

Malaysia Results Review

4 December 2024

VS Industry (VSI MK)

Look Beyond The FX Setback; Stay BUY

Consumer Non-cyclical | Packaging

Buy (Maintained)

Target Price (Return): MYR1.39 (+31%)
Price (Market Cap): MYR1.06 (USD920m)
ESG score: 2.9 (out of 4)
Avg Daily Turnover (MYR/USD) 12.9m/3.03m

Analyst

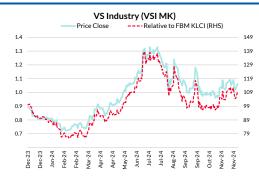
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- Maintain BUY and MYR1.39 TP, 31% upside with c.2% FY25F (Jul) yield. VS Industry's 1QFY25 results fell below expectations due to a drag stemming from sharp FX rate changes. Still, this does not alter our investment thesis that its market share gains and beefing up its internal supply chain will drive the company's medium-term growth prospects. Its outlook is exciting, with sizeable new job orders to execute in 2025F and a favourable change in business dynamics at Customer X post the streamlining initiatives under the new management team.
- 1QFY25 results are below expectations. Core net profit of MYR31m (-38% YoY) accounted for only 11-12% of our and consensus full-year forecasts due to sharp margin erosion following the drastic depreciation of the USD. Postresults, we cut FY25F earnings by 14% but keep FY26-27F net profit unchanged. Our TP remains at MYR1.39 (inclusive of a 2% ESG discount), based on fully-diluted 19x 2025F P/E, which is at +2SD from its 5-year mean.
- Results review. YoY, 1QFY25 revenue fell 4% to MYR1.1bn as the positive throughput volume growth was masked by an unfavourable FX translation. This also led to a material GPM erosion of 0.7ppts to 7.6% in 1QFY25. Consequently, 1QFY25 net profit dipped 38% to MYR31m. QoQ, 1QFY25 revenue and core net profit were 8% and 62% lower due to the abovementioned FX headwinds, a swing in seasonal demand and a change in its product mix. A first DPS of 0.4 sen was declared (1QFY24: 0.3 sen).
- Outlook. VSI's job order prospects are positive, fuelled by the recovery in demand and new product launches lined up by key customers. We highlight the recent lifting of restrictions to manufacture Customer X's floorcare products following its restructuring exercise under new management will open up more opportunities for VSI to secure more jobs. More importantly, this signifies a stronger relationship between the company and Customer X evidenced by VSI securing two new models from Customer X, with commercial production slated to begin by Feb/Mar 2025. Elsewhere, in the Philippines, the progress of renovation works at its leased plant is on track, and production is scheduled to commence in Mar/Apr 2025. This should underpin VSI's near-term earnings growth, with MYR1.2bn worth of orders in hand and the expectation of another contract win by 1QCY25F.
- **Downside risks to our recommendation** include a major delay in expansion plans and a significant loss of market share.

Share	Perfo	rmar	nce	(%)	

	YTD	1m	3m	6m	12m
Absolute	30.1	2.9	1.0	0.0	18.4
Relative	20.4	3.4	5.9	0.1	8.8
52-wk Price lo	w/high (M	YR)		0.72	-1.33



Source: Bloomberg

Overall ESG Score: 2.9	out of 4)

E: GOOD

VSI continuously monitors its performance in key indicators such as electricity, fuel and water consumption whilst also implementing initiatives related to resource efficiency and conservation. Its policy on procurement revolves around supply chain sustainability.

S: GOOD

VSI is a member of Responsible Business Alliance (RBA), the world's largest industry coalition dedicated to corporate social responsibility in global supply chains. VSI has also introduced its Anti-Corruption Framework (ACP) to address and mitigate corruption risks, including bribery in business dealings.

G: EXCELLENT

It has applied and adopted the majority of the best practices of the Malaysian Code on Corporate Governance. However, 50% of its Board comprise independent directors. Out of the 12 directors, only two are women.

Forecasts and Valuation	Jul-23	Jul-24	Jul-25F	Jul-26F	Jul-27F
Total turnover (MYRm)	4,600	4,248	4,602	6,195	6,740
Recurring net profit (MYRm)	189	200	233	385	442
Recurring net profit growth (%)	(9.3)	6.2	16.5	65.2	14.7
Recurring P/E (x)	21.92	20.64	19.48	11.79	10.28
P/B (x)	1.9	1.8	1.6	1.5	1.4
P/CF (x)	9.66	13.82	20.82	176.04	9.90
Dividend Yield (%)	2.1	2.1	2.3	3.8	4.9
EV/EBITDA (x)	10.58	9.65	8.49	6.47	5.70
Return on average equity (%)	8.5	8.8	9.1	13.0	13.9
Net debt to equity (%)	7.2	6.7	net cash	3.5	1.4

Source: Company data, RHB

Financial Exhibits

Asia Malaysia Consumer Non-cyclical VS Industry **VSI MK** Buy

Valuation basis

Key drivers

- New work orders as a result of diversions stemming from the US-China trade war;
- ii. Strong demand for its key customers' products.

Key risks

- i. Loss of key customers;ii. Being unable to pass on cost increases.

Company Profile

VS Industry is an integrated electronics manufacturing world-renowned services (EMS) provider for manufacturers of office and household appliances.

Financial summary (MYR)	Jul-23	Jul-24	Jul-25F	Jul-26F	Jul-27F
Recurring EPS	0.05	0.05	0.05	0.09	0.10
DPS	0.02	0.02	0.02	0.04	0.05
BVPS	0.55	0.59	0.67	0.72	0.77
Return on average equity (%)	8.5	8.8	9.1	13.0	13.9
Valuation metrics	Jul-23	Jul-24	Jul-25F	Jul-26F	Jul-27F
Recurring P/E (x)	21.92	20.64	19.48	11.79	10.28
P/B (x)	1.9	1.8	1.6	1.5	1.4
FCF Yield (%)	7.1	3.7	1.5	(2.7)	6.8
Dividend Yield (%)	2.1	2.1	2.3	3.8	4.9
EV/EBITDA (x)	10.58	9.65	8.49	6.47	5.70
EV/EBIT (x)	15.22	13.89	11.71	8.15	7.08
Income statement (MYRm)	Jul-23	Jul-24	Jul-25F	Jul-26F	Jul-27F
Total turnover	4,600	4,248	4,602	6,195	6,740
Gross profit	443	396	508	711	789
EBITDA	394	413	475	672	753
Depreciation and amortisation	(120)	(126)	(130)	(138)	(146)
Operating profit	274	287	344	534	606
Net interest	(30)	(18)	(29)	(20)	(25)
Pre-tax profit	246	269	315	514	582
Taxation	(71)	(74)	(82)	(128)	(140)
Reported net profit	184	195	233	385	442
Recurring net profit	189	200	233	385	442
Cash flow (MYRm)	Jul-23	Jul-24	Jul-25F	Jul-26F	Jul-27F
Change in working capital	51	24	(178)	(521)	(157)
Cash flow from operations	428	299	218	26	459
Capex	(136)	(147)	(150)	(150)	(150)
Cash flow from investing activities	(135)	(183)	(150)	(150)	(150)
Dividends paid	(77)	(86)	(105)	(173)	(221)
Cash flow from financing activities	134	(49)	93	(193)	(246)
Cash at beginning of period	279	689	755	913	592
Net change in cash	427	67	161	(318)	63
Ending balance cash	705	756	916	596	656
Balance sheet (MYRm)	Jul-23	Jul-24	Jul-25F	Jul-26F	Jul-27F
Total cash and equivalents	689	755	913	592	653
Tangible fixed assets	985	872	891	903	907
Total investments	266	301	301	301	301
Total assets	4,047	4,078	4,628	5,274	5,622
Short-term debt	270	337	200	200	200
Total long-term debt	585	571	500	500	500
Total liabilities	1,762	1,785	1,772	2,206	2,333
Total equity	2,285	2,293	2,856	3,068	3,289
Total liabilities & equity	4,047	4,078	4,628	5,274	5,622
. Star Habilities & equity	1,077	1,070	1,020	5,277	3,022
Key metrics	Jul-23	Jul-24	Jul-25F	Jul-26F	Jul-27F
Revenue growth (%)	17.5	(7.6)	8.3	34.6	8.8
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(11.2)

9.6

8.6

4.0

46.7

6.69

3.0

6.2

9.3

9.7

4.6

44.0

3.5

6.88

6.0

11.0

10.3

5.1

45.0

3.3

8.56

65.2

11.5

10.9

6.2

45.0

2.4

15.89

14.7

11.7

11.2

6.6

50.0

2.2

18.05

Source: Company data, RHB



Recurrent EPS growth (%)

Operating EBITDA margin (%)

Gross margin (%)

Capex/sales (%)

Interest cover (x)

Net profit margin (%)

Dividend payout ratio (%)

Results At a Glance

Figure 1: VS Industry's quarterly results review

FYE July (MYRm)	1QFY24	4QFY24	1QFY25	QoQ (%)	YoY (%)	Comments
Revenue	1,153	1,213	1,111	(8.4)	(3.7)	FX movement masked the positive YoY volume growth.
Gross Profit	96	146	85	(41.6)	(11.8)	
Gross Margin (%)	8.4	12.0	7.6	(4.3)	(0.7)	Significantly dampened by the sharp depreciation of the USD
EBIT	68	109	49	(55.5)	(28.8)	
EBIT Margin (%)	5.9	9.0	4.4	(4.6)	(1.5)	
Interest expense	(11)	(11)	(11)			
Interest income	6	6	6			
Associates	1	0	(0)			
EI	0	(5)	0			
Pretax profit	64	105	44	(58.2)	(31.8)	
Pretax Margin (%)	5.6	8.6	3.9	(4.7)	(1.6)	
Tax	(16)	(29)	(15)	(49.8)	(10.7)	
Effective tax rate (%)	25.5	27.8	33.4	5.6	7.9	
Minority Interest	1	0	1			
Net Profit	49	75	31	(59.5)	(37.5)	
Core Profit	49	81	31	(62.2)	(37.5)	At 11-12% of full-year forecasts
Net Margin (%)	4.2	6.7	2.8	(3.9)	(1.5)	A first interim DPS of 0.4 sen was declared (vs 1QFY24: 0.3 sen)

Source: Company data, RHB

Emissions And ESG

Trend analysis

Both VSI's absolute emissions and emission intensity are on an uptrend.

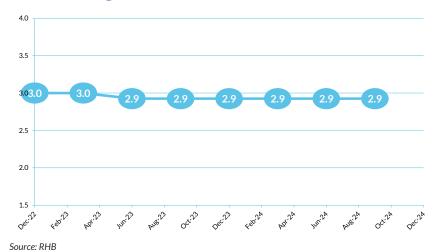
Emissions (tCO2e)	Jul-22	Jul-23	Jul-24
Scope 1	665	720	na
Scope 2	87,114	92,152	na
Scope 3	253	361	na
Total emissions	88,031	93,233	na

Source: Company data, RHB

Latest ESG-Related Developments

- The company is progressively installing solar power systems at key facilities, to reduce emissions.
- VSI works closely with its suppliers to address salient social issues. Regular engagement with its suppliers provides a platform for discussing solutions for social supply chain challenges.
- In FY23, VSI met its target of zero corruption cases and zero fines for unethical business practices. That year, it also made no political contributions.

ESG Rating History



Recommendation Chart



Dec-19 Jun-20 Dec-20 Jun-21 Dec-21 Jun-22 Dec-22 Jun-23 Dec-23 Jun-24

Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2024-09-25	Buy	1.39	1.05
2024-07-02	Buy	1.49	1.27
2024-06-20	Buy	1.38	1.20
2024-03-29	Buy	1.02	0.88
2023-12-20	Neutral	0.81	0.83
2023-09-26	Neutral	1.02	1.02
2023-06-16	Neutral	0.84	0.83
2023-03-22	Neutral	0.84	0.82
2022-10-18	Neutral	0.86	0.84
2022-09-27	Buy	1.49	0.94
2022-06-27	Buy	1.49	1.00
2022-03-28	Buy	1.26	1.00
2021-12-17	Buy	1.85	1.28
2021-09-26	Buy	2.01	1.70
2021-06-15	Buy	1.65	1.40

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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