   | 280    | 308    | 333    |
| Working capital changes                  | (14)  | (131)   | (354)   | (137) | 274    | (372)  | 219    |
| Interest paid / other financial expenses | -     | -       | -       | -     | -      | -      | -      |
| Tax paid                                 | (175) | (109)   | (94)    | (60)  | (118)  | (152)  | (167)  |
| Other non-cash operating items           | (26)  | 136     | 34      | 281   | (78)   | (101)  | (244)  |
| Net operating cashflow                   | 794   | 956     | 685     | 828   | 1,086  | 622    | 1,298  |
| Capital expenditure                      | (397) | (420)   | (297)   | (521) | (600)  | (600)  | (600)  |
| Free cashflow                            | 397   | 536     | 387     | 307   | 486    | 22     | 698    |
| Acq/inv/disposals                        | (214) | (993)   | (1,095) | (364) | -      | -      | -      |
| Int, invt & associate div                | -     | -       | -       | -     | -      | -      | -      |
| Net investing cashflow                   | (610) | (1,413) | (1,392) | (885) | (600)  | (600)  | (600)  |
| Increase in loans                        | 761   | 1,071   | 1,060   | (940) | -      | -      | -      |
| Dividends                                | (276) | (382)   | (306)   | (254) | (124)  | (215)  | (308)  |
| Net equity raised/others                 | (242) | 57      | (255)   | 1,016 | 0      | 0      | 0      |
| Net financing cashflow                   | 242   | 746     | 499     | (178) | (124)  | (215)  | (308)  |
| Incr/(decr) in net cash                  | 426   | 288     | (209)   | (235) | 361    | (193)  | 390    |
| Exch rate movements                      | (86)  | 429     | (2,373) | (82)  | 0      | 0      | 0      |
| Opening cash                             | 4,079 | 4,419   | 5,136   | 2,555 | 2,237  | 2,599  | 2,405  |
| Closing cash                             | 4,419 | 5,136   | 2,555   | 2,237 | 2,599  | 2,405  | 2,796  |
| OCF PS (sen)                             | 16.5  | 19.6    | 14.0    | 17.0  | 22.3   | 12.8   | 26.6   |
| FCF PS (sen)                             | 8.2   | 11.0    | 7.9     | 6.3   | 10.0   | 0.4    | 14.3   |

**Cashflow ratio analysis** 

| Year to 31 December                 | 2017A | 2018A | 2019A  | 2020A  | 2021CL | 2022CL  | 2023CL  |
|-------------------------------------|-------|-------|--------|--------|--------|---------|---------|
| Growth (%)                          |       |       |        |        |        |         |         |
| Op cashflow growth (% YoY)          | 18.8  | 20.4  | (28.4) | 20.9   | 31.2   | (42.7)  | 108.7   |
| FCF growth (% YoY)                  | 10.7  | 34.9  | (27.7) | (20.8) | 58.3   | (95.5)  | 3,095.1 |
| Capex growth (%)                    | 28.1  | 6.0   | (29.3) | 75.3   | 15.2   | 0.0     | 0.0     |
| Other key ratios (%)                |       |       |        |        |        |         |         |
| Capex/sales (%)                     | 7.6   | 7.8   | 6.2    | 13.6   | 11.4   | 10.1    | 9.4     |
| Capex/op cashflow (%)               | 50.0  | 44.0  | 43.4   | 62.9   | 55.3   | 96.5    | 46.2    |
| Operating cashflow payout ratio (%) | 36.4  | 36.3  | 64.6   | 8.8    | 15.1   | 41.2    | 25.9    |
| Cashflow payout ratio (%)           | 36.4  | 36.3  | 64.6   | 8.8    | 15.1   | 41.2    | 25.9    |
| Free cashflow payout ratio (%)      | 72.8  | 64.8  | 114.1  | 23.8   | 33.7   | 1,173.7 | 48.2    |

**DuPont analysis** 

| Year to 31 December  | 2017A | 2018A | 2019A | 2020A | 2021CL | 2022CL | 2023CL |
|----------------------|-------|-------|-------|-------|--------|--------|--------|
| Ebit margin (%)      | 12.5  | 11.0  | 11.9  | 6.5   | 10.3   | 11.8   | 12.0   |
| Asset turnover (x)   | 0.3   | 0.3   | 0.2   | 0.2   | 0.2    | 0.3    | 0.3    |
| Interest burden (x)  | 1.2   | 1.3   | 1.4   | 2.1   | 1.3    | 1.3    | 1.5    |
| Tax burden (x)       | 0.8   | 0.8   | 0.9   | 0.8   | 0.8    | 0.8    | 0.9    |
| Return on assets (%) | 2.7   | 2.4   | 2.4   | 1.0   | 2.2    | 2.7    | 2.9    |
| Leverage (x)         | 2.3   | 2.4   | 2.3   | 2.2   | 2.0    | 1.9    | 1.9    |
| ROE (%)              | 7.2   | 7.1   | 7.8   | 4.5   | 5.3    | 7.0    | 8.6    |

EVA® analysis

| Year to 31 December                  | 2017A | 2018A | 2019A | 2020A | 2021CL | 2022CL | 2023CL |
|--------------------------------------|-------|-------|-------|-------|--------|--------|--------|
| Ebit adj for tax                     | 532   | 498   | 514   | 203   | 456    | 587    | 654    |
| Average invested capital             | 5,516 | 6,173 | 7,424 | 8,026 | 8,028  | 8,384  | 8,740  |
| ROIC (%)                             | 9.6   | 8.1   | 6.9   | 2.5   | 5.7    | 7.0    | 7.5    |
| Cost of equity (%)                   | 10.9  | 10.9  | 10.9  | 10.9  | 10.9   | 10.9   | 10.9   |
| Cost of debt (adj for tax)           | 2.4   | 2.5   | 2.7   | 2.4   | 2.5    | 2.5    | 2.6    |
| Weighted average cost of capital (%) | 8.1   | 8.1   | 8.2   | 8.1   | 8.1    | 8.1    | 8.1    |
| EVA/IC (%)                           | 1.6   | 0.0   | (1.2) | (5.5) | (2.4)  | (1.1)  | (0.6)  |
| EVA (RMm)                            | 86    | (2)   | (93)  | (445) | (195)  | (92)   | (56)   |

Source: www.clsa.com





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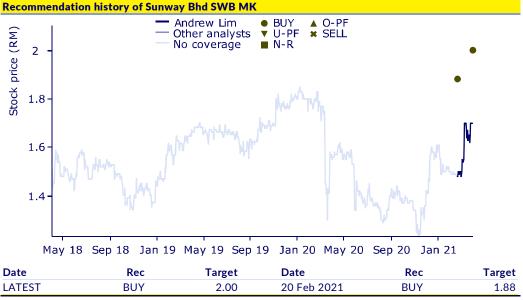
#### **Companies mentioned**

Sunway (SWB MK - RM1.70 - BUY)
Eco World (ECW MK - RM0.62 - O-PF)
IOI Properties (N-R)
Mah Sing (MSGB MK - RM0.84 - O-PF)
Perpetual Sukuk (N-R)
Sime Darby Property (SDPR MK - RM0.65 - BUY)
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