

Singapore Company Update

11 June 2020

Consumer Cyclical | Recreation Facilities & Services

Unusual (UNU SP)

Buy (Maintained)

Long Term Prospects Intact Despite Headwinds

 Target Price (Return):
 SGD0.16 (23.1%)

 Price:
 SGD0.13

 Market Cap:
 USD98.4m

 Avg Daily Turnover (SGD/USD)
 0.07m/0.05m

- Keep BUY with unchanged SGD0.16 TP, 23% upside. Management has highlighted it expects some concert activities to resume from 3QFY21 (Mar). However, social distancing measures will likely impact the capacity of these concerts but the loss could be made up by the artists, performing additional nights at a reduced fee. Majority of the concerts should likely be resumed in 2021 onwards. Earnings ahead will likely continue to be ugly but we maintain BUY due to the long term prospects.
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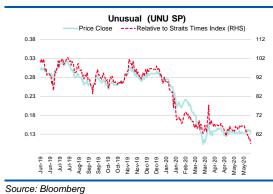
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• Pipeline slated to resume in 4QFY21. UnUsUal has longstanding relationships with its partners, the artists and their management companies. It aims to restart its existing pipeline of Singapore and international concerts and events when COVID-19 is effectively contained. We expect the company to secure more new concerts with renowned cantopop artists, as well as more well-known family entertainment shows in the near future, to further build on its 2020-21 pipeline. Historically, on its family entertainment side, UnUsUal has worked with Disney on multiple projects and presented 48 Disney on Ice shows in South Korea and Taiwan. We believe the group will likely continue to expand its scope with Disney to promote more of their titles in Asia, especially in 2021. We also expect it to continue to explore tieups and JVs to further expand their concert business globally, especially in western markets. Majority of their projects will likely resume in 4QFY21/1QFY22.

lee.cai.ling@rhbgroup.com Share Performance (%)

- YTD 1m 3m 6m 12m Absolute (54.1)(1.5)(16.9)(52.5)(55.7)Relative (41.0)(9.6)(41.0)(43.5)(15.8)52-wk Price low/high (SGD) 0.10 - 0.32
- Cost-cutting measures to ensure sustainability. With COVID-19 impacting UnUsUal greatly as mass events globally have come to a halt, management has implemented several cost-cutting measures to conserve cash reserves and profitability: It reduced staff costs by implementing a 10-20% pay cut across the group, as well as a cut in all discretionary expenses, and negotiated revised payment terms on all existing commitments. The latest COVID-19 relief stimulus will be used to cover 25% of labour expenses, which will help in these drastic times.



A temporary dip, but long-term business prospects remain intact. We
think that these setbacks are just temporary, and the long-term demand for
concerts will continue to rise after the coronavirus has been contained. This
may represent an opportunity for investors to collect at more attractive price
levels for longer-term holding, as most downsides have been priced in.
Coupled with the strong buybacks by its CEO and company share buyback
recently executed, we maintain our BUY call.

 Key risks include concert cancellations/postponements, event accidents, departure of key employees, and COVID-19 extending after Oct 2020.

Forecasts and Valuation	Mar-19	Mar-20	Mar-21F	Mar-22F	Mar-23F
Total turnover (SGDm)	57	62	31	41	50
Recurring net profit (SGDm)	13	6	3	4	5
Recurring net profit growth (%)	31.7	(51.9)	(50.1)	39.3	22.9
Recurring P/E (x)	10.37	21.59	43.24	31.03	25.25
P/B (x)	2.6	2.3	2.2	2.0	1.9
P/CF (x)	na	na	7.45	19.56	16.37
Dividend Yield (%)	na	na	na	na	na
EV/EBITDA (x)	7.64	14.22	19.95	15.22	12.33
Return on average equity (%)	28.5	11.3	5.2	6.8	7.8
Net debt to equity (%)	0.5	13.7	net cash	net cash	net cash

Source: Company data, RHB

Financial Exhibits

Asia
Singapore
Consumer Cyclica
Unusual
UNU SP

Valuation basis

DCF-derived TP of SGD0.16

Key drivers

Buy

- i. Expansion into family entertainment shows ii. Potential M&A
- iii. Branching globally

Key risks

- i. Cancellation/postponement of events;
- ii. Accidents/mishaps during the event;
- iii. Responsible for third-party non-performances;
- iv. The departure of key employees;
- v. Poor ticket sales.

Company Profile

Established in 1997, UnUsUaL is one of the leaders in concert promotions and events productions in Asia. The group predominantly operates through two business segments – production and promotion. It specialises in producing and promoting large-scale live events and concerts in Singapore and the region.

Financial summary (SGD)	Mar-19	Mar-20	Mar-21F	Mar-22F	Mar-23F
Recurring EPS	0.01	0.01	0.00	0.00	0.01
BVPS	0.05	0.06	0.06	0.06	0.07
Return on average equity (%)	28.5	11.3	5.2	6.8	7.8

Valuation metrics	Mar-19	Mar-20	Mar-21F	Mar-22F	Mar-23F
Recurring P/E (x)	10.37	21.59	43.24	31.03	25.25
P/B (x)	2.6	2.3	2.2	2.0	1.9
FCF Yield (%)	(6.1)	(4.7)	12.0	3.7	4.6
EV/EBITDA (x)	7.64	14.22	19.95	15.22	12.33
EV/EBIT (x)	8.52	17.48	31.18	22.29	17.55

Income statement (SGDm)	Mar-19	Mar-20	Mar-21F	Mar-22F	Mar-23F
Total turnover	56.9	61.9	31.0	41.3	49.5
Gross profit	23.0	13.1	7.5	10.1	12.2
EBITDA	18.0	10.2	6.5	8.2	9.6
Depreciation and amortisation	(1.9)	(1.9)	(2.3)	(2.6)	(2.9)
Operating profit	16.1	8.3	4.1	5.6	6.8
Net interest	0.0	(0.7)	(0.5)	(0.5)	(0.5)
Pre-tax profit	16.1	7.6	3.7	5.1	6.3
Taxation	(2.9)	(1.2)	(0.5)	(0.7)	(0.9)
Reported net profit	13.2	6.3	3.2	4.4	5.4
Recurring net profit	13.2	6.3	3.2	4.4	5.4

Cash flow (SGDm)	Mar-19	Mar-20	Mar-21F	Mar-22F	Mar-23F
Change in working capital	(22.5)	(14.2)	12.4	(0.5)	(0.4)
Cash flow from operations	(6.2)	(5.0)	18.4	7.0	8.4
Capex	(2.1)	(1.5)	(2.0)	(2.0)	(2.0)
Cash flow from investing activities	(12.3)	(1.8)	(2.2)	(2.2)	(2.2)
Cash flow from financing activities	4.0	15.6	(8.0)	0.0	0.0
Cash at beginning of period	18.3	3.7	12.6	20.5	25.0
Net change in cash	(14.6)	8.8	8.1	4.8	6.1
Ending balance cash	3.7	12.6	20.7	25.2	31.1

Balance sheet (SGDm)	Mar-19	Mar-20	Mar-21F	Mar-22F	Mar-23F
Total cash and equivalents	3.7	12.6	20.5	25.0	30.9
Tangible fixed assets	10.0	9.8	9.6	9.2	8.5
Total assets	90.0	94.1	85.3	92.2	99.6
Short-term debt	4.0	11.4	3.4	3.4	3.4
Total long-term debt	0.0	9.3	9.3	9.3	9.3
Total liabilities	37.1	34.8	22.9	25.3	27.3
Total equity	52.9	59.3	62.4	66.9	72.3
Total liabilities & equity	90.0	94.1	85.3	92.2	99.6

Key metrics	Mar-19	Mar-20	Mar-21F	Mar-22F	Mar-23F
Revenue growth (%)	22.6	8.8	(50.0)	33.2	20.0
Recurrent EPS growth (%)	31.7	(51.9)	(50.1)	39.3	22.9
Gross margin (%)	40.3	21.2	24.3	24.5	24.6
Operating EBITDA margin (%)	31.5	16.5	20.9	19.8	19.4
Net profit margin (%)	23.2	10.2	10.2	10.7	10.9
Capex/sales (%)	3.8	2.4	6.5	4.8	4.0
Interest cover (x)	1,035	11	9	12	15

Source: Company data, RHB



Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2020-04-06	Buy	0.16	0.13
2020-02-14	Buy	0.35	0.22
2020-02-12	Buy	0.38	0.21
2019-12-05	Buy	0.42	0.28

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

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