

Malaysia Company Guide

MKH Bhd

Version 8 | Bloomberg: MKH MK | Reuters: METR.KL

Refer to important disclosures at the end of this report

DBS Group Research . Equity

31 May 2017

BUY

Last Traded Price (30 May 2017): RM2.49 (KLCI : 1,765.34)
 Price Target 12-mth: RM3.00 (20% upside) (Prev RM3.58)

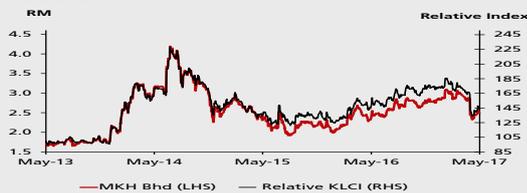
Analyst

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What's New

- **2QFY17 results met expectation**
- **Expect record earnings in FY17**
- **Maintain BUY with revised TP of RM3.00 (post-rights issue)**

Price Relative



Forecasts and Valuation

FY Sep (RM m)	2016A	2017F	2018F	2019F
Revenue	1,275	1,394	1,406	1,378
EBITDA	337	363	370	364
Pre-tax Profit	308	273	272	262
Net Profit	205	183	190	191
Net Pft (Pre Ex.)	149	183	190	191
Net Pft Gth (Pre-ex) (%)	31.0	22.5	4.1	0.4
EPS (sen)	48.9	33.0	32.7	32.9
EPS Pre Ex. (sen)	35.6	33.0	32.7	32.9
EPS Gth Pre Ex (%)	31	(7)	(1)	0
Diluted EPS (sen)	48.9	33.0	32.7	32.9
Net DPS (sen)	7.00	6.05	5.76	5.76
BV Per Share (sen)	305	258	273	300
PE (X)	5.1	7.5	7.6	7.6
PE Pre Ex. (X)	7.0	7.5	7.6	7.6
P/Cash Flow (X)	4.9	5.3	6.1	5.9
EV/EBITDA (X)	4.8	5.1	5.0	4.9
Net Div Yield (%)	2.8	2.4	2.3	2.3
P/Book Value (X)	0.8	1.0	0.9	0.8
Net Debt/Equity (X)	0.4	0.3	0.2	0.1
ROAE (%)	17.2	13.5	12.6	11.5

Earnings Rev (%): 0 0 0
 Consensus EPS (sen): 41.5 41.0 40.0
 Other Broker Recs: B: 1 S: 0 H: 0

Source of all data on this page: Company, AllianceDBS, Bloomberg Finance L.P

Compelling valuation

Sustained earnings growth in FY17. After achieving a record profit in FY16, MKH is poised to deliver an even stronger performance in FY17, premised on the stellar performance from both its plantation and property divisions. These two key divisions are expected to drive the group forward, allowing it to have clear earnings visibility in FY17 against the backdrop of a challenging economic environment. MKH is currently trading at a bargain valuation of 8x FY17 EPS which is unjustified. We reiterate our BUY call with a SOP-derived TP of RM3.00.

Resilient property sales. MKH achieved FY16 property sales of RM776m (-7% y-o-y), broadly on par with its record sales of RM835m in FY15. Management has guided for a flattish sales target in FY17 due to the persistently soft sentiment in the property market. Nevertheless, MKH's strong foothold in Kajang/Semenyih makes it the largest beneficiary of the improved public transport connectivity via two MRT stations within Kajang which will be operational by mid-CY17. Meanwhile, its unbilled sales of RM638m will sustain its near-term earnings momentum.

Plantation to recover in FY17. MKH's fresh fruit bunches (FFB) volume dropped 3% in FY16 due to the El-Nino impact on 2HFY16 production, but this is set to reverse in FY17 with the recovery in FFB production. Also, a strong rebound in crude palm oil (CPO) price supports our 117% growth projection in FY17 plantation EBIT (33% of group's FY17 EBIT). The plantation business is already self-sustaining with strong cash flows to pare down its US\$ borrowings.

Valuation:

MKH is a rare gem that offers both deep value and strong earnings growth. Its current bargain valuation of 8x PE is unjustified, in our view. Solid earnings delivery will be a strong re-rating catalyst as investors start to appreciate MKH's value.

Key Risks to Our View:

Margin compression. Rising construction cost could erode profit margins for property projects. Exposure to fluctuations in CPO prices can increase earnings volatility.

At A Glance

Issued Capital (m shrs)	426
Mkt. Cap (RMm/US\$m)	1,061 / 248
Major Shareholders (%)	
Chen Choy & Sons Realty	43.1
Public Bank Grp Off Fund	9.8
Free Float (%)	47.1
3m Avg. Daily Val (US\$m)	0.28

ICB Industry : Real Estate / Real Estate Investment & Services

WHAT'S NEW

Steady quarter

2QFY17 within expectation: MKH registered a decent 2QFY17 core profit of RM38.7m (-14% q-o-q, -17% y-o-y) after stripping out RM9.2m unrealised forex gain. This accounts for 46% of our FY17 core profit projection.

Property remains the largest contributor: The property division's core EBIT came in at RM52m (+34% q-o-q, +3% y-o-y), accounting for 74% of MKH's 2QFY17 core EBIT. This is attributable to progress billings from ongoing projects in Puncak Alam, Kajang, Semenyih and Cheras.

Slow start for property sales. 2QFY17 property sales came in at RM100m, taking 1HFY17 property sales to RM160m (-48% y-o-y). Despite the seemingly weak sales, we expect its new sales to improve substantially in 2HFY17 as it has always been MKH's practice in recent years to have more aggressive launches in the 2H of its financial year. We understand that its RM400m TR Residence project in Jalan Tun Razak has received overwhelming response and is expected to boost its sales significantly by 4QFY17. Meanwhile, unbilled sales came down to RM638m (-10% q-o-q, -23% y-o-y) as a result of weaker sales in 1HFY17.

Lower oil extraction rate. The plantation division's 2QFY17 core EBIT dipped 42% q-o-q and 31% y-o-y to RM14.8m, as the positive impact of high CPO price was offset by a lower-than-expected oil extraction rate due to heavy rainfall in 2QFY17. Nevertheless, 1HFY17 plantation core EBIT of RM27.3m is still significantly higher than 1HFY16's RM9.7m.

Maintain BUY with revised TP of RM3.00. Following the completion of MKH's rights issue recently, we revised our SOP-derived TP to RM3.00 to account for the larger share base. We have imputed an unchanged 50% discount to our property RNAV and employed DCF methodology for our plantation valuation (7.1% WACC, 1.5% TG). We believe its bargain valuation of 8x FY17 PE provides an attractive entry level.

Quarterly / Interim Income Statement (RMm)

FY Sep	2Q2016	1Q2017	2Q2017	% chg yoy	% chg qoq
Revenue	322	261	278	(13.7)	6.5
Cost of Goods Sold	(214)	(165)	(170)	(20.6)	3.0
Gross Profit	109	96.3	108	(0.1)	12.5
Other Oper. (Exp)/Inc	(32.7)	(23.8)	(36.5)	11.6	53.4
Operating Profit	75.8	72.6	71.9	(5.1)	(0.9)
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	nm	nm
Associates & JV Inc	0.32	(1.3)	(0.1)	nm	(95.5)
Net Interest (Exp)/Inc	(9.6)	(9.8)	(12.1)	(25.9)	(22.7)
Exceptional Gain/(Loss)	8.67	(4.2)	9.23	6.4	(320.1)
Pre-tax Profit	75.2	57.3	69.0	(8.2)	20.5
Tax	(18.1)	(15.8)	(20.4)	12.5	29.1
Minority Interest	(1.8)	(0.7)	(0.7)	59.3	6.0
Net Profit	55.3	40.8	47.9	(13.4)	17.5
Net profit bef Except.	46.6	45.0	38.7	(17.1)	(14.0)
EBITDA	83.8	80.1	82.4	(1.7)	2.8
Margins (%)					
Gross Margins	33.7	36.9	39.0		
Opg Profit Margins	23.5	27.8	25.9		
Net Profit Margins	17.2	15.6	17.2		

Source of all data: Company, AllianceDBS

CRITICAL DATA POINTS TO WATCH

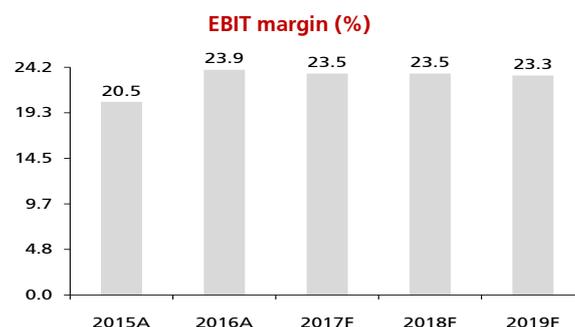
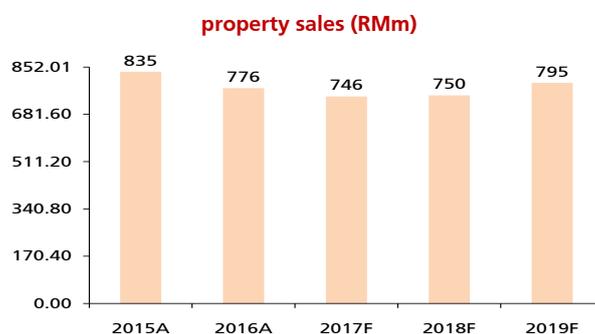
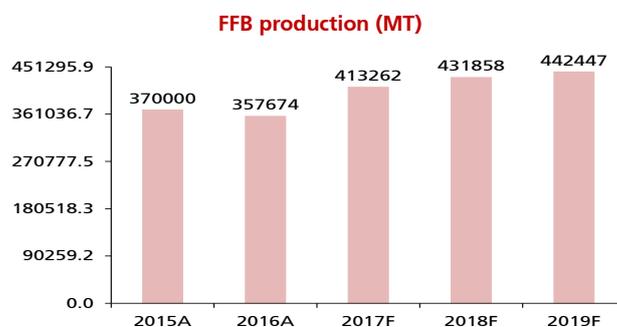
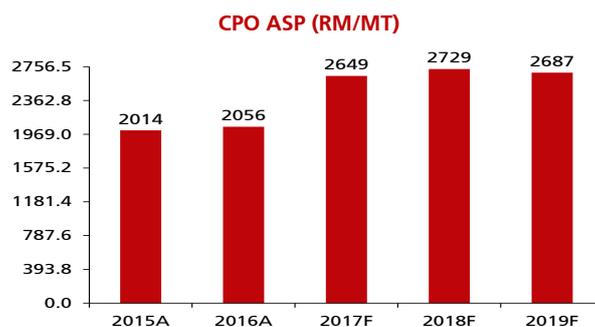
Earnings Drivers:

First-mover advantage. We expect MKH to do well in property development, given its entrenched brand name in the Kajang-Semenyih growth corridor and stronghold in the affordable housing segment. This has placed the company in an enviable position with property sales and unbilled sales continuing to chalk new highs. Strong unbilled sales of RM705m imply clear earnings visibility in the near term.

Healthy sales of affordable housing. MKH's projects continue to be well-received in this challenging market because of its focus on affordable housing. MKH's FY16 property sales came in at RM776m (-7% y-o-y) which is a commendable performance. The completion of MRT Line 1 by 2017 that will link the Kajang/Semenyih growth corridor will be a strong catalyst for MKH, given its 490-acre property land bank in that area. Scarcity of land in Kajang also offers an advantage for MKH for its future launches – they are expected to fetch premium pricing, thanks to strong demand.

Cheapest plantation proxy. MKH's 16k-ha fully planted oil palm estate in East Kalimantan has continued to register strong FFB production because of the young age profile, though it was slightly affected by the dry weather in early CY16. FY16 FFB volume dropped 3% after surging by 36% in FY15. We project FFB production will recover in FY17 (+16%) with an expected yield of 29MT/ha, which is impressive given that the average age of the oil palms at its estate is seven years.

Growing plantation contribution. Plantation EBIT contribution made up ~16% of MKH's FY16 EBIT, and this is likely to continue to increase in tandem with rising FFB production. Also, as the plantation estates mature, MKH will benefit significantly from a CPO price recovery. The plantation business will underpin the strong recurring earnings base for MKH going forward, thus complementing its property business which is project-based.



Source: Company, AllianceDBS

Balance Sheet:

Gearing for expansion. MKH’s net gearing stood at 40% as at end-Dec 2016. It may appear relatively high as ~34% of its borrowings are used for its Indonesian plantation business which started back in 2008. The estate is fully planted, and self-sustaining and contributing earnings, enabling the group to service borrowings. Meanwhile, its property business is still in expansion mode with aggressive launches in recent years, as MKH tries to ride on the booming property market in the Kajang-Semenyih growth corridor.

Share Price Drivers:

Strong property sales. The weak sentiment towards the property market has dampened interest in MKH. Therefore, it is critical for MKH to deliver strong property sales to entrench its pole position in Kajang/Semenyih. Its focus on affordable homes will help the group to attract more buyers.

CPO price recovery. Given rising contribution from the plantation business, a sustained recovery in CPO price remains a key catalyst for MKH. With the tighter supply due to El Nino phenomenon, CPO price strength may hold. It may be a blessing in disguise as the group’s maturing oil palms could reap the benefits of improving CPO prices when production peaks.

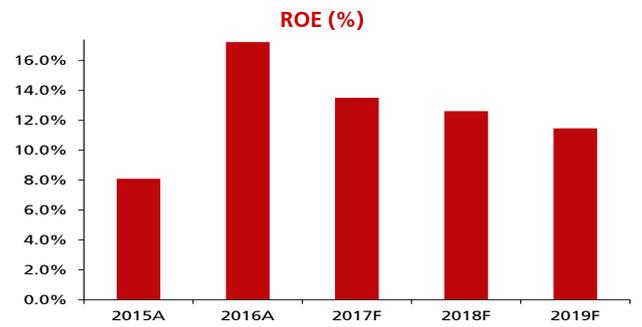
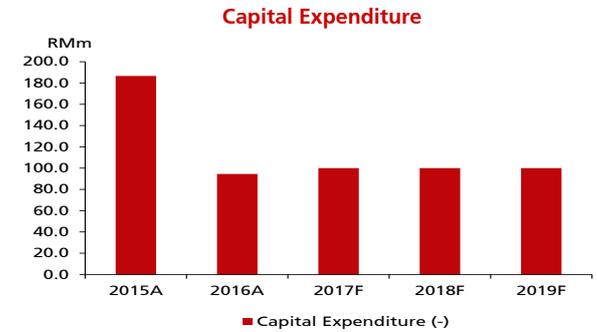
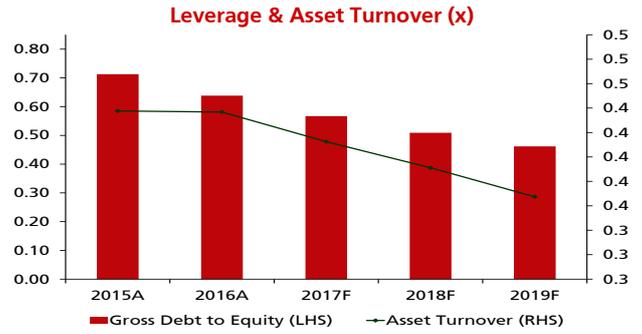
Key Risks:

Margin compression. Rising construction cost could erode profit margins for property projects. Exposure to fluctuations in CPO prices can increase earnings volatility.

Weaker property sales. Rising household debt and softer consumer sentiment may lead to lower property sales. The hurdles that potential buyers are facing in getting bank financing have also resulted in generally lower sales.

Company Background

MKH is an established township developer in Kajang/Semenyih and Greater Klang Valley with an uninterrupted 25-year profit track record. It also has a plantation business with 16k ha of oil palm estates in Indonesia, which has started to contribute significantly.



Source: Company, AllianceDBS

Key Assumptions

FY Sep	2015A	2016A	2017F	2018F	2019F
CPO ASP (RM/MT)	2,014	2,056	2,649	2,729	2,687
FFB production (MT)	370,000	357,674	413,262	431,858	442,447
property sales (RMm)	835	776	746	750	795
EBIT margin (%)	20.5	23.9	23.5	23.5	23.3

Lower than management's target

Segmental Breakdown

FY Sep	2015A	2016A	2017F	2018F	2019F
Revenues (RMm)					
Property development & Hotel & property	721	941	981	969	934
Trading	34.8	39.1	40.2	41.4	42.7
Plantation	65.0	71.8	74.0	76.2	78.5
Others	210	206	282	304	306
	10.4	16.1	16.1	16.1	16.1
Total	1,042	1,275	1,394	1,406	1,378

EBIT (RMm)

Property development & Hotel & property	153	228	203	194	187
Trading	16.1	20.4	19.3	19.9	20.5
Plantation	5.60	5.35	5.18	5.34	5.50
Others	32.4	49.4	107	119	114
	5.98	(3.4)	(7.2)	(7.7)	(7.2)
Total	214	299	328	331	321

Driven by unbilled sales

EBIT Margins (%)

Property development & Hotel & property	21.3	24.2	20.7	20.1	20.0
Trading	46.2	52.2	48.0	48.0	48.0
Plantation	8.6	7.4	7.0	7.0	7.0
Others	15.5	23.9	38.0	39.1	37.4
	57.3	(20.8)	(44.8)	(47.9)	(44.8)
Total	20.5	23.5	23.5	23.5	23.3

Income Statement (RMm)

FY Sep	2015A	2016A	2017F	2018F	2019F
Revenue	1,042	1,275	1,394	1,406	1,378
Cost of Goods Sold	(720)	(848)	(933)	(930)	(899)
Gross Profit	322	428	461	476	479
Other Opg (Exp)/Inc	(108)	(122)	(133)	(145)	(158)
Operating Profit	214	305	328	331	321
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	0.07	(1.0)	0.0	0.0	0.0
Net Interest (Exp)/Inc	(49.1)	(51.9)	(54.4)	(58.6)	(58.6)
Exceptional Gain/(Loss)	(27.7)	55.7	0.0	0.0	0.0
Pre-tax Profit	137	308	273	272	262
Tax	(41.2)	(94.0)	(79.2)	(70.8)	(60.2)
Minority Interest	(9.3)	(9.0)	(10.9)	(10.9)	(10.5)
Preference Dividend	0.0	0.0	0.0	0.0	0.0
Net Profit	86.3	205	183	190	191
Net Profit before Except.	114	149	183	190	191
EBITDA	238	337	363	370	364

Growth

Revenue Gth (%)	29.2	22.4	9.3	0.9	(2.0)
EBITDA Gth (%)	10.4	41.4	7.9	1.8	(1.7)
Opg Profit Gth (%)	10.2	42.9	7.3	1.0	(3.1)
Net Profit Gth (Pre-ex) (%)	16.4	31.0	22.5	4.1	0.4

Margins & Ratio

Gross Margins (%)	30.9	33.5	33.1	33.8	34.7
Opg Profit Margin (%)	20.5	23.9	23.5	23.5	23.3
Net Profit Margin (%)	8.3	16.1	13.1	13.5	13.9
ROAE (%)	8.1	17.2	13.5	12.6	11.5
ROA (%)	3.6	7.0	5.4	5.3	5.1
ROCE (%)	7.5	8.9	8.6	8.5	8.1
Div Payout Ratio (%)	34.0	14.3	18.3	17.6	17.5
Net Interest Cover (x)	4.3	5.9	6.0	5.6	5.5

Source: Company, AllianceDBS

Quarterly / Interim Income Statement (RMm)

FY Sep	2Q2016	3Q2016	4Q2016	1Q2017	2Q2017
Revenue	322	282	404	261	278
Cost of Goods Sold	(214)	(177)	(278)	(165)	(170)
Gross Profit	109	105	126	96.3	108
Other Oper. (Exp)/Inc	(32.7)	(36.5)	(30.3)	(23.8)	(36.5)
Operating Profit	75.8	68.6	95.8	72.6	71.9
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	0.32	(1.1)	(0.4)	(1.3)	(0.1)
Net Interest (Exp)/Inc	(9.6)	(9.8)	(22.8)	(9.8)	(12.1)
Exceptional Gain/(Loss)	8.67	4.92	7.43	(4.2)	9.23
Pre-tax Profit	75.2	62.6	80.0	57.3	69.0
Tax	(18.1)	(22.6)	(30.1)	(15.8)	(20.4)
Minority Interest	(1.8)	(2.4)	0.57	(0.7)	(0.7)
Net Profit	55.3	37.7	50.4	40.8	47.9
Net profit bef Except.	46.6	32.8	43.0	45.0	38.7
EBITDA	83.8	75.5	104	80.1	82.4

Within expectation

Growth

Revenue Gth (%)	21.0	(12.5)	43.4	(35.5)	6.5
EBITDA Gth (%)	14.1	(9.9)	38.1	(23.1)	2.8
Opg Profit Gth (%)	16.5	(9.5)	39.5	(24.2)	(0.9)
Net Profit Gth (Pre-ex) (%)	73.6	(29.7)	31.1	4.6	(14.0)

Margins

Gross Margins (%)	33.7	37.3	31.2	36.9	39.0
Opg Profit Margins (%)	23.5	24.3	23.7	27.8	25.9
Net Profit Margins (%)	17.2	13.4	12.5	15.6	17.2

Steady margins

Balance Sheet (RMm)

FY Sep	2015A	2016A	2017F	2018F	2019F
Net Fixed Assets	211	218	282	343	399
Invt in Associates & JVs	12.5	14.0	14.0	14.0	14.0
Other LT Assets	1,201	1,739	1,762	1,785	1,809
Cash & ST Invt	269	301	411	490	577
Inventory	68.9	93.5	102	103	101
Debtors	211	223	244	246	241
Other Current Assets	621	656	698	697	681
Total Assets	2,594	3,245	3,513	3,677	3,823
ST Debt	287	264	264	264	264
Creditor	365	554	606	611	599
Other Current Liab	100	53.8	105	96.9	86.4
LT Debt	514	573	573	573	573
Other LT Liabilities	205	488	488	488	488
Shareholder's Equity	1,102	1,278	1,431	1,588	1,746
Minority Interests	21.4	34.2	45.1	56.0	66.5
Total Cap. & Liab.	2,594	3,245	3,513	3,677	3,823
Non-Cash Wkg. Capital	435	365	333	338	338
Net Cash/(Debt)	(532)	(536)	(426)	(347)	(260)
Debtors Turn (avg days)	63.1	62.0	61.1	63.5	64.4
Creditors Turn (avg days)	164.5	205.9	235.9	249.2	257.9
Inventory Turn (avg days)	28.0	36.4	39.8	42.1	43.5
Asset Turnover (x)	0.4	0.4	0.4	0.4	0.4
Current Ratio (x)	1.6	1.5	1.5	1.6	1.7
Quick Ratio (x)	0.6	0.6	0.7	0.8	0.9
Net Debt/Equity (X)	0.5	0.4	0.3	0.2	0.1
Net Debt/Equity ex MI (X)	0.5	0.4	0.3	0.2	0.1
Capex to Debt (%)	23.3	11.3	11.9	11.9	11.9
Z-Score (X)	1.7	1.6	NA	NA	NA

Healthy balance sheet

Source: Company, AllianceDBS

Cash Flow Statement (RMm)

FY Sep	2015A	2016A	2017F	2018F	2019F
Pre-Tax Profit	137	308	273	272	262
Dep. & Amort.	24.5	32.6	35.8	39.4	43.4
Tax Paid	(49.1)	(78.6)	(27.6)	(79.2)	(70.8)
Assoc. & JV Inc/(loss)	(0.1)	1.00	0.0	0.0	0.0
Chg in Wkg.Cap.	(49.0)	(15.7)	(19.7)	3.61	9.93
Other Operating CF	141	(34.0)	0.0	0.0	0.0
Net Operating CF	205	213	262	236	244
Capital Exp.(net)	(187)	(94.5)	(100.0)	(100.0)	(100.0)
Other Invt.(net)	(4.0)	(4.6)	(22.9)	(22.9)	(24.0)
Invt in Assoc. & JV	0.0	0.0	0.0	0.0	0.0
Div from Assoc & JV	0.0	0.0	0.0	0.0	0.0
Other Investing CF	(5.2)	(7.8)	0.0	0.0	0.0
Net Investing CF	(196)	(107)	(123)	(123)	(124)
Div Paid	(33.6)	(29.4)	(29.3)	(33.5)	(33.5)
Chg in Gross Debt	88.5	(25.9)	0.0	0.0	0.0
Capital Issues	0.0	0.0	0.0	0.0	0.0
Other Financing CF	(12.8)	(4.7)	0.0	0.0	0.0
Net Financing CF	42.2	(60.0)	(29.3)	(33.5)	(33.5)
Currency Adjustments	21.7	(13.8)	0.0	0.0	0.0
Chg in Cash	72.6	32.7	109	79.5	86.9
Opg CFPS (sen)	60.5	54.7	50.8	39.9	40.3
Free CFPS (sen)	4.26	28.4	29.2	23.4	24.8

Source: Company, AllianceDBS

Target Price & Ratings History



S.No.	Date of Report	Closing Price	12-mth Target Price	Rating
1:	30 May 16	2.38	3.10	BUY
2:	10 Jun 16	2.43	3.10	BUY
3:	13 Jun 16	2.48	3.10	BUY
4:	14 Jul 16	2.42	3.10	BUY
5:	22 Aug 16	2.85	3.10	BUY
6:	26 Aug 16	2.73	3.10	BUY
7:	27 Sep 16	2.81	3.10	BUY
8:	22 Nov 16	2.76	3.10	BUY
9:	28 Nov 16	2.82	3.29	BUY
10:	07 Dec 16	2.79	3.29	BUY
11:	03 Jan 17	2.78	3.29	BUY
12:	28 Feb 17	2.84	3.58	BUY
13:	09 Mar 17	2.85	3.58	BUY

Note: Share price and Target price are adjusted for corporate actions.

Source: AllianceDBS

Analyst: QUAH He Wei, CFA

AllianceDBS recommendations are based on an Absolute Total Return* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

BUY (>15% total return over the next 12 months for small caps, >10% for large caps)

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

FULLY VALUED (negative total return i.e. > -10% over the next 12 months)

SELL (negative total return of > -20% over the next 3 months, with identifiable catalysts within this time frame)

Share price appreciation + dividends

Completed Date: 31 May 2017 08:23:37 (MYT)

Dissemination Date: 31 May 2017 08:24:26 (MYT)

Sources for all charts and tables are AllianceDBS unless otherwise specified.

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