# Maybank IB Research

# Leong Hup International (LHIB MK)

# Positive poultry ASP update

# U/G to HOLD with higher TP of MYR0.96

Poultry ASPs have rebounded sharply since mid-May 2020 on the back of reduced industry supply during the MCO. We raise our FY20-FY22 earnings estimates by 41%-72% to incorporate higher-than-expected domestic poultry ASPs for 2Q20 and beyond. Our revised TP is MYR0.96 (+40sen) based on a higher 17x FY21 PER in tandem with the recovery in regional poultry peer valuations.

# Lower industry supply led to Msia poultry ASP spike

Given reduced industry supply upon the exit of many independent farmers during MCO, 2Q20 Malaysian poultry ASPs staged a strong recovery from mid-May 2020 onwards due to demand-supply imbalances. Broiler & DOC ASPs peaked at MYR5.80/kg and MYR2.40/chick as at end-Jun 2020. YoY, we estimate that 2Q20 broiler and DOC ASPs have grown +8% and +21% respectively. However, with exceptionally low average broiler ASPs during the MCO in Apr 2020 (c.MYR2.10/kg), QoQ ASP increase is likely narrower at +3% (broilers) and +7% (DOC). Regional poultry ASPs (i.e. Indonesia and Vietnam) have also seen an increase following the easing of lockdown measures in respective countries.

# 'TBC' provides a mid-term earnings catalyst

With the acquisition of The Bakers Cottage (TBC), LHIB has carved out an avenue for sales stability in the mid-term as it steadily grows its store presence in the quick-service restaurant industry. There are currently 50 TBC outlets with plans to reach 80 outlets by end-FY20 and 300 outlets by FY23. However, we have not imputed TBC's earnings into our model yet as it is still in its gestation period. On average, it takes 3-4 years for a new TBC store to break-even, we understand.

# Revising FY20-FY22 earnings revision upwards

Against our previous expectations of prolonged weak prices amidst slower business activity post-MCO, we are more assured in price stability in the near-term as higher poultry ASPs in LHIB's respective countries of operations have sustained throughout 2Q20. Our FY20/FY21/FY22 earnings estimates are lifted by +72%/+41%/+41% as we impute for 15%/13%/13% higher Malaysia and Singapore broiler ASP. That said, we caution that Malaysia ASPs could be adversely impacted depending on the potential re-entry of production supply from smaller independent farmers in 2H20 in the midst of gradual poultry demand improvement.

FYE Dec (MYR m)	FY18A	FY19A	FY20E	FY21E	FY22E
Revenue	5,747	6,055	6,495	7,025	7,432
EBITDA	655	651	656	779	822
Core net profit	225	151	142	206	215
Core EPS (sen)	6.2	4.1	3.9	5.6	5.9
Core EPS growth (%)	16.8	(33.0)	(6.0)	45.5	4.2
Net DPS (sen)	0.0	1.6	1.2	1.7	1.8
Core P/E (x)	na	21.3	24.1	16.6	15.9
P/BV (x)	na	2.0	2.0	1.8	1.7
Net dividend yield (%)	na	1.8	1.2	1.8	1.9
ROAE (%)	15.0	10.2	8.4	11.3	10.9
ROAA (%)	4.8	2.9	2.5	3.3	3.2
EV/EBITDA (x)	8.8	8.4	9.2	7.7	7.5
Net gearing (%) (incl perps)	108.3	79.6	85.3	75.4	74.7
Consensus net profit	-	-	140	185	216
MKE vs. Consensus (%)	-	-	1.0	11.2	(0.4)

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# HOLD

[Prior:SELL]

Share Price MYR 0.94

12m Price Target MYR 0.96 (+5%)

Previous Price Target MYR 0.56

#### **Company Description**

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

#### **Statistics**

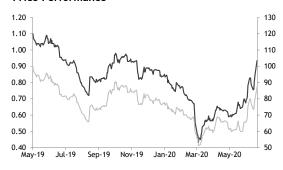
0.98/0.43
0.7
27.4
3,650
MYR3.4B
USD796M

52.8%

9.0%

# Major shareholders: Emerging Glory Clarinden Investments

#### Price Performance



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

	-1M	-3M	-12M
Absolute (%)	46	63	(2)
Relative to index (%)	46	41	6

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		22.4	24.4	16.6	15.0
P/E (reported) (x)	na	22.1	24.1	16.6	15.9
Core P/E (x) P/BV (x)	na	21.3 2.0	24.1 2.0	16.6 1.8	15.9 1.7
P/NTA (x)	na na	2.0	2.0	1.9	1.7
Net dividend yield (%)	na	1.8	1.2	1.8	1.9
FCF yield (%)	na	8.5	nm	4.6	nm
EV/EBITDA (x)	8.8	8.4	9.2	7.7	7.5
EV/EBIT (x)	12.7	12.9	14.3	11.4	11.2
INCOME STATEMENT (MYR m)					
Revenue	5,746.6	6,054.8	6,494.7	7,024.7	7,432.3
Gross profit	1,005.8	940.2	997.5	1,141.0	1,197.1
EBITDA	654.6	650.5	655.6	779.0	821.5
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	420.6	527.8	555.6
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	272.9	364.0	375.7
Income tax	(101.8)	(75.8)	(71.6)	(95.5)	(98.6)
Minorities	(60.6)	(62.4)	(59.7)	(62.5)	(62.4)
Reported net profit	186.2	150.6	141.5	206.0	214.7
Core net profit	224.9	150.6	141.5	206.0	214.7
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	458.9	764.8	843.8	1,203.7	1,345.3
Accounts receivable	649.2	496.1	732.4	596.4	809.5
Inventory	575.6	679.6	669.5	774.4	755.8
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	1,025.9	1,086.9	1,136.7
Total assets	4,834.0	5,409.1	5,963.2	6,509.0	7,036.3
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	288.0	313.0	323.9
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	486.0	518.0	539.0
Total Liabilities	3,068.6	3,228.6	3,618.5	3,957.5	4,272.1
Shareholders Equity	1,301.8	1,641.2	1,745.7	1,889.9	2,040.2
Minority Interest	463.6	539.3	599.0	661.5	723.9
Total shareholder equity	1,765.4	2,180.5	2,344.7	2,551.4	2,764.1
Total liabilities and equity	4,834.0	5,409.1	5,963.2	6,509.0	7,036.3
CASH FLOW (MYR m)					
Pretax profit	348.6	288.8	272.9	364.0	375.7
Depreciation & amortisation	197.1	225.5	235.0	251.2	265.9
Cash taxes paid	(75.7)	(57.0)	(71.6)	(95.5)	(98.6)
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	349.2	656.9	215.9	558.6	343.0
Capex	(393.4)	(385.4)	(400.0)	(400.0)	(400.0)
Free cash flow	(44.2)	271.5	(184.1)	158.6	(57.0)
Dividends paid	(66.3)	(84.5)	(42.5)	(61.8)	(64.4)
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	103.2	360.2	141.9

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Ratios					
Growth ratios (%)					
Revenue growth	4.5	5.4	7.3	8.2	5.8
EBITDA growth	12.3	(0.6)	0.8	18.8	5.5
EBIT growth	19.1	(7.1)	(1.0)	25.5	5.3
Pretax growth	19.3	(17.2)	(5.5)	33.4	3.2
Reported net profit growth	(3.3)	(19.1)	(6.0)	45.5	4.2
Core net profit growth	16.8	(33.0)	(6.0)	45.5	4.2
Profitability ratios (%)					
EBITDA margin	11.4	10.7	10.1	11.1	11.1
EBIT margin	8.0	7.0	6.5	7.5	7.5
Pretax profit margin	6.1	4.8	4.2	5.2	5.1
Payout ratio	0.0	38.8	30.0	30.0	30.0
DuPont analysis					
Net profit margin (%)	3.2	2.5	2.2	2.9	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	8.4	11.3	10.9
ROAA (%)	4.8	2.9	2.5	3.3	3.2
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	1.6	1.6	1.6
Net gearing (%) (incl perps)	108.3	79.6	85.3	75.4	74.7
Net gearing (%) (excl. perps)	108.3	79.6	85.3	75.4	74.7
Net interest cover (x)	4.2	3.1	2.8	3.2	3.1
Debt/EBITDA (x)	3.6	3.8	4.3	4.0	4.2
Capex/revenue (%)	6.8	6.4	6.2	5.7	5.4
Net debt/ (net cash)	1,912.1	1,735.5	2,000.3	1,923.2	2,064.3

Source: Company; Maybank

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July 6, 2020



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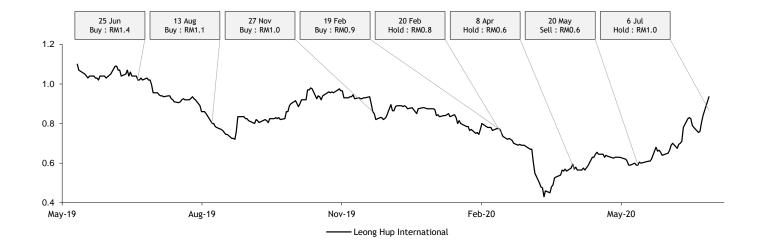
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#### Historical recommendations and target price: Leong Hup International (LHIB MK)



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