

# Leong Hup International (LHIB MK) Challenging outlook

# D/G to HOLD with a lower TP of MYR0.50

1Q22 results came in below expectations on compressed margins in both its core segments. Although its regional operations have shown gradual signs of recovery, domestic poultry price controls (until Jun 1) enforced by the Government have hindered the industry's ability to raise poultry ASPs amidst material spikes in feed raw material costs. Further, added restrictions on poultry exports from 1 Jun could adversely impact its supply of poultry to Singapore. Thus, we D/G LHIB to HOLD on prolonged regulatory restrictions with a lower TP of MYR0.50 on unchanged regional peer average of 15x FY22 PER.

## Results fell below expectations

LHIB's 1Q22 core net profit of MYR20m (-71% YoY, -46% QoQ) came in below expectations at 11%/12% of our/consensus full-year earnings estimates. The earnings disappointment was largely due to compressed margins at its livestock and feedmill segments. 1Q22 revenue of MYR2.1b (+25% YoY) was however, in-line at 28% of our FY22 revenue estimate.

## Poultry price controls hindered cost pass through

LHIB's group revenue grew 25% YoY on the back of improved contributions in Vietnam and Indonesia (higher broiler sales volume and ASP) coupled with higher egg ASP and *The Bakers Cottage* performance in Malaysia. That said, group EBITDA fell 33% YoY as both livestock and feedmill segmental margins compressed as a result of inflated feed raw material prices. Livestock segment margins plunged by 7.3ppts YoY as LHIB was unable to pass on costs to consumers due to Government poultry price controls during the quarter. Similarly, the pace of increase in feed input costs led to lower feedmill segment EBITDA margins.

## Lowered FY22 earnings estimates by 35%

Imputing for higher feed raw material costs in FY22, our FY22 earnings estimates are cut by 35% but FY23-FY24 earnings estimates are unchanged. Until domestic poultry ASPs are allowed to fluctuate according to market demand and supply, LHIB's earnings recovery will continue to be suppressed. The recent Government announcement on the poultry export ban from 1 Jun 2022 onwards could also further exacerbate LHIB's weak earnings as it may have to halt its poultry supply into Singapore. Note that Singapore operations accounted for 10% and 4% of LHIB's group revenue and EBITDA respectively as at end-1022.

| FYE Dec (MYR m)              | FY20A  | FY21A  | FY22E  | FY23E | FY24E |
|------------------------------|--------|--------|--------|-------|-------|
| Revenue                      | 6,041  | 7,154  | 7,536  | 7,748 | 7,966 |
| EBITDA                       | 542    | 536    | 644    | 809   | 855   |
| Core net profit              | 104    | 85     | 121    | 225   | 241   |
| Core EPS (sen)               | 2.8    | 2.3    | 3.3    | 6.2   | 6.6   |
| Core EPS growth (%)          | (31.0) | (17.7) | 41.3   | 86.7  | 7.2   |
| Net DPS (sen)                | 0.6    | 0.7    | 1.0    | 1.9   | 2.0   |
| Core P/E (x)                 | 24.1   | 22.4   | 15.3   | 8.2   | 7.6   |
| P/BV (x)                     | 1.5    | 1.1    | 1.0    | 0.9   | 0.8   |
| Net dividend yield (%)       | 0.8    | 1.3    | 2.0    | 3.7   | 3.9   |
| ROAE (%)                     | 6.7    | 4.9    | 6.5    | 11.4  | 11.3  |
| ROAA (%)                     | 1.9    | 1.4    | 1.9    | 3.3   | 3.3   |
| EV/EBITDA (x)                | 9.4    | 9.3    | 7.4    | 6.2   | 5.6   |
| Net gearing (%) (incl perps) | 90.6   | 107.3  | 91.4   | 90.4  | 73.6  |
| Consensus net profit         | -      | -      | 180    | 207   | 240   |
| MKE vs. Consensus (%)        | -      | -      | (32.8) | 8.7   | 0.6   |

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**HOLD** 

[Prior:BUY]

Share Price MYR 0.51

12m Price Target MYR 0.50 (+0%)

Previous Price Target MYR 0.76

#### **Company Description**

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

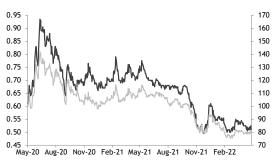
#### Statistics

| 52w high/low (MYR)     | 0.78/0.50 |
|------------------------|-----------|
| 3m avg turnover (USDm) | 0.1       |
| Free float (%)         | 27.4      |
| Issued shares (m)      | 3,650     |
| Market capitalisation  | MYR1.8B   |
|                        | USD420N   |

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 (%)          | (7) | (6) | (32) |
| Relative to index (%) | (4) | (4) | (31) |

Source: FactSet



Fig 1: Leong Hup International: Results Summary Table

| Fig 1: Leong Hup Interna | tional: Results Si | ummary Tabl |           |         |          |
|--------------------------|--------------------|-------------|-----------|---------|----------|
|                          |                    |             | Quarterly |         |          |
| FY Dec (MYR m)           | 1Q22               | 1Q21        | % YoY     | 4Q21    | % QoQ    |
| Revenue                  | 2,087.2            | 1,676.5     | 24.5      | 1,814.1 | 15.1     |
| EBITDA                   | 135.0              | 200.1       | (32.5)    | 161.9   | (16.6)   |
| Depreciation             | (73.9)             | (69.1)      | 6.8       | (73.0)  | 1.2      |
| EBIT                     | 61.1               | 130.9       | (53.3)    | 88.9    | (31.2)   |
| Interest expense         | (29.3)             | (25.9)      | 13.1      | (31.6)  | (7.4)    |
| Associates               | 0.1                | 0.1         | (10.9)    | 0.2     | (62.3)   |
| Pretax profit            | 31.9               | 105.1       | (69.6)    | 57.5    | (44.5)   |
| Tax                      | (8.0)              | (23.2)      | (65.3)    | (5.5)   | 46.0     |
| Minority interest        | (3.5)              | (11.6)      | (69.8)    | (14.0)  | (74.9)   |
| Net profit               | 20.4               | 70.3        | (71.0)    | 38.0    | (46.4)   |
| Core net profit          | 20.4               | 70.3        | (71.0)    | 38.0    | (46.4)   |
|                          |                    |             | +/-       |         | +/-      |
|                          |                    |             | p.ptsYoY  |         | p.ptsQoQ |
| EBITDA margin (%)        | 6.5                | 11.9        | (5.5)     | 8.9     | (2.5)    |
| EBIT margin (%)          | 2.9                | 7.8         | (4.9)     | 4.9     | (2.0)    |
| Tax rate (%)             | (25.2)             | (22.1)      | (3.1)     | (9.6)   | (15.6)   |
| Revenue:                 |                    |             | % YoY     |         | % QoQ    |
| Livestock                | 1,152.0            | 915.2       | 25.9      | 1,060.2 | 8.7      |
| Feedmill                 | 931.8              | 758.4       | 22.9      | 750.8   | 24.1     |
| Others                   | 3.4                | 3.0         | 11.5      | 3.1     | 7.8      |
| Total                    | 2,087.2            | 1,676.5     | 24.5      | 1,814.1 | 15.1     |
| EBITDA:                  |                    |             | % YoY     |         | % QoQ    |
| Livestock                | 34.8               | 94.2        | (63.0)    | 37.3    | (6.6)    |
| Feedmill                 | 100.7              | 111.7       | (9.9)     | 126.2   | (20.2)   |
| Others                   | (0.6)              | (5.9)       | (89.6)    | (1.7)   | (63.1)   |
| Total                    | 135.0              | 200.1       | (32.5)    | 161.9   | (16.6)   |
|                          |                    |             | +/-       |         | +/-      |
| EBITDA margin (%):       |                    |             | p.ptsYoY  |         | p.ptsQoQ |
| Livestock                | 3.0                | 10.3        | (7.3)     | 3.5     | (0.5)    |
| Feedmill                 | 10.8               | 14.7        | (3.9)     | 16.8    | (6.0)    |
| Others                   | (18.4)             | (196.2)     | >100.0    | (53.6)  | 35.3     |
| Total                    | 6.5                | 11.9        | (5.5)     | 8.9     | (2.5)    |

## 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                       | FY20A   | FY21A   | FY22E   | FY23E   | FY24E   |
|----------------------------------|---------|---------|---------|---------|---------|
| Key Metrics                      |         |         |         |         |         |
| P/E (reported) (x)               | 23.2    | 28.7    | 15.3    | 8.2     | 7.6     |
| Core P/E (x)                     | 24.1    | 22.4    | 15.3    | 8.2     | 7.6     |
| P/BV (x)                         | 1.5     | 1.1     | 1.0     | 0.9     | 0.8     |
| P/NTA (x)                        | 1.5     | 1.1     | 1.0     | 0.9     | 0.9     |
| Net dividend yield (%)           | 0.8     | 1.3     | 2.0     | 3.7     | 3.9     |
| FCF yield (%)                    | nm      | nm      | 13.9    | nm      | 20.7    |
| EV/EBITDA (x)                    | 9.4     | 9.3     | 7.4     | 6.2     | 5.6     |
| EV/EBIT (x)                      | 18.0    | 19.8    | 12.6    | 9.4     | 8.5     |
| INCOME STATEMENT (MYR m)         |         |         |         |         |         |
| Revenue                          | 6,040.7 | 7,153.5 | 7,535.9 | 7,747.7 | 7,965.5 |
| EBITDA                           | 542.0   | 536.1   | 644.1   | 809.3   | 855.1   |
| Depreciation                     | (230.2) | (245.7) | (258.7) | (272.0) | (284.1) |
| Amortisation                     | (29.1)  | (38.1)  | (7.2)   | (7.2)   | (7.2)   |
| EBIT                             | 282.6   | 252.3   | 378.1   | 530.0   | 563.8   |
|                                  |         |         |         |         |         |
| Net interest income /(exp)       | (125.9) | (112.4) | (136.9) | (149.5) | (162.1) |
| Associates & JV                  | 0.4     | 0.4     | 0.4     | 0.4     | 0.4     |
| Pretax profit                    | 157.1   | 140.3   | 241.7   | 381.0   | 402.1   |
| Income tax                       | (39.6)  | (44.4)  | (58.0)  | (91.4)  | (96.5)  |
| Minorities                       | (4.4)   | (10.5)  | (63.0)  | (64.3)  | (64.2)  |
| Reported net profit              | 113.1   | 85.4    | 120.7   | 225.2   | 241.4   |
| Core net profit                  | 103.8   | 85.4    | 120.7   | 225.2   | 241.4   |
| BALANCE SHEET (MYR m)            |         |         |         |         |         |
| Cash & Short Term Investments    | 757.8   | 764.6   | 1,058.0 | 1,165.5 | 1,736.9 |
| Accounts receivable              | 489.6   | 624.7   | 549.1   | 657.7   | 583.1   |
| Inventory                        | 721.9   | 973.5   | 803.1   | 983.8   | 846.9   |
| Reinsurance assets               | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Property, Plant & Equip (net)    | 2,656.5 | 2,770.3 | 2,890.7 | 3,019.0 | 3,135.2 |
| Intangible assets                | 95.3    | 96.1    | 95.8    | 95.5    | 95.2    |
| Investment in Associates & JVs   | 1.6     | 1.7     | 1.7     | 1.7     | 1.7     |
| Other assets                     | 972.2   | 1,098.8 | 1,137.4 | 1,165.7 | 1,194.4 |
| Total assets                     | 5,694.8 | 6,329.8 | 6,535.9 | 7,088.9 | 7,593.3 |
| ST interest bearing debt         | 1,783.8 | 2,096.4 | 1,906.5 | 2,074.1 | 2,241.7 |
| Accounts payable                 | 229.4   | 284.2   | 254.0   | 287.4   | 267.3   |
| Insurance contract liabilities   | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| LT interest bearing debt         | 1,011.6 | 1,200.8 | 1,451.6 | 1,566.8 | 1,682.0 |
| Other liabilities                | 421.0   | 389.0   | 407.0   | 422.0   | 431.0   |
| Total Liabilities                | 3,446.2 | 3,970.0 | 4,019.5 | 4,350.6 | 4,621.8 |
| Shareholders Equity              | 1,713.4 | 1,807.1 | 1,900.6 | 2,058.3 | 2,227.3 |
| Minority Interest                | 535.1   | 552.8   | 615.8   | 680.1   | 744.2   |
| Total shareholder equity         | 2,248.6 | 2,359.8 | 2,516.4 | 2,738.4 | 2,971.5 |
| Total liabilities and equity     | 5,694.8 | 6,329.8 | 6,535.9 | 7,088.9 | 7,593.3 |
|                                  |         |         |         |         |         |
| CASH FLOW (MYR m)                | 457.4   | 440.0   | 244 =   | 204.2   | /00 ·   |
| Pretax profit                    | 157.1   | 140.3   | 241.7   | 381.0   | 402.1   |
| Depreciation & amortisation      | 259.4   | 283.7   | 265.9   | 279.2   | 291.3   |
| Cash taxes paid                  | (39.6)  | (44.4)  | (58.0)  | (91.4)  | (96.5)  |
| Other operating cash flow        | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Cash flow from operations        | 273.0   | (14.0)  | 656.0   | 311.9   | 780.7   |
| Capex                            | (467.7) | (328.1) | (400.0) | (400.0) | (400.0) |
| Free cash flow                   | (194.8) | (342.1) | 256.0   | (88.1)  | 380.7   |
| Dividends paid                   | (23.7)  | (26.3)  | (36.2)  | (67.6)  | (72.4)  |
| Equity raised / (purchased)      | 0.0     | 0.0     | 5.4     | 0.0     | 0.0     |
| Change in Debt                   | 96.8    | 290.6   | 60.9    | 282.8   | 282.8   |
| Other invest/financing cash flow | (22.8)  | (64.5)  | (15.7)  | (19.4)  | (19.4)  |
| Net cash flow                    | (144.4) | (142.3) | 270.4   | 107.8   | 571.7   |

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| FYE 31 Dec                    | FY20A   | FY21A   | FY22E   | FY23E   | FY24E   |
|-------------------------------|---------|---------|---------|---------|---------|
| Key Ratios                    |         |         |         |         |         |
| Growth ratios (%)             |         |         |         |         |         |
| Revenue growth                | (0.2)   | 18.4    | 5.3     | 2.8     | 2.8     |
| EBITDA growth                 | (16.7)  | (1.1)   | 20.1    | 25.7    | 5.7     |
| EBIT growth                   | (33.5)  | (10.7)  | 49.9    | 40.2    | 6.4     |
| Pretax growth                 | (45.6)  | (10.7)  | 72.2    | 57.6    | 5.6     |
| Reported net profit growth    | (24.9)  | (24.5)  | 41.3    | 86.6    | 7.2     |
| Core net profit growth        | (31.0)  | (17.7)  | 41.3    | 86.6    | 7.2     |
| Profitability ratios (%)      |         |         |         |         |         |
| EBITDA margin                 | 9.0     | 7.5     | 8.5     | 10.4    | 10.7    |
| EBIT margin                   | 4.7     | 3.5     | 5.0     | 6.8     | 7.1     |
| Pretax profit margin          | 2.6     | 2.0     | 3.2     | 4.9     | 5.0     |
| Payout ratio                  | 17.7    | 28.2    | 30.0    | 30.0    | 30.0    |
| DuPont analysis               |         |         |         |         |         |
| Net profit margin (%)         | 1.9     | 1.2     | 1.6     | 2.9     | 3.0     |
| Revenue/Assets (x)            | 1.1     | 1.1     | 1.2     | 1.1     | 1.0     |
| Assets/Equity (x)             | 3.3     | 3.5     | 3.4     | 3.4     | 3.4     |
| ROAE (%)                      | 6.7     | 4.9     | 6.5     | 11.4    | 11.3    |
| ROAA (%)                      | 1.9     | 1.4     | 1.9     | 3.3     | 3.3     |
| Liquidity & Efficiency        |         |         |         |         |         |
| Cash conversion cycle         | 59.5    | 62.3    | 62.3    | 62.3    | 62.3    |
| Days receivable outstanding   | 29.5    | 28.0    | 28.0    | 28.0    | 28.0    |
| Days inventory outstanding    | 46.9    | 49.2    | 49.2    | 49.2    | 49.2    |
| Days payables outstanding     | 16.8    | 14.9    | 14.9    | 14.9    | 14.9    |
| Dividend cover (x)            | 5.6     | 3.5     | 3.3     | 3.3     | 3.3     |
| Current ratio (x)             | 1.1     | 1.1     | 1.2     | 1.3     | 1.3     |
| Leverage & Expense Analysis   |         |         |         |         |         |
| Asset/Liability (x)           | 1.7     | 1.6     | 1.6     | 1.6     | 1.6     |
| Net gearing (%) (incl perps)  | 90.6    | 107.3   | 91.4    | 90.4    | 73.6    |
| Net gearing (%) (excl. perps) | 90.6    | 107.3   | 91.4    | 90.4    | 73.6    |
| Net interest cover (x)        | 2.2     | 2.2     | 2.8     | 3.5     | 3.5     |
| Debt/EBITDA (x)               | 5.2     | 6.2     | 5.2     | 4.5     | 4.6     |
| Capex/revenue (%)             | 7.7     | 4.6     | 5.3     | 5.2     | 5.0     |
| Net debt/ (net cash)          | 2,037.7 | 2,532.6 | 2,300.1 | 2,475.4 | 2,186.8 |

Source: Company; Maybank IBG Research

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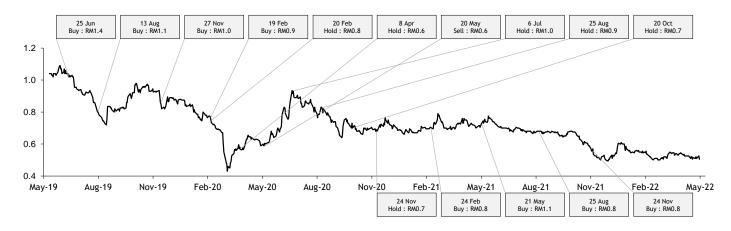
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## Historical recommendations and target price: Leong Hup International (LHIB MK)



------ Leong Hup International

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