Maybank IB Research

Leong Hup International (LHIB MK) Negative outlook

D/G to SELL with lower DCF-TP of MYR0.56

LHIB'S 1Q20 results disappointed given lower-than-expected poultry ASPs in Malaysia and Indonesia. We believe sequential earnings will be impacted by movement restriction orders imposed in LHIB's countries of operations which will continue to suppress poultry ASPs and feed demand. Hence, our FY20-FY22 earnings estimates are cut by 27%-50%. We roll forward our valuation to FY21 to derive a lower TP of MYR0.56 pegged to an unchanged regional peer valuation of 14x FY21 PER.

Results below expectations

1Q20 core net profit of MYR22m (-64% YoY, -26% QoQ) came in below expectations, reflecting only 14% of our/consensus full-year earnings estimates. The shortfall was largely due to lower-than-expected poultry ASPs (day-old-chicks [DOC] and broilers).

Malaysia and Indonesia poultry ASPs continue to fall

Key takeaways from LHIB's 1Q20 results: (i) group revenue declined by 5% YoY mainly due to softer poultry ASPs and sales volume in Malaysia and Indonesia, (ii) lower sales from fresh chicken and duck in Singapore, but (ii) partially buffered by better sales volume of broilers and eggs in Vietnam. 1Q20 group EBITDA also fell 37% YoY on the back of a significant underperformance in its livestock segment (-95% YoY) as margins compressed to 1% (1Q19: 14%) from low DOC and broiler prices. Meanwhile, its feedmill segment EBITDA increased by 40% YoY (EBITDA margin: +5.2ppts YoY) given higher feed sales in Vietnam and lower feed raw material costs in 1Q20, we suspect.

Cut FY20-FY22 earnings estimates by 27%-50%

We cut our FY20/FY21/FY22 earnings estimates by 50%/27%/28% upon imputing for weaker poultry ASPs. We expect sequential earnings to be weaker as Malaysian DOC and broilers prices continued trending downwards in Apr before showing signs of an uptick when the conditional MCO was implemented at the beginning of May. For Indonesia, the current poultry oversupply may also be prolonged as demand is adversely impacted by COVID-19.

FYE Dec (MYR m)	FY18A	FY19A	FY20E	FY21E	FY22E
Revenue	5,747	6,055	6,406	6,923	7,329
EBITDA	655	651	575	697	737
Core net profit	225	151	82	146	153
Core EPS (sen)	6.2	4.1	2.2	4.0	4.2
Core EPS growth (%)	16.8	(33.0)	(45.5)	77.5	4.8
Net DPS (sen)	0.0	1.6	0.7	1.2	1.3
Core P/E (x)	na	21.3	26.2	14.8	14.1
P/BV (x)	na	2.0	1.3	1.2	1.1
Net dividend yield (%)	na	1.8	1.1	2.0	2.1
ROAE (%)	15.0	10.2	4.9	8.3	8.2
ROAA (%)	4.8	2.9	1.5	2.4	2.3
EV/EBITDA (x)	6.9	8.4	8.3	6.9	6.9
Net gearing (%) (incl perps)	108.3	79.6	87.9	81.2	82.5
Consensus net profit	-	-	165	199	229
MKE vs. Consensus (%)	-	-	(50.2)	(26.6)	(33.2)

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SELL

[Prior:HOLD]

Share Price MYR 0.59
12m Price Target MYR 0.56 (-4%)
Previous Price Target MYR 0.61

Company Description

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

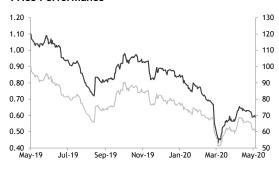
Statistics

52w high/low (MYR)	1.09/0.43
3m avg turnover (USDm)	0.3
Free float (%)	27.4
Issued shares (m)	3,650
Market capitalisation	MYR2.2B
	USD495M

Major shareholders:

Emerging Glory	52.8%
Clarinden Investments	9.0%
na	na

Price Performance



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

	-1M	-3M	-12M
Absolute (%)	1	(23)	(45)
Relative to index (%)	1	(17)	(37)

Source: FactSet

Fig 1: Leong Hup International: Results Summary Table

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FY Dec (MYR m)	1Q20	1Q19	Quarterly % YoY	4Q19	% QoQ
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Revenue EBITDA	1,434.1	1,506.4	(4.8)	1,544.0	(7.1)
	127.2	200.6	(36.6)	146.3	(13.1)
Depreciation	(59.5)	(52.9)	12.5	(62.1)	(4.2)
EBIT	67.7	147.7	(54.2)	84.2	(19.7)
Interest expense	(32.6)	(32.9)	(0.8)	(34.2)	(4.6)
Associates	0.0	0.0	(40.0)	0.2	(82.2)
Pretax profit	35.1	114.9	(69.5)	50.2	(30.1)
Tax	(9.8)	(24.6)	(60.3)	(16.4)	(40.4)
Minority interest	(3.5)	(29.7)	(88.1)	(4.3)	(17.5)
Net profit	21.8	60.6	(64.0)	29.5	(26.2)
Core net profit	21.8	60.6	(64.0)	29.5	(26.2)
			+/-		+/-
			p.ptsYoY		p.ptsQoQ
EBITDA margin (%)	8.9	13.3	(4.4)	9.5	(0.6)
EBIT margin (%)	4.7	9.8	(5.1)	5.5	(0.7)
Tax rate (%)	(27.8)	(21.4)	(6.4)	(32.6)	4.8
Revenue:			% YoY		% Q <i>o</i> Q
Livestock	782.6	859.7	(9.0)	874.5	(10.5)
Feedmill	648.1	643.6	0.7	666.0	(2.7)
Others	3.4	3.1	8.7	3.5	(4.6)
Total	1,434.1	1,506.4	(4.8)	1,544.0	(7.1)
EBITDA:			% YoY		% QoQ
Livestock	6.0	118.9	(94.9)	51.0	(88.2)
Feedmill	119.4	85.2	40.2	96.9	23.3
Others	1.7	(3.5)	(149.0)	(1.6)	(206.5)
Total	127.2	200.6	(36.6)	146.3	(13.1)
EBITDA margin (%):			+/-		+/-
1 Secretarials	2.2	43.6	p.ptsYoY		p.ptsQoQ
Livestock	0.8	13.8	(13.1)	5.8	(5.1)
Feedmill	18.4	13.2	5.2	14.6	3.9
Others	50.9	(112.8)	163.7	(45.6)	96.5
Total	8.9	13.3	(4.5)	9.5	(0.6)

Source: Company

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.

May 20, 2020

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Metrics					
P/E (reported) (x)	na	22.1	26.2	14.8	14.1
Core P/E (x)	na	21.3	26.2	14.8	14.1
P/BV (x)	na	2.0	1.3	1.2	1.1
P/NTA (x)	na	2.1	1.3	1.3	1.2
Net dividend yield (%)	na	1.8	1.1	2.0	2.1
FCF yield (%)	na	8.5	nm	3.9	nm
EV/EBITDA (x)	6.9	8.4	8.3	6.9	6.9
EV/EBIT (x)	9.9	12.9	14.1	10.8	10.7
INCOME STATEMENT (MYR m)					
Revenue	5,746.6	6,054.8	6,405.6	6,923.2	7,328.7
Gross profit	1,005.8	940.2	916.7	1,055.0	1,110.2
EBITDA	654.6	650.5	574.8	696.9	737.0
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	339.8	445.6	471.1
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	192.0	281.8	291.2
Income tax	(101.8)	(75.8)	(50.4)	(74.0)	(76.4)
Minorities	(60.6)	(62.4)	(59.5)	(62.1)	(62.0)
Reported net profit	186.2	150.6	82.1	145.8	152.8
Core net profit	224.9	150.6	82.1	145.8	152.8
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	458.9	764.8	819.2	1,122.5	1,235.5
Accounts receivable	649.2	496.1	715.6	594.0	792.3
Inventory	575.6	679.6	667.5	772.7	753.5
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	2,216.8	2,396.5	2,592.9	2,749.1	2,890.7
Intangible assets	97.3	97.5	97.2	96.9	96.6
Investment in Associates & JVs	1.7	1.6	1.6	1.6	1.6
Other assets	834.5	973.1	1,017.8	1,077.6	1,127.3
Total assets	4,834.0	5,409.1	5,911.6	6,414.4	6,897.4
ST interest bearing debt	1,326.6	1,522.7	1,622.8	1,790.4	1,958.0
Accounts payable	248.9	273.5	287.1	312.3	322.9
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	1,044.3	977.7	1,221.3	1,336.5	1,451.7
Other liabilities	449.0	455.0	478.0	508.0	529.0
Total Liabilities	3,068.6	3,228.6	3,608.7	3,947.3	4,261.4
Shareholders Equity	1,301.8	1,641.2	1,704.1	1,806.2	1,913.1
Minority Interest	463.6	539.3	598.8	660.9	722.9
Total shareholder equity	1,765.4	2,180.5	2,303.0	2,467.1	2,636.0
Total liabilities and equity	4,834.0	5,409.1	5,911.6	6,414.4	6,897.4
CASH FLOW (MYR m)					
Pretax profit	348.6	288.8	192.0	281.8	291.2
Depreciation & amortisation	197.1	225.5	235.0	251.2	265.9
Cash taxes paid	(75.7)	(57.0)	(50.4)	(74.0)	(76.4)
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	349.2	656.9	173.5	483.9	295.7
Capex	(393.4)	(385.4)	(400.0)	(400.0)	(400.0)
Free cash flow	(44.2)	271.5	(226.5)	83.9	(104.3)
Dividends paid	(66.3)	(84.5)	(24.6)	(43.7)	(45.8)
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	78.6	303.6	113.3

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Ratios					
Growth ratios (%)					
Revenue growth	4.5	5.4	5.8	8.1	5.9
EBITDA growth	12.3	(0.6)	(11.6)	21.2	5.8
EBIT growth	19.1	(7.1)	(20.0)	31.1	5.7
Pretax growth	19.3	(17.2)	(33.5)	46.7	3.3
Reported net profit growth	(3.3)	(19.1)	(45.5)	77.5	4.8
Core net profit growth	16.8	(33.0)	(45.5)	77.5	4.8
Profitability ratios (%)					
EBITDA margin	11.4	10.7	9.0	10.1	10.1
EBIT margin	8.0	7.0	5.3	6.4	6.4
Pretax profit margin	6.1	4.8	3.0	4.1	4.0
Payout ratio	0.0	38.8	30.0	30.0	30.0
DuPont analysis					
Net profit margin (%)	3.2	2.5	1.3	2.1	2.1
Revenue/Assets (x)	1.2	1.1	1.1	1.1	1.1
Assets/Equity (x)	3.7	3.3	3.5	3.6	3.6
ROAE (%)	15.0	10.2	4.9	8.3	8.2
ROAA (%)	4.8	2.9	1.5	2.4	2.3
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	1.3
Leverage & Expense Analysis					
Asset/Liability (x)	1.6	1.7	1.6	1.6	1.6
Net gearing (%) (incl perps)	108.3	79.6	87.9	81.2	82.5
Net gearing (%) (excl. perps)	108.3	79.6	87.9	81.2	82.5
Net interest cover (x)	4.2	3.1	2.3	2.7	2.6
Debt/EBITDA (x)	3.6	3.8	4.9	4.5	4.6
Capex/revenue (%)	6.8	6.4	6.2	5.8	5.5
Net debt/ (net cash)	1,912.1	1,735.5	2,024.8	2,004.4	2,174.2
Net debt/ (net cash)	1,714.1	1,733.3	2,024.0	۷,004.4	۷,۱

Source: Company; Maybank

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May 20, 2020



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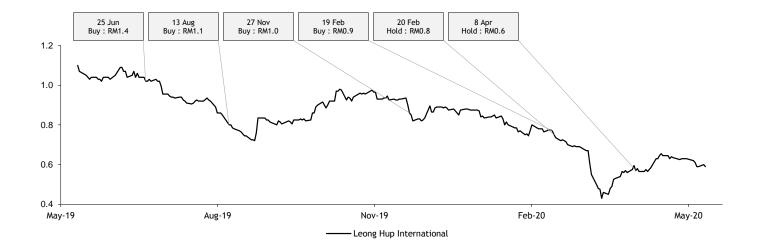
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