

Singapore Company Update

27 July 2020

Agriculture | Plantation

First Resources (FR SP)

Good Company, Fair Valuation

Neutral (Maintained) Price (Return): SGD1.45 (+4%)

 Target Price (Return):
 SGD1.45 (+4%)

 Price:
 SGD1.40

 Market Cap:
 USD1,602m

 Avg Daily Turnover (SGD/USD)
 1.37m/0.97m

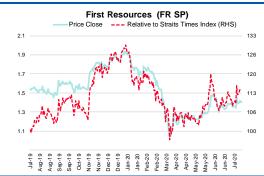
- Maintain NEUTRAL, with new SGD1.45 TP from SGD1.35, 4% upside. With markets in a liquidity-driven rally, we believe cyclical sectors like plantations could be the next play, providing investors with a relatively safe haven, in terms of earnings. Nevertheless, we caution of a possible pullback in CPO prices in 4Q20 and continue to advocate buying stocks which are still trading at decent valuations. We believe First Resources is already trading at a relatively fair value, at its historical mean of 14x.
- CPO prices have rallied of late to current levels of MYR2,739/tonne. While we do not see any significant catalyst that could have caused this rerating other than the recently released Malaysian plantation statistics which were a positive surprise we believe much of the rally could have been caused by the current liquidity in the market. This liquidity has cut across all asset classes not just for equities, but also for fixed income and commodities. That said, we believe CPO prices are likely to hold relatively steady in 3Q20, given that CPO production only started ramping up in June, while pent-up demand is likely to continue until at least August or September, in light of the *Deepavali* festival in November.
- Post-3Q20, we continue to hold our view that 4Q20F should see a pullback of prices on the back of the impact of the seasonal peak production which will end in 4Q20 and lower post-festive demand.
- On the whole, however, CPO prices in 2020 are expected to be 13% higher than that of 2019, while production for most planters, particularly those in Indonesia, will be higher. This means earnings will be stronger YoY in 2020, as well as in 2021, given our assumption of a higher MYR2,500/tonne CPO price. This security of earnings, we believe, will give investors a reason to invest in the sector provided that valuations make sense, of course.
- Extending our investment horizon in line with market expectations, we
 roll forward our valuation period to Dec 2021F from Jun 2021F for all the
 stocks under our coverage, while mostly keeping our valuation targets
 intact.
- Maintain NEUTRAL as we believe it is currently trading at close to its historical mean. We revise our TP to SGD1.45, based on an unchanged 14x P/E, and apply to FY21F earnings.

Analyst

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Share Performance (%)

| | YTD | 1m | 3m | 6m | 12m |
|----------------------------|--------|-----|------|--------|--------|
| Absolute | (26.3) | 4.5 | 14.8 | (20.9) | (7.9) |
| Relative | (6.8) | 6.0 | 12.7 | (1.1) | 15.2 |
| 52-wk Price low/high (SGD) | | | | 1.04 | - 1.93 |



Source: Bloomberg

| Forecasts and Valuation | Dec-18 | Dec-19 | Dec-20F | Dec-21F | Dec-22F |
|---------------------------------|--------|--------|---------|---------|---------|
| Total turnover (USDm) | 633 | 615 | 522 | 571 | 608 |
| Recurring net profit (USDm) | 112 | 89 | 100 | 118 | 125 |
| Recurring net profit growth (%) | (18.2) | (21.3) | 12.5 | 18.7 | 5.5 |
| Recurring P/E (x) | 14.26 | 18.11 | 16.10 | 13.56 | 12.85 |
| P/B (x) | 1.7 | 1.5 | 1.4 | 1.3 | 1.2 |
| P/CF (x) | 10.59 | 10.87 | 7.64 | 8.05 | 7.54 |
| Dividend Yield (%) | 3.2 | 2.3 | 2.2 | 2.6 | 2.7 |
| EV/EBITDA (x) | 7.58 | 9.15 | 8.07 | 6.98 | 6.38 |
| Return on average equity (%) | 12.6 | 9.0 | 9.2 | 10.2 | 9.9 |
| Net debt to equity (%) | 28.5 | 28.1 | 21.0 | 14.7 | 7.8 |

Source: Company data, RHB

Financial Exhibits

Asia Singapore

Agriculture

First Resources

FR SP

Neutral

Valuation basis

Target P/E of 14x 2021F P/E, in line with its historical average. This implies an EV/ha of USD12,000, in line with its peers' range of USD10,000-15,000.

Key drivers

- i. CPO price movement;
- ii. FFB production output;
- iii. Competitiveness of its downstream processing division versus its peers.

Key risks

- i. CPO price movement;
- ii. Weather risks; iii. The demand and supply dynamics of the global vegetable oil industry.

Company Profile

First Resources is an Indonesian planter listed on the SGX, with most estates located in Sumatra. It is involved in both upstream and downstream palm oil businesses.

| Financial summary (USD) | Dec-18 | Dec-19 | Dec-20F | Dec-21F | Dec-22F |
|------------------------------|--------|--------|---------|---------|---------|
| Recurring EPS | 0.07 | 0.06 | 0.06 | 0.07 | 0.08 |
| DPS | 0.03 | 0.02 | 0.02 | 0.03 | 0.03 |
| BVPS | 0.59 | 0.66 | 0.71 | 0.76 | 0.82 |
| Return on average equity (%) | 12.6 | 9.0 | 9.2 | 10.2 | 9.9 |

| Valuation metrics | Dec-18 | Dec-19 | Dec-20F | Dec-21F | Dec-22F |
|--------------------|--------|--------|---------|---------|---------|
| Recurring P/E (x) | 14.26 | 18.11 | 16.10 | 13.56 | 12.85 |
| P/B (x) | 1.7 | 1.5 | 1.4 | 1.3 | 1.2 |
| FCF Yield (%) | 4.6 | 2.2 | 6.2 | 5.6 | 7.0 |
| Dividend Yield (%) | 3.2 | 2.3 | 2.2 | 2.6 | 2.7 |
| EV/EBITDA (x) | 7.58 | 9.15 | 8.07 | 6.98 | 6.38 |
| EV/EBIT (x) | 10.17 | 13.43 | 11.66 | 9.99 | 9.24 |

| Income statement (USDm) | Dec-18 | Dec-19 | Dec-20F | Dec-21F | Dec-22F |
|-------------------------------|--------|--------|---------|---------|---------|
| Total turnover | 633 | 615 | 522 | 571 | 608 |
| Gross profit | 346 | 298 | 306 | 341 | 357 |
| EBITDA | 256 | 215 | 237 | 267 | 281 |
| Depreciation and amortisation | (65) | (69) | (73) | (80) | (87) |
| Operating profit | 191 | 147 | 164 | 187 | 194 |
| Net interest | (17) | (16) | (14) | (11) | (9) |
| Pre-tax profit | 181 | 131 | 151 | 175 | 185 |
| Taxation | (53) | (38) | (45) | (49) | (52) |
| Reported net profit | 120 | 89 | 100 | 118 | 125 |
| Recurring net profit | 112 | 89 | 100 | 118 | 125 |

| Cash flow (USDm) | Dec-18 | Dec-19 | Dec-20F | Dec-21F | Dec-22F |
|-------------------------------------|--------|--------|---------|---------|---------|
| Change in w orking capital | (36) | (12) | 31 | (7) | (7) |
| Cash flow from operations | 151 | 147 | 210 | 199 | 212 |
| Capex | (77) | (113) | (110) | (110) | (100) |
| Cash flow from investing activities | (94) | (120) | (110) | (110) | (100) |
| Dividends paid | (81) | (33) | (25) | (30) | (31) |
| Cash flow from financing activities | (197) | (8) | (125) | (80) | (81) |
| Cash at beginning of period | 234 | 55 | 59 | 20 | 30 |
| Net change in cash | (139) | 19 | (25) | 10 | 31 |
| Ending balance cash | 94 | 75 | 34 | 30 | 61 |

| Balance sheet (USDm) | Dec-18 | Dec-19 | Dec-20F | Dec-21F | Dec-22F |
|----------------------------|--------|--------|---------|---------|---------|
| Total cash and equivalents | 100 | 102 | 63 | 73 | 104 |
| Tangible fixed assets | 986 | 1,066 | 1,103 | 1,133 | 1,146 |
| Total assets | 1,571 | 1,709 | 1,692 | 1,740 | 1,793 |
| Short-term debt | 30 | 195 | 195 | 145 | 95 |
| Total long-term debt | 351 | 217 | 117 | 117 | 117 |
| Total liabilities | 585 | 607 | 509 | 461 | 413 |
| Total equity | 986 | 1,102 | 1,183 | 1,279 | 1,381 |
| Total liabilities & equity | 1,571 | 1,709 | 1,692 | 1,740 | 1.793 |

| Key metrics | Dec-18 | Dec-19 | De c-20F | Dec-21F | Dec-22F |
|-----------------------------|--------|--------|----------|---------|---------|
| Revenue growth (%) | (2.1) | (2.9) | (15.1) | 9.5 | 6.3 |
| Recurrent EPS growth (%) | (18.2) | (21.3) | 12.5 | 18.7 | 5.5 |
| Gross margin (%) | 54.6 | 48.5 | 58.6 | 59.6 | 58.8 |
| Operating EBITDA margin (%) | 40.4 | 35.0 | 45.5 | 46.7 | 46.2 |
| Net profit margin (%) | 18.9 | 14.5 | 19.1 | 20.7 | 20.5 |
| Capex/sales (%) | 12.2 | 18.3 | 21.1 | 19.2 | 16.5 |
| Interest cover (x) | 9.86 | 8.32 | 11.73 | 15.86 | 20.38 |

Source: Company data, RHB



27 July 2020 Agriculture | Plantation

Figure 1: Key assumptions for First Resources

| | FY17 | FY18 | FY19 | FY20F | FY21F | FY22F |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Nucleus FFB production, tonnes | 2,682,942 | 3,061,819 | 3,009,424 | 3,020,391 | 3,202,842 | 3,418,581 |
| % change | 13.3% | 14.1% | -1.7% | 0.4% | 6.0% | 6.7% |
| CPO price assumption, USD/tonne | 603 | 540 | 468 | 516 | 548 | 548 |
| % change | 2.7% | -10.4% | -13.4% | 10.4% | 6.0% | 0.0% |

Source: RHB

Recommendation Chart



Source: RHB, Bloomberg

| Date | Recommendation | Target Price | Price |
|------------|----------------|--------------|-------|
| 2020-06-25 | Neutral | 1.35 | 1.33 |
| 2020-05-22 | Neutral | 1.25 | 1.28 |
| 2020-03-23 | Buy | 1.20 | 1.04 |
| 2020-02-26 | Buy | 2.00 | 1.58 |
| 2020-01-20 | Buy | 2.30 | 1.74 |
| 2019-11-12 | Buy | 1.95 | 1.78 |
| 2019-09-30 | Buy | 1.90 | 1.60 |
| 2019-08-14 | Neutral | 1.45 | 1.57 |
| 2019-05-15 | Neutral | 1.53 | 1.70 |
| 2019-03-04 | Neutral | 1.60 | 1.70 |
| 2018-08-15 | Neutral | na | 1.59 |
| 2018-08-14 | Neutral | 1.60 | 1.58 |

Source: RHB, Bloomberg

RHB Guide to Investment Ratings

Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however longer-

term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

Take Profit: Target price has been attained. Look to accumulate at lower levels Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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|---------|---------|
| - | - |

(2) no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this report.



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