

Stock Digest

Monday, 24 Aug, 2015

Recommendation:
BUY

Share Price: RM0.875
Target Price: RM1.75

Bursa Code: 9571

Stock Information: Engaged in construction, property development, overseas investment and operates eye specialist centre.

Sector: Civil Engineering and Property Development

Industry: Construction

Listing: Main Market

Share Issued (mln): 642.1

Market Capital (RM mln): 561.8

Major Shareholders:

Tan Eng Piew	39.9%
Employees Provident Fund	2.6%
Kumpulan Wang Persaraan	2.5%



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INITIATING COVERAGE

Mitrajaya Holdings Bhd

Strong Orderbook To Underpin Earnings

Investment Highlights

- We initiate coverage on Mitrajaya with a **BUY** recommendation and a target price of RM1.75. Our recommendation is premised on the group's competitive strength and technical capabilities in undertaking public-private partnership construction projects and its position as a reputable property developer in the Klang Valley. The group will also be capitalising on opportunities in the various infrastructure construction projects outlined under the 11th Malaysia Plan to augment its current outstanding construction orderbook of RM1.75 bln. Meanwhile, earnings growth will be further boosted by recognition of its property development's unbilled sales of approximately RM200.0 mln from both of its completed and on-going projects coupled as well as upcoming property development launches in Puchong that carries a total gross development value (GDV) of RM1.57 bln.
- YTD, Mitrajaya has secured a construction contracts worth RM229.9 mln to build three blocks of apartments totaling 1,062 units of service apartments, two blocks of multi-level parking and common facilities under the PPA1M initiative in Putrajaya. Going forward, the group aims to scale up its construction orderbook from its tenderbook of approximately RM1.60 bln from both the public-private and government projects, while another RM500.0 mln worth of tenders are under preparation.
- We expect Mitrajaya to register a double digit three-year net profit and revenue CAGRs of 28.3% and 36.6% to reach RM86.9 mln and RM970.0 mln respectively by 2016. We arrive at our price target using the sum-of-parts valuation, where we assigned a PER of 11.0x to its 2016 construction earnings and a PER of 9.0x to its 2016 healthcare earnings, while its property development segment for both local and overseas units are valued on 0.8x its RNAV, after accounting for the full conversion of its two warrant tranches.

Financial Highlights

FY Dec (RM mln)	2012A	2013A	2014A	2015F	2016F
Revenue	250.5	338.4	520.2	869.0	970.0
EBITDA	38.6	53.2	85.0	122.2	135.1
Net Profit	17.9	28.0	52.8	77.6	86.9
Revenue Growth (%)	-4.3	35.1	53.7	67.1	11.6
EBITDA Growth (%)	-40.9	37.9	59.7	43.8	10.5
Net Profit Growth (%)	-56.1	56.1	88.7	47.0	12.0
EPS (sen)	2.8	4.4	8.2	12.1	13.5
Diluted EPS (sen) #	N/A	N/A	N/A	10.9	12.2
P/E (x)	31.3	20.0	10.6	7.2	6.5
Diluted P/E (x) #	N/A	N/A	N/A	8.0	7.2
Dividend Yield (%)	1.4	1.4	3.6	5.1	5.7
P/BV (x)	1.69	1.61	1.42	N/A	N/A
ROE (%)	5.4	8.0	13.4	N/A	N/A

Based on enlarged share capital of 748.4 mln outstanding shares (After adjusting for warrants-C & D conversion in 2015)

Source: Company data & MSSB Research

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Recommendation

Following a record RM1.15 bln worth of construction contracts won in 2014, we believe Mitrajaya is poised for further growth, backed by its solid historical track record of having delivered over RM3.0 bln worth of construction projects over the past 30 years, inclusive of the earthworks for the KLIA, 560 units of PR1MA at Putrajaya, the Heriot-Watt University at Putrajaya and the Rawang Specialist Hospital. Mitrajaya have also established a strong business relationship with its customers, notably Prasarana Malaysia Bhd for the station works for the LRT extensions, plus both Putrajaya Holdings Sdn Bhd and the East Coast Economic Region Development Council (ECERDC) for government infrastructure building works. The group is also likely to become a major beneficiary of the LRT Line 3 project, which was outlined as one of the major infrastructure projects under the 11th Malaysia Plan.

Moving forward, earnings growth will emanate mainly from its outstanding construction orderbook of RM1.75 bln, comprising mainly of infrastructure construction projects which the group have secured over the past one-to-two years. Meanwhile, the property development segment's current unbilled sales of approximately RM200.0 mln from both its ongoing property development projects - 280 Park Homes and Wangsa 9 Residency will sustain its property development earnings over the next 18 months. This will be augmented by the upcoming 408 units of affordable apartments and a mixed property development project in Puchong Prima that carries a total GDV of RM1.57 bln to be launch later in 2015.

At the current price of RM0.875, we think Mitrajaya is attractive, trading at prospective fully diluted 2015 and 2016 PERs of 8.0x and 7.2x respectively, which are below its peer averages. We also think that Mitrajaya's orderbook replenishment prospects remain firm to secure some RM700.0 mln worth of contracts for 2015, backed by its established track record while capitalising on the various infrastructure roads and building projects outlined in the 11th Malaysia Plan. YTD, the group has secured contracts worth RM229.9 mln – accounting to 32.8% of our orderbook replenishment assumption for 2015. At the target price of RM1.75, Mitrajaya will trade at implied fully diluted PER of 16.0x and 14.4x for 2015 and 2016 respectively.

Investment Risk

Risks to our recommendation include failure to replenish its construction orderbook of RM700.0 mln for 2015. The tendering process for construction projects is highly competitive, subjected to certain criteria such as the contractor's track record, technical capabilities, suitability of equipment and registration grades.

Being in a cyclical industry, any delays in the implementation of its upcoming projects such as the 1Malaysia People's Housing Scheme (PR1MA), PPA1M and the new LRT route could slowdown Mitrajaya's construction orderbook replenishment. Any changes or fluctuations in raw material prices such as cement, precast concrete and steel bars will affect the group's margins and profitability.

The implementation of Goods and Services Tax, coupled with the tightening of credit facilities from financial services provider has also resulted in a softer property sector that could also affect its future property sales.

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Company Background

Mitrajaya was incorporated in 1993 as an investment holding company while its subsidiaries are principally involved in civil engineering, building and road construction works and the supply of construction materials. The group's corporate history traces back to 1985 through the incorporation of Pembinaan Mitrajaya Sdn Bhd, which was founded by its current single largest shareholder as well as Group Managing Director, Mr. Tan Eng Piow.

Mitrajaya was listed on the Second Board of Bursa Malaysia in December 1994 and subsequently transferred to the Main Board of Bursa Malaysia in May 1998. The group diversified into the property development business in May 1999 through the launch of a 250.0-ac. integrated township development project in Puchong Prima with a GDV of RM680.0 mln.

The group marked its presence in South Africa through the acquisition of a 60.0% stake in Mitrajaya Development SA (Pty) Ltd (MDSA) in February 1999 and subsequently the remaining 40.0% equity stake in 2001. MDSA is the developer of Blue Valley Golf and Country Estate. MDSA is also the manager and operator of the golf club in Blue Valley Golf and Country Estate. In the same year, Mitrajaya also acquired a 51.0% equity interest in Optimax Eye Specialist Centre Sdn Bhd (Optimax).

With 30 years of experience in the construction industry, Mitrajaya have completed various construction projects worth a total of RM3.0 bln, ranging from power plant works, concession works, basement works, ground works and building works for both the public-private and government projects. The group also holds a CIDB Grade 7 license that allows it to tender for projects of unlimited value.

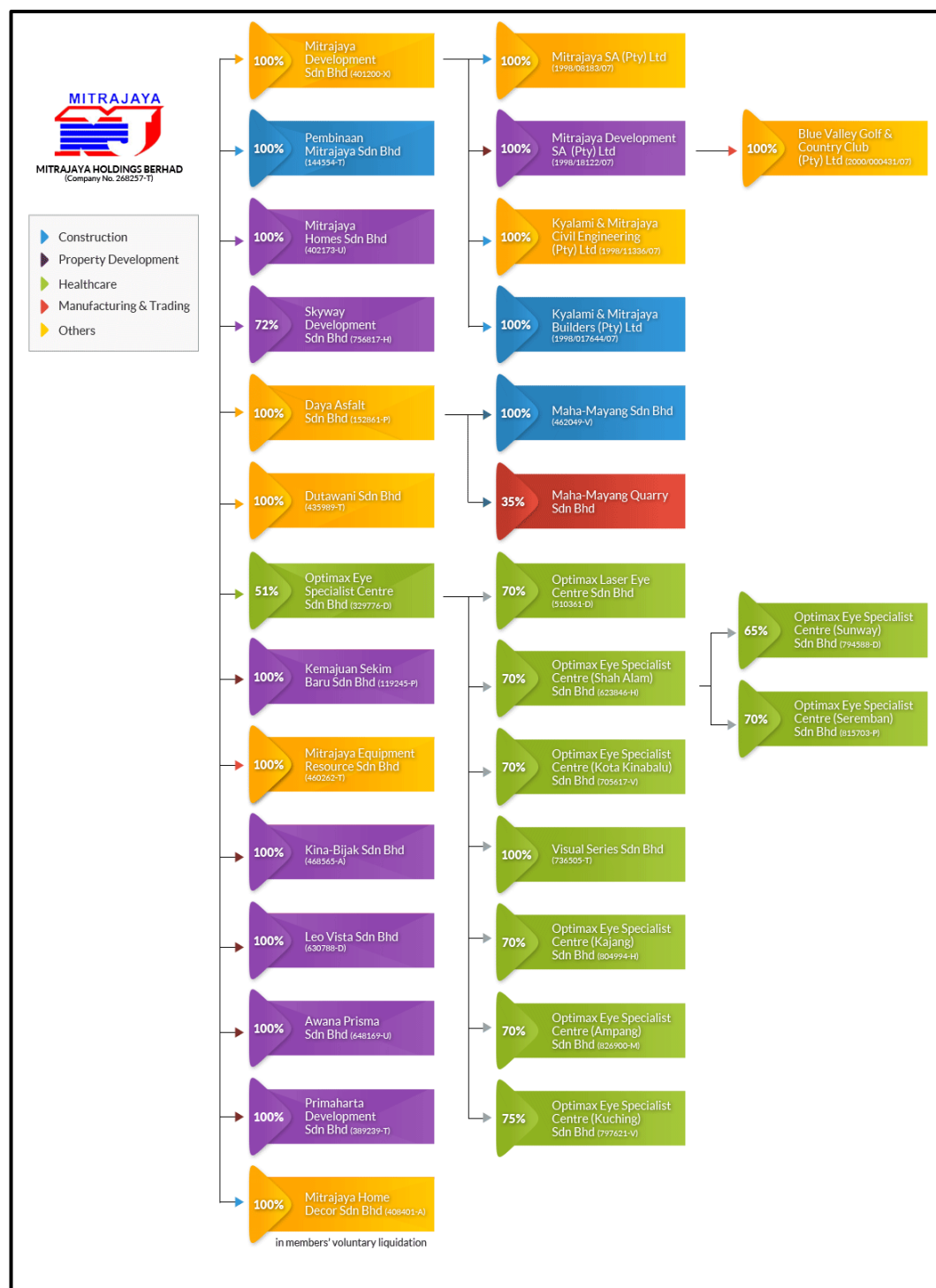
Among its shareholders, the company counts on several institutional funds such as the Employees Provident Fund (EPF), Kenanga Growth Fund, Kumpulan Wang Persaraan (KWAP), Hong Leong Growth Fund, CIMB Islamic Small Cap Fund and Employees Provident Fund amongst its thirty largest shareholders. The inclusion of these institutional funds is a testament of the group's strong presence in the construction industry.

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Corporate Structure



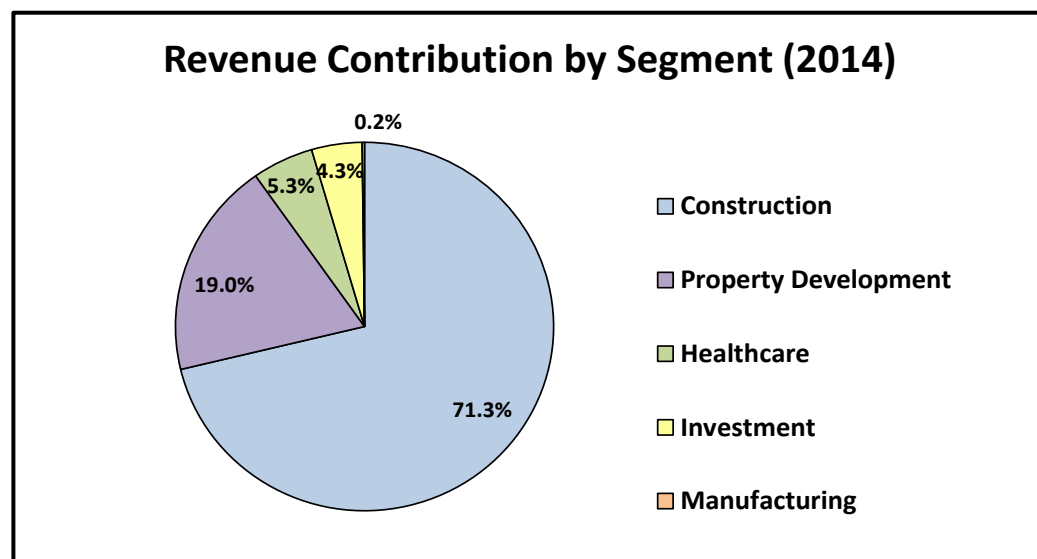
Source: Company data

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Revenue Contribution By Segment (2014)



Source: Company data

Business Segments And Outlook

Construction

Mitrajaya is engaged in building construction, including high-rise and low-rise residential and commercial buildings, industrial buildings, as well as institutional buildings for education and healthcare sector through its wholly-owned subsidiary, Pembinaan Mitrajaya Sdn Bhd (PMSB). To date, the group has completed over RM3.0 bln worth of construction projects, including several high profile projects such as the Kuala Lumpur International Airport (KLIA), Light Rail Transit System, the Cyberjaya Flagship Zone, the East Coast Economic Region and the Iskandar Southern Development Corridor. Mitrajaya holds a Construction Industry Development Board (CIDB) Grade 7 license that allows it to tender for projects with unlimited value.

The construction segment, which is also the group's core business since incorporation, accounts to approximately 71.3% or RM370.7 mln of the company's total revenue in 2014. In 2014, Mitrajaya's construction EBITDA stood at RM42.6 mln, translating to EBITDA margin of 11.5%. Mitrajaya's EBITDA margin has been gradually improving since 2012 (which was then at 9.7%) as the group became more selective and focusses on higher margin jobs but smaller in absolute value. Mitrajaya's current outstanding construction orderbook is at RM1.75 bln and it will provide earnings visibility over the next two-to-three years.

Following a record of RM1.15 bln worth of contracts won in 2014, Mitrajaya has secured a RM229.9 mln contract for the construction of 1,062 units of service apartments under the Perumahan Penjawat Awam 1 Malaysia (PPA1M) initiative. We think that Mitrajaya will be able to meet the remaining RM470.1 mln orderbook replenishment target

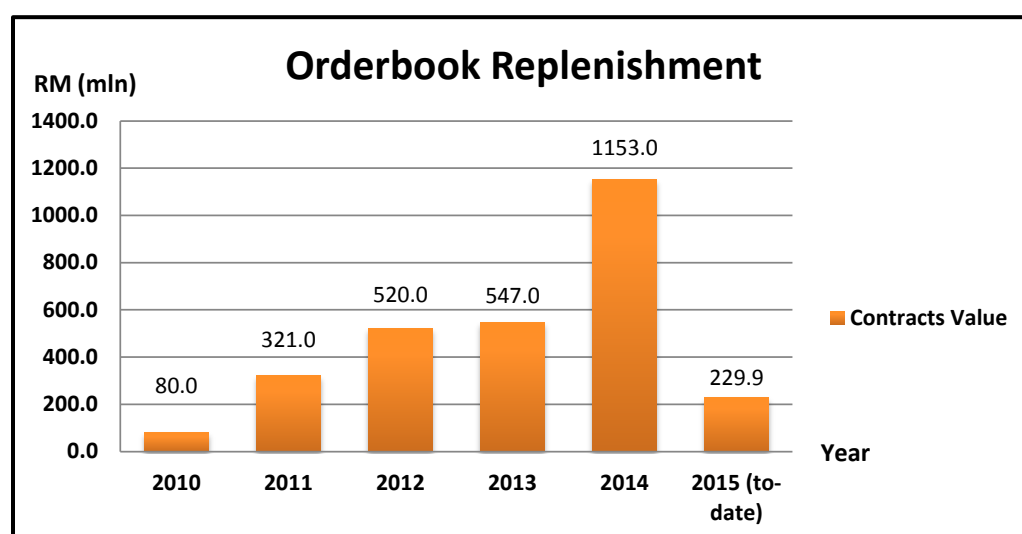
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(RM700.0 mln targeted orderbook replenishment rate for 2015) in the remainder of the year from its current RM1.60 bln tenderbook, given the robust construction industry, while capitalising on the several upcoming infrastructure projects under the 11th Malaysia Plan such as LRT Line 3 and repeat work orders from Putrajaya Holdings and ECERDC.

Mitrajaya's Orderbook Replenishment



Source: Company & MSSB Research

Mitrajaya's Ongoing Construction Projects

Projects	Client	Value (RM mln)	Expected Completion
Kelana Jaya and Ampang LRT extension (total 6 stations)	Prasarana	102.0	2015
MACC Headquarters, Precint 7, Putrajaya	Putrajaya Holdings	368.0	Mar-17
2 Blocks of Condominium, Symphony Hills, Cyberjaya	UEM Sunrise	217.0	Aug-16
Raffles American School, Nusajaya, Johor	Raffles	259.0	Jul-16
2 Building Blocks of MK22 Condos, Mont' Kiara	UEM Sunrise Group	386.0	Aug-17
Building Project	Bank Negara Malaysia	168.0	Mar-16
3 Blocks of Public Apartment (PPA1M)	Putrajaya Homes	227.0	Feb-18
Others	Various	21.0	2015
Total		1748.0	

Source: Company & MSSB Research

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Property Development

Mitrajaya ventured into the property development business in May 1999 through their wholly-owned subsidiary, Mitrajaya Homes Sdn Bhd with the launch of Puchong Prima in Puchong, Selangor. Situated on a 250.0 ac. freehold land, the integrated township comprises of: (i) Puchong Prima Business Centre with 4-storey shop offices and a pedestrian mall, (ii) Desa Idaman Residences comprising of 540 units of 5-storey apartments, private water-theme park facilities complete with life-sized animal sculptures which offers a resort style living with a tropical-theme, (iii) Desa Impiana comprising of 702 units of high rise condominiums and low-rise duplexes, and (iv) Lavender Terraces, comprising of 243 units of double storey terrace houses. The development's GDV was RM680.0 mln.

Thereafter, its next property development project was the Kiara 9 Residency in 2008. Situated on a 3.0 ac. land at Mont' Kiara, the property development project comprises of a combination of 208 units of luxury condominiums and private garden villas which carried a GDV of RM435.9 mln. Although the abovementioned project was completed in July 2011, there are still 38 units unsold with a total unsold value of RM116.3 mln and in the Puchong Prima Business Centre, 19 out-of-326 units of 4-storey shop offices also remained unsold with a total unsold value at RM8.5 mln. Both the above mentioned projects' total unbilled sales of RM12.8 mln and RM4.9 mln respectively will be recognised in 2015.

The group cemented its position as a reputable property developer in the Klang Valley through another property development project in Puchong - 280 Park Homes. Sitting on a 17.3 ac. land, the 280 units of 6-storey duplex and 2-storey clubhouse facilities that carry a GDV of RM339.7 mln is located approximately 1.0 km away from the upcoming LRT station. The project is accredited under the Green Building Index (GBI) which is in line with the Ministry of Energy, Green Technology and Water's (MEGTW) initiative in encouraging energy efficient practices. Construction of Phase 1, comprising of 148 units which has a take-up rate of 66% was fully completed in February 2015, while Phase 2, comprising of the remaining 132 units has a take-up rate of 4% is expected to be completed by October 2015. The current unbilled sales of RM20.1 mln from the project will be recognised in the remainder of 2015.

Artist Impression of 280 Park Homes



Source: Company data

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Simultaneously, the group is undertaking another property development project in Kuala Lumpur – Wangsa 9 Residency, which was launched in mid-2014. Sitting on a 7.5 ac. land with a GDV of RM680.0 mln, the project consists of 565 units of condominium with price starting from RM650 p.s.f. and is close to both the Sri Rampai LRT station and Wangsa Walk Mall. The take-up rate for Phase 1 and 2 of the project is at 70.0% and 26.0% respectively. With unbilled sales of RM159.0 mln, earnings visibility can be seen over the next two years.

Artist Impression of Wangsa 9 Residency



Source: Company data

The property development segment accounts to approximately 19.0% or RM98.7 mln of Mitrajaya's total revenue in 2014, while it's EBITDA stood at RM28.7 mln, translating to an EBITDA margin of 29.1%. Going forward, we expect the property development EBITDA margin to come in lower at 20%-25% over the next two years, owing to the higher building material costs arising from the implementation of Goods and Services Tax and higher operational expenses such as marketing and advertising costs incurred to boost its current and upcoming property project launches amid the subdued property market.

Going forward, Mitrajaya will be launching two blocks of affordable apartments totaling 408 units with a GDV of RM73.0 mln, which is part of the Selangor state government's initiative under the Encouragement Incentive Scheme, "Rumah SelangorKu" outlined in Budget 2015. Sitting on a 4.1 ac. land, the selling price of each unit with a built up area of 900 sq.ft. will be at RM180,000.

Elsewhere, the group will be utilising its last parcel of Puchong Prima land which was acquired back in 1999 for a mixed development project comprising of: (i) a 5-storey

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shopping mall, (ii) 3 blocks of service apartments and, (iii) one boutique hotel with 150 rooms. The RM1.50 bln project offers great accessibility with the upcoming LRT station just 150m away and the project is expected to be launched at the end of 2015.

Artist Impression of Puchong Prima Mixed Development



Source: Company data

Mitrajaya's Property Development Projects

Projects Malaysia	GDV (RM mln)	Acre	Type	Expected Completion	Take-up %	Unsold Value (RM mln)	Unbilled Sales (RM mln)
Completed Projects							
Kiara 9 Residency	435.9	17.3	Condominiums	Completed	82.0	22.9	12.8
Puchong Prima Business Centre	85.0	N/A	4-storey shop offices	Completed	94.0	8.5	4.9
Ongoing Projects							
280 Park Homes	330.0	17.3	Duplex Aparments	4Q2015	36.8	227.1	20.1
Wangsa 9 Residency	680.0	7.8	Condominium blocks	1Q2019	45.9	210.6	159.0
Upcoming Projects							
Affordable Homes	73.0	4.1	Service Apartments	N/A	N/A	N/A	N/A
Puchong Prima Mixed Development	1500.0	15.0	Shopping mall Service Apartments Boutique Hotel	N/A	N/A	N/A	N/A
Sub Total						469.1	196.8

Source: Company & MSSB Research

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Healthcare

As part of the group's plan to diversify its income stream, Mitrajaya acquired a 51.0% equity stake in Optimax Eye Specialist Centre Sdn Bhd (Optimax) back in December 2001 for RM2.5 mln. Optimax is a UK-based laser eye treatment specialist and is one of the first private clinics to offer laser eye surgery. In 2007, Optimax was awarded the best Small and Medium-sized Enterprises (SME) brand for Eye Care by the Brand Laureate Award for Brand Excellence in Healthcare. At present, there are seven centres nationwide.

The healthcare division accounts to 5.3% or RM27.3 mln to the group's total revenue in 2014. Its healthcare EBITDA stood at RM1.4 mln, translating to an EBITDA margin of just 5.2% after the division returned to the black in 2013.

Optimax has successfully treated more than 90,000 cases involving laser vision correction, refractive lens exchange (RLE), implantable contact lens and other eye specialist services including cataract, glaucoma, pediatric eye care and dry eyes. Moving forward, the group plans to dispose all its' Optimax stake to unlock its investment value and to focus on its core businesses.

International Investment

Mitrajaya marked its presence into the global market back in February 1999 through the acquisition of a 60.0% stake in Mitrajaya Development SA (Pty) Ltd (MDSA) in South Africa. Through MSDA, Mitrajaya acquired a 100% equity interest in Blue Valley Golf & Country Club (Pty) Ltd, which manages the operations of the golf club in Blue Valley Golf and Country Estate in South Africa in October 2001.

In 2014, the group's international investment revenue stood at RM22.4 mln, contributing 4.3% to the group's total revenue and an EBITDA of RM8.7 mln – the highest EBITDA margin across its' business segment at 38.9%.

To-date, the group has approximately 139.0 ac. of vacant lots left to be sold. Moving forward, the group plans to develop 140 units of houses and a business park comprising of a neighborhood shopping mall, office building, medical centre and hotel in collaboration with Best Western Hotel. Both the future shopping mall and office building will generate recurring income upon their completion in 2017.

Manufacturing & Trading

In 2014, Mitrajaya's manufacturing EBITDA stood at RM0.7 mln on the back of revenue of RM1.0 mln, translating to an EBITDA margin of 66.6%. The meager contribution to the group's total revenue resulted from the divestment of the manufacturing division and disposal of the premix plant and crusher plant at Lanchang quarry after expiration of the lease agreement for the quarry land in 2013.

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Earnings Outlook

The construction segment will continue to anchor Mitrajaya's earnings and cash flow over the next two years on the back of its relatively young projects, where most of them were secured in the last 1-2 years, while the group will ride on potential new projects, particularly the upcoming LRT project, affordable housing schemes and infrastructure works for several expressways outlined in Budget 2015. The group aims to strengthen its construction orderbook by targeting an orderbook replenishment rate of RM1.0 bln in 2015, but we have adopted a conservative stance with an orderbook replenishment assumption of RM700.0 mln. Already, the group has secured a total of RM229.9 mln worth of new construction contracts in the first seven months of 2015, accounting to a third of our orderbook replenishment assumption.

On the property development segment, earnings visibility can be seen over the next 18-to-24 months from its current unbilled property sales of RM196.8 mln from both its completed and on-going property projects.

We estimate Mitrajaya's blended EBITDA margin at around the mid-teens of between 13.5%-14.5% over the next two years on a favourable mix across all its business segments. Individually, the construction segment is expected to remain as its key earnings contributor, making up to 72.6% of Mitrajaya's net earnings in 2015, the property development segment will account to 15.0%, while 11.7% and 0.7% to come from overseas investment and healthcare segments respectively.

After imputing our orderbook replenishment assumptions, coupled with a current outstanding orderbook of RM1.75 bln from its construction activities and as well as current unbilled sales of approximately RM200.0 mln from the property development segment, we project a three-year revenue CAGR of 36.6% and a three-year net profit CAGR of 28.3% to reach RM970.0 mln and RM86.9 mln respectively by 2016.

For 2015, we forecast Mitrajaya's revenue and EBITDA to reach RM869.0 mln and RM122.2 mln respectively, on the back of work recognition from contracts secured in the past two years. 2015's net profit is expected to improve by 47.0% Y.o.Y to RM77.6 mln, translating to a lower net profit margin of 8.9% vs. 10.1% in 2014, mainly due to higher operating expenses incurred for its property development segment.

For 2016, we expect revenue to improve 11.6% Y.o.Y to RM970.0 mln, while its EBITDA is expected to grow 10.5% Y.o.Y to RM135.1 mln. Net profit is expected to improve 12.0% Y.o.Y to RM86.9 mln, which translates to a marginally higher net profit margin of 9.0% due to the recognition of higher yield construction margin projects which was secured in recent years, better mix of segment earnings, while proceeds from warrants conversion that matures in July 2016 will be used to boost its interest income and pare down its net gearing.

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Valuation

We value Mitrajaya on a sum-of-part basis by ascribing a targeted PER of 11.0x to its fully diluted 2016 construction earnings and a PER of 9.0x to its fully diluted healthcare earnings due to its smaller scale business, while the value of its property development units, both local and overseas, are valued at 0.8x of its book value after accounting for the full conversion of Warrants-C and Warrants-D. At the target price of RM1.75, Mitrajaya will trade at an implied fully diluted PER of 14.4x for 2016, which is within the sector average.

Peer Comparison

	HSL	SENDAI	AZRB	PTARAS	MITRA	AVERAGE
FYE	Dec	Dec	Dec	Dec	Dec	
Share Price @ 24 Aug 2015	1.62	0.725	0.555	3.06	0.875	
Market Capitalisation (RM mln)	943.9	561.2	268.4	497.8	561.8	
P/E 2014 (x)	12.3	15.4	23.3	9.2	10.6	14.1
P/E 2015 (x)	16.1	9.2	11.1	8.6	7.2	10.5
P/B 2014 (x)	1.5	0.6	0.8	1.6	1.4	1.2
ROE (%)	13.6	4.3	4.7	18.8	13.4	10.9
DPS (Sen)	2.8	2.3	N/A	16.0	3.1	6.0
Dividend Yield (%)	1.7	3.1	N/A	5.2	3.6	3.4

Source: Bloomberg consensus estimates & MSSB Research

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Income Statement					
FYE Dec (RM mln)	2012A	2013A	2014A	2015F	2016F
Revenue	250.5	338.4	520.2	869.0	970.0
EBITDA	38.6	53.2	85.0	122.2	135.1
Depreciation & Amortisation	-7.5	-10.0	-9.5	-11.9	-13.0
Net Interest Expense	-3.2	-2.9	-3.0	-4.0	-3.1
Pre-tax Profit	27.8	40.3	72.5	106.3	119.0
Effective Tax Rate	32.2%	28.9%	26.5%	26.5%	26.5%
Net Profit	17.9	28.0	52.8	77.6	86.9
EBITDA Margin	15.4%	15.7%	16.3%	14.1%	13.9%
PreTax Margin	11.1%	11.9%	13.9%	12.2%	12.3%
Net Margin	7.2%	8.3%	10.1%	8.9%	9.0%

Source: Company data & MSSB Research

Balance Sheet			
FYE Dec (RM mln)	2012A	2013A	2014A
Total Assets	544.3	560.0	639.9
Fixed Assets	41.0	37.7	41.4
Current Assets	360.6	386.0	496.8
Other LT Assets	142.7	136.4	101.6
Current Liabilities	184.0	188.5	222.5
LT Liabilities	26.0	20.7	20.1
Share Capital	198.8	198.8	198.8
Shareholder's Funds	332.4	349.7	394.4
Minority Interests	1.9	1.3	0.7

Source: Company data & MSSB Research

Per Share Data					
FYE Dec	2012A	2013A	2014A	2015F	2016F
Book Value (Sen)	0.52	0.54	0.61	N/A	N/A
Cash Flow (Sen)	3.1	5.1	7.6	N/A	N/A
Net Earnings (sen)	2.8	4.4	8.2	12.1	13.5
Dividend (sen)	1.2	1.2	3.1	4.5	5.0
Payout Ratio (%)	28.2%	37.9%	37.2%	36.9%	30.1%
Dividend Yield (%)	1.4	1.4	3.6	5.1	5.7
PER (x)	31.3	20.0	10.6	7.2	6.5
P/Cash Flow (x)	0.3	0.2	0.1	N/A	N/A
P/Book Value (x)	1.7	1.6	1.4	N/A	N/A
ROE (%)	5.4	8.0	13.4	N/A	N/A
Net Gearing (%)	22.3	17.8	19.8	N/A	N/A

Source: Company data & MSSB Research

Your Gain, Our Aim

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