

# Sunway (SWB MK)

# Expect a stronger 4Q20

### Profit in line but sales above

Sunway's 3Q20 net profit of MYR123m (-33% YoY) was in line while 9M20 property sales of MYR943m were above expectations. Management however maintains its sales target of MYR1.1b for 2020. We adjust our FY20/21/22 net profit forecasts by 5%/-1%/2% to factor in the change in Sunway Construction Group (SCG MK; TP MYR1.97; BUY)'s earnings forecasts while raise our FY20 sales assumption to MYR1.2b (+11%). Our TP is unchanged at MYR1.55 on an unchanged 0.8x PBV. Reiterate BUY.

## Expect earnings to pick up in 4Q20

Excluding the MYR10m distribution to perpetual sukuk holders, Sunway's 3Q20 net profit was MYR122.8m (-33% YoY, from MYR0.1m net loss in 2Q20), lifting 9M20 core net earnings to MYR189m (-62% YoY), at 50%/48% of our/consensus full-year estimates - in line as we expect earnings to pick up strongly in 4Q20 with the completion of Rivercove Residences in Singapore and Sunway Gardens in Tianjin.

## Likely exceed its FY20 sales target

Sales wise, Sunway has locked-in MYR943m in property sales in 9M20, accounted for 86% of its MYR1.1b FY20 sales target - above expectation. Sunway has however maintained its sales target for now. Effective unbilled sales were MYR2.5b as at end-Sep 2020 (2.8x FY21F property revenue). Elsewhere, 54.4%-owned SCG has secured MYR2b worth of jobs in 9M20 (YTD: MYR2.3b), increasing its outstanding orderbook to MYR5.3b as at end-Sep 2020.

## Earnings adjustments

We adjust our FY20/21/22 core net profit forecasts for Sunway by 5.1%/-0.7%/1.6% after factoring in: 1) the change in earnings forecasts for SCG and 2) a higher sales assumption of MYR1.2b (+11%; +9% higher than Sunway's target). In our view, Sunway will likely exceed its own sales target given the two new launches worth MYR1.3b in GDV (including Ki Residence [in Singapore; MYR1b GDV) in Nov-Dec 2020. Our RNAV/sh is however lowered to MYR2.86 (-2sen) after factoring in the changes in TPs for SunREIT (-20sen) and SCG (+4sen).

FYE Dec (MYR m)	FY18A	FY19A	FY20E	FY21E	FY22E
Revenue	5,410	4,780	5,408	6,778	6,792
EBITDA	595	565	741	1,011	1,067
Core net profit	558	638	397	613	668
Core FDEPS (sen)	11.4	13.1	8.1	12.6	13.7
Core FDEPS growth(%)	0.9	14.4	(37.9)	54.5	8.9
Net DPS (sen)	7.1	9.1	3.7	5.7	6.2
Core FD P/E (x)	12.6	13.7	16.7	10.8	9.9
P/BV (x)	0.9	1.0	0.8	0.7	0.7
Net dividend yield (%)	4.9	5.1	2.7	4.2	4.5
ROAE (%)	8.1	8.7	4.7	6.9	7.3
ROAA (%)	2.7	2.8	1.6	2.4	2.5
EV/EBITDA (x)	19.1	23.1	16.4	12.3	12.5
Net gearing (%) (incl perps)	41.6	36.2	47.0	47.6	55.0
Consensus net profit	-	-	396	566	666
MKE vs. Consensus (%)	-	-	0.2	8.3	0.3

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# BUY

Share Price MYR 1.36

12m Price Target MYR 1.55 (+14%)

Previous Price Target MYR 1.55

#### **Company Description**

Sunway Bhd is involved in property development, investment properties and construction businesses

#### Statistics

F2w high /low (MVP)

32W High/tow (MTK)	1.03/1.23
3m avg turnover (USDm)	1.0
Free float (%)	25.5
Issued shares (m)	4,934
Market capitalisation	MYR6.7B
	USD1.6B
Major shareholders:	
Active Equity Sdn. Bhd.	60.1%

1 05/1 22

9.8%

2.3%

#### Price Performance

CHEAH FOOK LING

Employees Provident Fund



——Sunway - (LHS, MYR) ——Sunway / Kuala Lumpur Composite Index - (RHS, %)

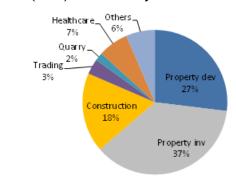
	-1M	-3M	-12M
Absolute (%)	1	(2)	(24)
Relative to index (%)	(6)	(5)	(25)

Source: FactSet

## **Value Proposition**

- A conglomerate with core business in property development and businesses in other sectors comprising property investment, construction, building materials, leisure and healthcare.
- Property development landbank is located throughout Malaysia. Sunway also has property projects in Singapore (in partnership with Hoi Hup), India and China.
- Sunway also owns a 37% stake in SunREIT (SREIT MK, HOLD, TP: MYR1.50) and 54% in SCG (SCGB MK, BUY, TP: MYR1.97).

#### PBT (FY19) breakdown by businesses

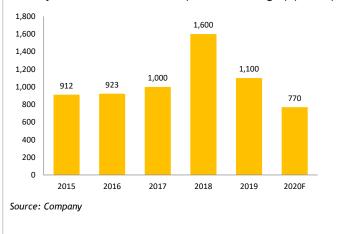


Source: Company

## **Financial Metrics**

- Effective unbilled sales (property) stood at MYR2.5b (or 2.8x our FY21F property revenue) as at end-Sep 2020.
- Sunway targets to achieve MYR1.1b in property sales in 2020 (effective sales: MYR770m).

#### Sunway's effective sales trend (actual and target) (MYRm)



## **Price Drivers**



Source: Company, Maybank Kim Eng

1. June 2017: Proposed bonus issue of new shares and free warrants. Also announced plans to list healthcare business by 2022.

Sunway / Kuala Lumpur Composite Index - (RHS, %)

- 2. 1H18: Weak sentiment on property stocks pre-GE14.
- 3. 2H18: Weak sentiment on property stocks pre Budget 2019.
- 4. 2019: Better sentiment on construction stocks (including SCG) after the revival of the ECRL project.
- 5. 2020: Proposed fund raising via the issuance of ICPS.

## Swing Factors

## Upside

- Earlier-than-expected listing of its healthcare business.
- RNAV-accretive land acquisitions.
- Higher-than-expected job wins at its construction business under SCG.

## **Downside**

- Slow-than-expected property sales and longer-thanexpected downturn in the property sector.
- Earnings risks at its construction business on cost-down of the KVLRT 3 project.
- Country/currency risks as Sunway has property projects in Singapore and China

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Fig. 1: Results summary table - Sunway

FY Dec			Quarterly				Cumulative	
(MYRm)	3Q20	3Q19	%YoY	2Q20	%QoQ	9M20	9M19	%YoY
Revenue	1,027.2	1,226.5	-16.2	556.6	84.5	2,555.3	3,427.3	-25.4
- Property dev	103.4	126.2	-18.1	68.1	51.8	310.8	327.7	-5.2
- Property inv	98.1	209.7	-53.2	55.5	76.7	287.9	582.5	-50.6
- Construction	255.0	315.6	-19.2	92.6	>+100	565.6	955.2	-40.8
- Trading	231.0	246.2	-6.2	141.1	63.7	566.3	727.6	-22.2
- Quarry	105.6	114.9	-8.1	31.9	>+100	211.6	211.7	0.0
- Healthcare	168.0	154.4	8.8	125.1	34.2	442.3	422.0	4.8
- Others	66.1	59.5	11.1	42.3	56.4	170.8	130.0	31.4
PBIT	135.1	174.2	-22.4	6.0	>+100	185.8	459.2	-59.5
Finance costs	5.8	1.1	>+100	4.8	22.7	35.1	22.7	54.5
Other income	30.4	48.1	-36.7	-0.6	>+100	68.4	171.9	-60.2
Pretax profit	171.3	223.3	-23.3	10.1	>+100	289.3	653.8	-55.8
- Property dev	25.0	59.0	-57.7	25.9	-3.6	90.0	129.1	-30.3
- Property inv	63.0	67.0	-5.9	-35.8	>+100	59.2	246.7	-76.0
- Construction	37.0	33.1	11.6	6.6	>+100	66.1	116.2	-43.1
- Trading	7.4	13.8	-46.5	6.2	19.5	14.0	26.9	-47.9
- Quarry	7.9	4.9	61.5	-1.4	>+100	9.5	8.7	9.0
- Healthcare	15.5	15.8	-1.7	-16.0	>+100	-4.9	50.5	-109.8
- Others	15.7	29.8	-47.5	24.7	-36.5	55.3	75.7	-26.9
Pretax profit ex-El	171.3	223.3	-23.3	26.6	>+100	305.8	610.2	-49.9
Taxation	-25.0	-21.1	-18.8	-14.7	-70.3	-57.2	-37.0	-54.8
Minority interest*	-23.5	-18.8	-24.6	-12.0	-95.8	-59.4	-72.0	17.5
Net profit	122.8	183.4	-33.0	-16.6	>+100	172.7	544.9	-68.3
Net profit ex-El	122.8	183.4	-33.0	-0.1	>+100	189.2	501.3	-62.3
Exceptional item (pretax)	0.0	0.0	NA	16.5	n.m	16.5	-43.6	>+100
	3Q20	3Q19	+/- ppt	2Q20	+/- ppt	9M20	9M19	+/- ppt
Pretax margin (%)	16.7	18.2	-1.5	1.8	14.9	12.0	17.8	-5.8
- Property dev	24.1	46.7	-22.6	38.0	-13.9	29.0	39.4	-10.5
- Property inv	64.2	31.9	32.3	-64.4	128.7	20.6	42.3	-21.8
- Construction	14.5	10.5	4.0	7.1	7.4	11.7	12.2	-0.5
- Trading	3.2	5.6	-2.4	4.4	-1.2	2.5	3.7	-1.2
- Quarry	7.4	4.2	3.2	-4.5	11.9	4.5	4.1	0.4
- Healthcare	9.2	10.2	-1.0	-12.8	22.0	-1.1	12.0	-13.1
- Others	23.7	50.1	-26.4	58.3	-34.6	32.4	58.2	-25.8
Tax rate (%)	-14.6	-9.4	-5.2	-55.2	40.6	-18.7	-6.1	-12.7

 $^*$ Including distribution to perpetual sukuk holders of MYR9.98m in 3Q20; YTD: MYR31.7m

Source: Company

November 29, 2020

## **Our RNAV estimate**

	Stake	Acres	MV (MYR m)	BV (MYR m)	Surplus (MYR m)
1. Landbank - MARKET VALUE			(#11111)	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(//////////////////////////////////////
Sunway Semenyih	70%	526.1	572.9	128.0	311.5
Suncity Ipoh	96%	336.4	58.6	58.7	(0.1)
Sunway Integrated Resort	100%	7.7	4.8	8.3	(3.5)
Sunway Tower KL 1	100%	1.9	122.8	28.3	94.5
Sunway JB, Bukit Lenang	80%	49.9	54.3	134.5	(64.1)
Sg Long Balakong	80%	111	140.2	21.8	94.8
Mont Putra Rawang	100%	163	49.7	35.1	14.6
Sunway Iskandar - Pendas, freehold	60%	1079	1175.1	596.6	347.1
Sub-total (1)					794.8
2. Active developments - WACC (10.5-13.1%)	Stake				(MYR m)
South Quay	100%				296.4
Sunway Cheras	100%				1.6
Sunway Damansara	60%				5.4
Bangi	100%				3.3
Sunway Melawati	100%				2.1
Casa Kiara III	80%				14.2
Sunway Velocity	85%				103.9
Penang projects	100%				26.1
Wonderland Business Park, Australia	31%				2.2
Singapore Sembawang	100%				2.8
Mount Sophia	30%				7.8
Sunway Iskandar -leasehold (Medini)	51%				268.9
Kelana Jaya	100%				101.8
Industrial projects at Kelana Jaya and Subang	100%				18.2
Sunway Velocity extension	50%				78.1
Belfield	100%				91.4
Kajang	100%				33.1
Subang	100%				57.8
Wangsamaju	55%				25.9
PKNS Kota Damansara	60%				26.6
Sub-total (2):					1,164.4
3. Investment properties - MARKET VALUE	Stake		MV	BV	Surplus
			(MYR m)	(MYR m)	(MYR m)
Sunway Velocity Mall	59%		1,600	1,172	252.3
Sub-total (3)					252.3

## ... cont'd

	Surplus
	(MYR m)
4. Other businesses or assets	
37.3% stake in SunREIT on Maybank IB's MYR1.65 TP	186.7
54.4% stake in SCG based on Maybank IB's MYR1.93 TP	1,235.7
Healthcare (35x 2020 PER)	1,703.8
Building material (10x 2020 PER)	474.8
Trading (10x 2020 PER)	240.4
Sub-total (4)	3,841.4
Grand total = $(1) + (2) + (3) + (4)$	6,056.1
Disposal gain	40.0
Shareholders' funds (MYR m) - Dec 2019	8,392.2
Proceeds from warrants (MYR1.86 exercise price; expiring in Oct 2024)	1,171.7
RNAV (MYR m)	15,660.0
Number of shares (m)	4,849.0
Number of warrants (m)	630.0
FD RNAV/share (MYR)	2.86

Source: Maybank KE

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Metrics	••••				
P/E (reported) (x)	11.4	11.3	16.7	10.8	9.9
Core P/E (x)	12.6	13.7	16.7	10.8	9.9
Core FD P/E (x)	12.6	13.7	16.7	10.8	9.9
P/BV (x)	0.9	1.0	0.8	0.7	0.7
P/NTA (x)	0.8	0.9	0.7	0.6	0.6
Net dividend yield (%)	4.9	5.1	2.7	4.2	4.5
FCF yield (%)	nm	nm	nm	nm	nm
EV/EBITDA (x)	19.1	23.1	16.4	12.3	12.5
EV/EBIT (x)	19.1	23.1	18.5	13.4	13.7
INCOME STATEMENT (MYR m) Revenue	5,410.2	4,780.4	5,408.2	6,777.7	6,791.7
Gross profit	378.5	363.5	740.5	1,010.6	1,067.2
EBITDA	594.7	565.2	740.5	1,010.6	1,067.2
Depreciation	0.0	0.0	(82.6)	(88.1)	(93.7)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	594.7	565.2	657.9	922.5	973.5
Net interest income /(exp)	12.8	87.8	(205.3)	(213.5)	(237.2)
Associates & JV	229.3	261.2	130.8	173.0	186.8
Exceptionals	89.1	79.1	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	836.8	914.2	583.5	881.9	923.1
Income tax					
	(121.4)	(78.3)	(81.7)	(123.5)	(129.2)
Minorities	(69.9)	(69.3)	(50.2)	(90.7)	(71.3)
Perpetual securities	0.0	(54.5)	(55.0)	(55.0)	(55.0)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	645.5	712.1	396.6	612.8	667.5
Core net profit	557.7	638.2	396.6	612.8	667.5
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	5,136.0	5,888.8	5,165.7	5,438.3	4,942.2
Accounts receivable	1,946.5	2,122.0	2,400.7	3,008.6	3,014.8
Inventory	1,857.9	2,100.9	2,376.8	2,978.7	2,984.8
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	2,627.7	2,753.4	2,936.0	3,124.1	3,317.8
Intangible assets	313.9	311.7	311.7	311.7	311.7
Investment in Associates & JVs	3,390.7	3,751.8	3,751.8	3,751.8	3,751.8
Other assets	6,507.7	6,629.3	7,735.1	7,661.7	8,826.6
Total assets	21,780.3	23,558.0	24,677.8	26,274.9	27,149.8
ST interest bearing debt	6,337.5	7,416.8	7,916.8	8,416.8	8,916.8
Accounts payable	2,786.6	2,765.5	3,113.9	3,874.0	3,881.7
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	2,535.8	2,153.7	2,153.7	2,153.7	2,153.7
Other liabilities	1,137.0	1,048.0	1,048.0	1,048.0	1,048.0
Total Liabilities	12,796.4	13,384.4	14,232.8	15,492.9	16,000.6
Shareholders Equity	7,964.8	8,392.2	8,663.6	9,000.7	9,367.8
Minority Interest	619.1	631.3	631.3	631.3	631.3
Total shareholder equity	8,583.9	9,023.5	9,295.0	9,632.0	9,999.2
Perpetual securities	400.0	1,150.0	1,150.0	1,150.0	1,150.0
Total liabilities and equity	21,780.3	23,558.0	24,677.8	26,274.9	27,149.8
CASH FLOW (MYR m)					
Pretax profit	836.8	914.2	583.5	881.9	923.1
Depreciation & amortisation	0.0	0.0	82.6	88.1	93.7
Adj net interest (income)/exp	442.5	380.6	(205.3)	(213.5)	(237.2)
				243.6	
Change in working capital  Cash taxes paid	(181.6) (109.2)	(176.8) (90.7)	(233.5) (81.7)	(123.5)	(445.1) (129.2)
•					
Other operating cash flow  Cash flow from operations	(62.0) 926.4	(102.0) 925.3	0.0 145.6	0.0 876.6	0.0 205.2
·		(925.5)			
Capex Froe cash flow	(953.3)		(925.5) (779.9)	(925.5)	(925.5)
Free cash flow	(26.9)	(0.3)	(779.9)	(48.9)	(720.3)
Dividends paid	(382.3)	(307.9)	(443.2)	(178.5)	(275.7)
Equity raised / (purchased)	330.5	663.8	0.0	0.0	0.0
Change in Debt	651.9	1,447.3	500.0	500.0	500.0
Other invest/financing cash flow	(285.1)	(363.3)	0.0	0.0	0.0
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
Net cash flow	288.1	1,439.6	(723.1)	272.6	(496.1)

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Ratios					
Growth ratios (%)					
Revenue growth	3.3	(11.6)	13.1	25.3	0.2
EBITDA growth	(8.9)	(5.0)	31.0	36.5	5.6
EBIT growth	(8.9)	(5.0)	16.4	40.2	5.5
Pretax growth	(4.1)	9.3	(36.2)	51.2	4.7
Reported net profit growth	4.0	10.3	(44.3)	54.5	8.9
Core net profit growth	1.9	14.4	(37.9)	54.5	8.9
Profitability ratios (%)					
EBITDA margin	11.0	11.8	13.7	14.9	15.7
EBIT margin	11.0	11.8	12.2	13.6	14.3
Pretax profit margin	15.5	19.1	10.8	13.0	13.0
Payout ratio	53.7	62.2	45.0	45.0	45.0
DuPont analysis					
Net profit margin (%)	11.9	14.9	7.3	9.0	9.8
Revenue/Assets (x)	0.2	0.2	0.2	0.3	0.3
Assets/Equity (x)	2.7	2.8	2.8	2.9	2.9
ROAE (%)	8.1	8.7	4.7	6.9	7.:
ROAA (%)	2.7	2.8	1.6	2.4	2.
Leverage & Expense Analysis					
Asset/Liability (x)	1.7	1.8	1.7	1.7	1.3
Net gearing (%) (incl perps)	41.6	36.2	47.0	47.6	55.0
Net gearing (%) (excl. perps)	43.5	40.8	52.8	53.3	61.
Net interest cover (x)	na	na	3.2	4.3	4.
Debt/EBITDA (x)	14.9	16.9	13.6	10.5	10.
Capex/revenue (%)	17.6	19.4	17.1	13.7	13.
Net debt/ (net cash)	3,737.2	3,681.8	4,904.9	5,132.3	6,128.

Source: Company; Maybank

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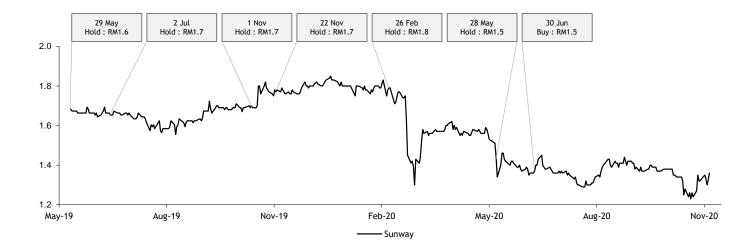
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November 29, 2020

## Historical recommendations and target price: Sunway (SWB MK)



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