

## Leong Hup International (LHIB MK)

# Poultry ASPs down with COVID-19

#### Maintain HOLD with lower MYR0.61 TP

Domestic poultry demand should remain stable during MCO but sales volume may be impacted in SG as vendors experience slower business activity. Poultry ASPs have also fallen in Malaysia as independent farmers rushed to offload livestock over fears of weaker demand from COVID-19. Our FY20-FY22 forecasts are lowered by 7%-9%. Maintain HOLD with a lower MYRO.61 TP based on revised FY20 PER of 14x (from 17x previously) given the decline in regional poultry peer valuations.

#### Fully operational during MCO

LHIB's domestic & regional operations have remained fully operational amidst restriction movement orders regionally as it has been deemed an essential service. Despite expectations for relatively stable domestic poultry demand, consumption in Singapore (SG) may be weaker as a bigger portion of sales are attributed to commercial businesses (i.e. hotels, full-service restaurants)impacted by the COVID-19 outbreak. However, we are unsure of SG's retail sales breakdown at this juncture. LHIB is still allowed to transport livestock into Singapore during its 'circuit breaker' period from 7<sup>th</sup> Apr to 4<sup>th</sup> May 2020. There have been no disruptions to its forward purchasing of feed raw materials. LHIB currently has 3 months of raw material inventory.

#### Decline in domestic poultry ASPs

YTD, we estimate that domestic day-old-chicks (DOC) and broiler ASPs have fallen by 30% and 11% YoY respectively over COVID-19 outbreak concerns. We understand that smaller independent farmers lowered poultry ASPs from Feb 2020 onwards and reduced it further when the movement control order (MCO) was announced in order to offload their livestock supply on expectations for subdued poultry demand ahead.

#### Lowering FY20-FY22 earnings forecasts by 7%-9%

We lower our FY20/FY21/FY22 earnings forecasts by 9%/7%/7% after adjusting for lower Malaysia DOC ASPs. Meanwhile, LHIB will continue its capex plans in FY20 which includes its ongoing feedmill expansion in Vietnam and Philippines and its acquisition of an existing aquatic feedmill plant (capacity: 118,800MT p.a.) which could see annual earnings contribution of 5-8%. We have not imputed for earnings from the aquatic feedmill plant pending its completion by end-3QFY20.

FYE Dec (MYR m)	FY18A	FY19A	FY20E	FY21E	FY22E
Revenue	5,747	6,055	6,532	7,024	7,431
EBITDA	655	651	688	772	819
Core net profit	225	151	164	200	212
Core EPS (sen)	6.2	4.1	4.5	5.5	5.8
Core EPS growth (%)	16.8	(33.0)	9.0	22.0	6.0
Net DPS (sen)	0.0	1.6	1.3	1.6	1.7
Core P/E (x)	na	21.3	12.7	10.4	9.8
P/BV (x)	na	2.0	1.2	1.1	1.0
Net dividend yield (%)	na	1.8	2.4	2.9	3.1
ROAE (%)	15.0	10.2	9.6	10.9	10.7
ROAA (%)	4.8	2.9	2.9	3.2	3.1
EV/EBITDA (x)	6.8	8.4	6.8	6.0	5.9
Net gearing (%) (incl perps)	108.3	79.6	84.3	74.2	74.1
Consensus net profit	-	-	244	281	na
MKE vs. Consensus (%)	-	-	(32.8)	(28.8)	na

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## HOLD

Share Price MYR 0.57

12m Price Target MYR 0.61 (+9%)

Previous Price Target MYR 0.83

#### **Company Description**

The company is an integrated poultry player with operations across Malaysia, Singapore, Indonesia, Vietnam and the Philippines

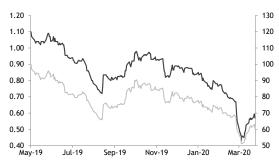
#### Statistics

52w high/low (MYR)	na/na
3m avg turnover (USDm)	0.3
Free float (%)	27.4
Issued shares (m)	3,650
Market capitalisation	MYR2.1B
	USD479M

Major shareholders:

Emerging Glory 52.8% Clarinden Investments 9.0%

#### Price Performance



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

	-1M	-3M	-12M
Absolute (%)	(17)	(32)	na
Relative to index (%)	(11)	(21)	na

Source: FactSet

#### Risk statement

There are several risk factors to our earnings estimates, target price and rating for LHIB. The group is subject to market volatility in selling prices as well as demand-supply imbalances, both in feed and poultry. Moreover, poultry is vulnerable to disease and epidemic outbreaks that could further exacerbate demand-supply imbalances.

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Metrics					
P/E (reported) (x)	na	22.1	12.7	10.4	9.8
Core P/E (x)	na	21.3	12.7	10.4	9.8
P/BV (x)	na	2.0	1.2	1.1	1.0
P/NTA (x)	na	2.1	1.3	1.2	1.1
Net dividend yield (%)	na	1.8	2.4	2.9	3.1
FCF yield (%)	na	8.5	nm	8.1	nm
EV/EBITDA (x)	6.8	8.4	6.8	6.0	5.9
EV/EBIT (x)	9.7	12.9	10.3	8.9	8.8
INCOME STATEMENT (MYR m)					
Revenue	5,746.6	6,054.8	6,532.5	7,024.0	7,431.0
Gross profit	1,005.8	940.2	1,031.7	1,137.9	1,196.0
EBITDA	654.6	650.5	688.0	772.3	819.1
Depreciation	(189.9)	(204.6)	(227.8)	(244.0)	(258.7)
Amortisation	(7.2)	(20.9)	(7.2)	(7.2)	(7.2)
EBIT	457.5	425.0	452.9	521.1	553.2
Net interest income /(exp)	(109.5)	(136.6)	(148.2)	(164.2)	(180.3)
Associates & JV	0.6	0.4	0.4	0.4	0.4
Pretax profit	348.6	288.8	305.2	357.3	373.3
Income tax	(101.8)	(75.8)	(80.1)	(93.8)	(98.0)
Minorities	(60.6)	(62.4)	(61.0)	(63.4)	(63.3)
Reported net profit	186.2	150.6	164.1	200.1	212.1
Core net profit	224.9	150.6	164.1	200.1	212.1
DALLANCE CHEET (AVD. )					
BALANCE SHEET (MYR m)	450.0	7/ 1 0	052.2	1 22 1 1	4 350 0
Cash & Short Term Investments	458.9	764.8	853.3	1,224.4	1,350.9
Accounts receivable	649.2	496.1	739.6	589.1	816.6
Inventory	575.6	679.6	670.4	774.2	756.0
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	2,216.8	2,396.5 97.5	2,592.9 97.2	2,749.1 96.9	2,890.7
Intangible assets	97.3 1.7				96.6
Investment in Associates & JVs Other assets		1.6 973.1	1.6	1.6 1,086.8	1.6
Total assets	834.5 <b>4,834.0</b>		1,029.3	*	1,136.6
		<b>5,409.1</b> 1,522.7	5,984.2	6,522.1	7,048.9
ST interest bearing debt	1,326.6 248.9	273.5	1,622.8 288.3	1,790.4 312.9	1,958.0 324.0
Accounts payable					
Insurance contract liabilities  LT interest bearing debt	0.0	0.0 977.7	0.0 1,221.3	0.0	0.0
Other liabilities	1,044.3 449.0		490.0	1,336.5 517.0	1,451.7
Total Liabilities	3,068.6	455.0 <b>3,228.6</b>	3,622.4	3,956.9	538.0 <b>4,272.0</b>
Shareholders Equity	1,301.8	1,641.2	1,761.5	1,901.6	2,050.1
Minority Interest	463.6	539.3	600.3	663.6	726.9
Total shareholder equity	1,765.4	2,180.5	2,361.8	2,565.3	2,777.0
Total liabilities and equity	4,834.0	5,409.1	5,984.2	6,522.1	7,048.9
CASH FLOW (MYR m)	_	_	_	_	
Pretax profit	348.6	288.8	305.2	357.3	373.3
Depreciation & amortisation	197.1	225.5	235.0	251.2	265.9
Cash taxes paid	(75.7)	(57.0)	(80.1)	(93.8)	(98.0)
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	349.2	656.9	232.2	568.0	326.9
Capex	(393.4)	(385.4)	(400.0)	(400.0)	(400.0)
Free cash flow	(44.2)	271.5	(167.8)	168.0	(73.1)
Dividends paid	(66.3)	(84.5)	(49.2)	(60.0)	(63.6)
Equity raised / (purchased)	0.0	269.6	5.4	0.0	0.0
Change in Debt	59.4	(187.8)	343.7	282.8	282.8
Other invest/financing cash flow	14.8	12.4	(19.4)	(19.4)	(19.4)
Effect of exch rate changes	(0.8)	(0.7)	na	na	na
Net cash flow	(37.0)	280.4	112.7	371.4	126.7

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Ratios					
Growth ratios (%)					
Revenue growth	4.5	5.4	7.9	7.5	5.8
EBITDA growth	12.3	(0.6)	5.8	12.3	6.1
EBIT growth	19.1	(7.1)	6.6	15.0	6.2
Pretax growth	19.3	(17.2)	5.7	17.1	4.5
Reported net profit growth	(3.3)	(19.1)	9.0	22.0	6.0
Core net profit growth	16.8	(33.0)	9.0	22.0	6.0
Profitability ratios (%)					
EBITDA margin	11.4	10.7	10.5	11.0	11.0
EBIT margin	8.0	7.0	6.9	7.4	7.4
Pretax profit margin	6.1	4.8	4.7	5.1	5.0
Payout ratio	0.0	38.8	30.0	30.0	30.0
DuPont analysis					
Net profit margin (%)	3.2	2.5	2.5	2.8	2.9
Revenue/Assets (x)	1.2	1.1	1.1	1.1	1.1
Assets/Equity (x)	3.7	3.3	3.4	3.4	3.4
ROAE (%)	15.0	10.2	9.6	10.9	10.7
ROAA (%)	4.8	2.9	2.9	3.2	3.1
Liquidity & Efficiency					
Cash conversion cycle	60.8	59.8	59.8	59.8	59.8
Days receivable outstanding	38.0	34.0	34.0	34.0	34.0
Days inventory outstanding	41.5	44.2	44.2	44.2	44.2
Days payables outstanding	18.6	18.4	18.4	18.4	18.4
Dividend cover (x)	nm	2.6	3.3	3.3	3.3
Current ratio (x)	1.2	1.2	1.3	1.3	1.4
Leverage & Expense Analysis					
Asset/Liability (x)	1.6	1.7	1.7	1.6	1.7
Net gearing (%) (incl perps)	108.3	79.6	84.3	74.2	74.1
Net gearing (%) (excl. perps)	108.3	79.6	84.3	74.2	74.1
Net interest cover (x)	4.2	3.1	3.1	3.2	3.1
Debt/EBITDA (x)	3.6	3.8	4.1	4.0	4.2
Capex/revenue (%)	6.8	6.4	6.1	5.7	5.4
Net debt/ (net cash)	1,912.1	1,735.5	1,990.7	1,902.4	2,058.8

Source: Company; Maybank

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Technical Analysis



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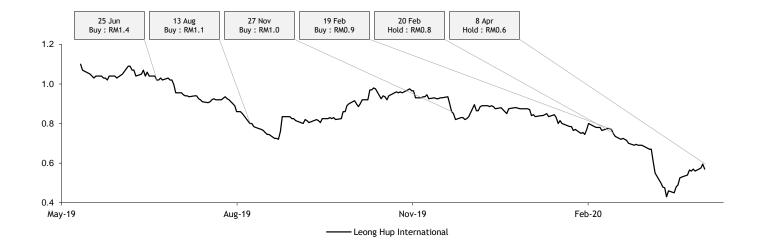
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#### Historical recommendations and target price: Leong Hup International (LHIB MK)



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