

Bermaz Auto (BAUTO MK)

Malaysia Company Update

22 January 2025

Consumer Cyclical | Auto & Autoparts

Buy (Maintained)

MYR2.30 (+70%) Target Price (Return): Price (Market Cap): MYR1.36 (USD354m) ESG score: 3.2 (out of 4) Avg Daily Turnover (MYR/USD) 5.81m/1.31m

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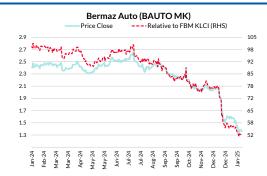
Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(15.0)	(13.4)	(38.5)	(45.8)	(43.1)
Relative	(10.7)	(12.2)	(34.0)	(41.9)	(48.9)
52-wk Price low/high (MYR)				1.33	3 -2.66



Source: Bloomberg

•	Keep BUY, with new MYR2.30 TP from MYR2.65, 70% upside and c.13%
	FY25F (Apr) yield. The influx of China marques flooding the local automotive
	market has resulted in tough competition. While marques under Bermaz
	Auto are not immune to the price war, we think its valuation is undemanding,
	currently trading at 6.2x, below its historical mean. Furthermore, BAUTO's
	above sector-average yield of c.13% remains attractive.

A Great Bargain Amidst Fierce Competition; Still BUY

- Weakening Mazda volume amidst fierce competition. In CY24, Mazda delivered 14.8k units in Malaysia, down 25% YoY. This decline is mainly contributed by increased competition, specifically within the non-national market segment, as Chinese carmakers gained a foothold in the local automotive scene. This is evidenced by the declining market share of Mazda to 1.8% in 2024 (vs 2.4% in 2023). The biggest disruptor, Chery managed to gain a market share of 2.4% and became the most popular non-national brand after Toyota and Honda in 2024.
- KIA is expected to make a comeback? KIA's performance in 2024 fell by a larger 45% YoY. On top of the ongoing intense market dynamics, the diesel subsidy removal which was rolled out last May also put a dent in KIA's sales performance, specifically its diesel-powered Carnival. However, it recently launched KIA Sportage in December with a competitive price tag. Ranging from MYR147-187k, we think this would be a volume-heavy model. However, considering the launch was later than we expected, we believe its impact to earnings will materially be seen in FY26F.
- Tapping into the EV market with new brands. Bermaz has also expanded its offering to venture into the EV market with its new distributorship of two Chinese brands ie Xpeng and Deepal. Xpeng, which launched last August, managed to sell c.400 units of G6 in 2024, most of which were delivered in 4QCY24. Deepal, on the other hand, will make its local debut in 2HCY25 with its SUV model S07. However, given the still-niche EV market on top of the booking rate of c.100 units per month by XPeng, we do not think these EV brands would contribute significantly to BAUTO's earnings.
- Keep BUY with new MYR2.30 TP. We acknowledge the risk of price sensitive buyers switching to cheaper brands but we believe BAUTO's contrarian approach of maintaining its prices will help preserve its brands' appeal in the second-hand market. All in all, we revise down our FY25F-FY27F by 11-14% as we cut our KIA volume forecasts and increase operating expense assumptions given our over-bullish estimates previously. We keep our Mazda volume assumptions unchanged as 8MFY25 volumes are in line with our FY25F. Our TP is based on an unchanged 10x CY25F P/E, and we ascribe a 4% ESG premium based on its ESG score of 3.2. Share price has tanked 42% in the last 12 months due to the fierce competition which we think is overdone. As a result, BAUTO's valuation is now very appealing while its 13% yield remains attractive.

Forecasts and Valuation	Apr-23	Apr-24	Apr-25F	Apr-26F	Apr-27F
Total turnover (MYRm)	3,548	3,930	3,176	3,688	3,774
Recurring net profit (MYRm)	304	353	226	272	288
Recurring net profit growth (%)	95.8	16.3	(36.0)	20.1	6.0
Recurring P/E (x)	5.20	4.48	6.99	5.82	5.49
P/B (x)	2.1	1.9	1.9	1.8	1.7
P/CF (x)	13.76	8.08	4.14	7.21	5.50
Dividend Yield (%)	16.2	19.0	12.9	14.7	16.2
EV/EBITDA (x)	3.38	2.83	3.72	3.15	2.95
Return on average equity (%)	43.5	44.3	27.2	31.5	32.0
Net debt to equity (%)	1.3	0.4	net cash	net cash	net cash

Source: Company data, RHB

Overall ESG Score: 3.2 (out of 4)

E: GOOD

BAUTO environmentally focuses conscious on manufacturing, production and assembly processes. Major suppliers are subjected to an environmental risk assessment to ensure their complete compliance with the group's environmental standards.

S: EXCELLENT

BAUTO upholds the highest environmental and social standards in the suppliers' code of conduct, and familiarises all suppliers with these guidelines.

G: EXCELLENT

BAUTO has applied and adopted the majority of best practices of the Malaysian Code on Corporate Governance. Nevertheless, we note that the board has two female directors out of a total of seven (<30%). The board also does not disclose on a named basis the top five senior management's remuneration components in bands of MYR50,000. The company practices a high level of transparency and actively engages with the investment community.

Small cap stocks are defined as companies with a market capitalisation of less than USD0.5bn.



Financial Exhibits

Asia Malaysia Consumer Cyclical **Bermaz Auto BAUTO MK** Buy

Valuation basis

10x CY25F P/E

Key drivers

- Strong growth from Philippines;
- ii. Better than expected consumer spending;
- iii. New model launches.

Key risks

- i. Unfavourable FX movements;
- ii. Disruption in product pipeline;
- iii. Lacklustre consumer spending; iv. Sustained price competition within the nonnational segment

Company Profile

Bermaz Auto is involved in the distribution, assembling, retailing and also the provision of after sales service of Mazda vehicles in Malaysia. The group is also involved in the domestic distribution of locally assembled Mazda vehicles and the export of the locally assembled Mazda vehicles. Its subsidiary Bermaz Auto Philippines distributes Mazda vehicles in the Philippines.

Financial summary (MYR)	Apr-23	Apr-24	Apr-25F	Apr-26F	Apr-27F
Recurring EPS	0.26	0.30	0.19	0.23	0.25
DPS	0.22	0.26	0.18	0.20	0.22
BVPS	0.66	0.71	0.73	0.76	0.79
Return on average equity (%)	43.5	44.3	27.2	31.5	32.0

Valuation metrics	Apr-23	Apr-24	Apr-25F	Apr-26F	Apr-27F
Recurring P/E (x)	5.20	4.48	6.99	5.82	5.49
P/B (x)	2.1	1.9	1.9	1.8	1.7
FCF Yield (%)	6.3	11.4	22.3	11.6	16.0
Dividend Yield (%)	16.2	19.0	12.9	14.7	16.2
EV/EBITDA (x)	3.38	2.83	3.72	3.15	2.95
EV/EBIT (x)	3.59	3.01	4.01	3.38	3.16

Income statement (MYRm)	Apr-23	Apr-24	Apr-25F	Apr-26F	Apr-27F
Total turnover	3,548	3,930	3,176	3,688	3,774
Gross profit	591	679	476	570	596
EBITDA	400	463	308	374	396
Depreciation and amortisation	(23)	(27)	(22)	(26)	(26)
Operating profit	377	436	286	349	370
Net interest	5	3	(3)	(3)	(3)
Pre-tax profit	421	489	317	382	405
Taxation	(94)	(111)	(76)	(92)	(97)
Reported net profit	304	351	226	272	288
Recurring net profit	304	353	226	272	288

Cash flow (MYRm)	Apr-23	Apr-24	Apr-25F	Apr-26F	Apr-27F
Change in working capital	(238)	(188)	150	(64)	(12)
Cash flow from operations	115	196	382	219	287
Capex	(15)	(15)	(30)	(35)	(35)
Cash flow from investing activities	1	(8)	(22)	(27)	(27)
Dividends paid	(256)	(300)	(203)	(232)	(256)
Cash flow from financing activities	(269)	(361)	(227)	(243)	(267)
Cash at beginning of period	172	89	59	192	141
Net change in cash	(153)	(174)	133	(51)	(6)
Ending balance cash	20	(85)	192	141	134

Balance sheet (MYRm)	Apr-23	Apr-24	Apr-25F	Apr-26F	Apr-27F
Total cash and equivalents	89	59	192	141	134
Tangible fixed assets	45	41	49	58	67
Total investments	314	366	400	436	475
Total assets	1,777	1,862	1,831	1,935	1,994
Short-term debt	100	63	50	50	50
Total liabilities	938	948	880	926	933
Total equity	839	914	951	1,009	1,062
Total liabilities & equity	1,777	1,862	1,831	1,935	1,994

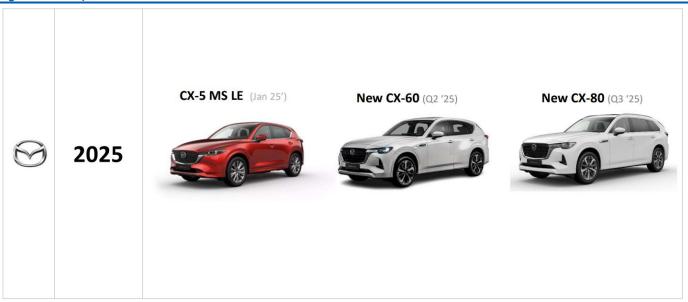
Key metrics	Apr-23	Apr-24	Apr-25F	Apr-26F	Apr-27F
Revenue growth (%)	52.7	10.8	(19.2)	16.1	2.3
Recurrent EPS growth (%)	95.8	16.3	(36.0)	20.1	6.0
Gross margin (%)	16.7	17.3	15.0	15.5	15.8
Operating EBITDA margin (%)	11.3	11.8	9.7	10.2	10.5
Net profit margin (%)	8.6	8.9	7.1	7.4	7.6
Dividend payout ratio (%)	84.2	85.6	89.9	85.6	88.8
Capex/sales (%)	0.4	0.4	0.9	0.9	0.9
Interest cover (x)	40.7	58.8	26.0	31.7	33.6

Source: Company data, RHB



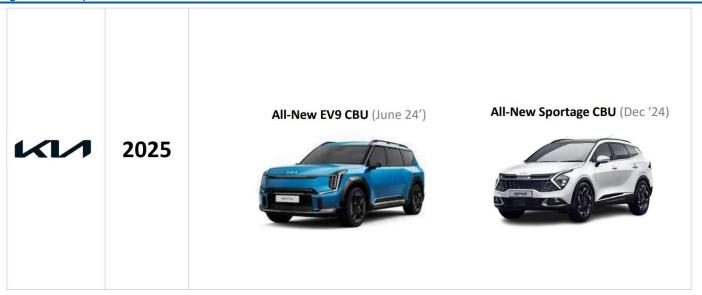
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Figure 1: Line-up of Mazda models



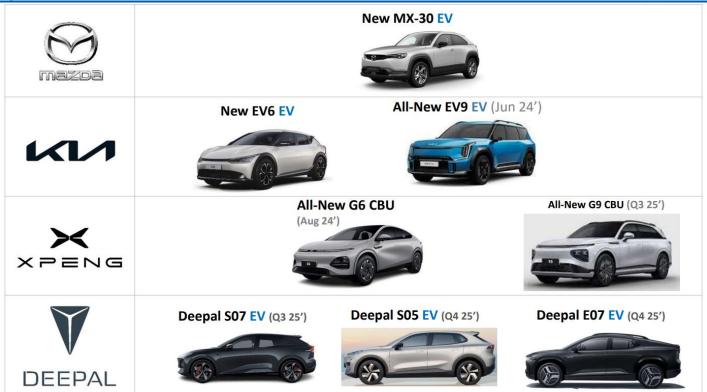
Source: Company data

Figure 2: Line-up of Kia models



Source: Company data

Figure 3: BAUTO's EV model line-up



Source: Company data

Figure 4: Key assumptions

Sales (units)	FY22	FY23	FY24	FY25F	FY26F	FY27F
Malaysia - Mazda	12,038	15,598	18,600	13,100	13,500	14,000
Philippines - Mazda	1,304	1,663	2,500	2,000	2,100	2,100
Kia	360	2,194	1,851	1,550	3,250	3,200
XPeng	-	-	-	450	600	600
Deepal	-	-	-	-	600	600

Source: RHB

Emissions And ESG

Tre	nd ai	าaly	sis

In FY24, Scope 1 emissions increased to 1,001 tonnes of CO2 equivalents (FY23: 913 tonnes of CO2 equivalents) while Scope 2 emissions increased to 3,790 tonnes of CO2 equivalents (FY23: 3,444 tonnes of CO2 equivalents).

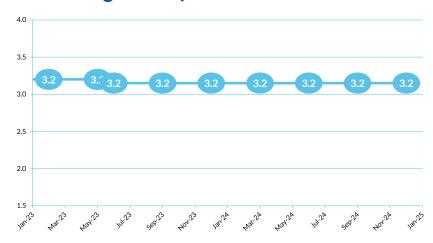
Emissions (tCO2e)	Apr-22	Apr-23	Apr-24
Scope 1	573	913	1,001
Scope 2	2,878	3,444	3,790
Scope 3	3	2,030	1,944
Total emissions	3,454	6,387	6,735

Source: Company data, RHB

Latest ESG-Related Developments

- Climate change management: BAUTO's climate change strategy includes working with employees and supply chain partners to save energy through fuel efficiency and perform a climate change risk assessment.
- Waste and pollution management: BAUTO is committed to addressing pollution and waste issue by avoiding its impact and improving efficiency.
- Its commitment to efficient resource use prioritises reducing, reusing and recycling over disposal
 to reduce environmental impact and operations costs and optimise efficiency.

ESG Rating History



Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2024-12-13	Buy	2.65	1.94
2024-09-12	Buy	3.05	2.35
2024-06-12	Buy	3.25	2.53
2024-03-14	Buy	3.35	2.41
2023-12-13	Buy	3.60	2.36
2023-09-13	Buy	3.45	2.30
2023-06-13	Buy	3.25	2.22
2023-03-14	Buy	3.45	2.13
2023-01-13	Buy	2.90	2.02
2022-12-09	Buy	2.55	2.20
2022-09-13	Buy	2.35	1.86
2022-08-01	Buy	2.35	1.80
2022-07-04	Buy	2.30	1.72
2022-06-14	Buy	2.00	1.78
2022-03-11	Neutral	1.74	1.74

Source: RHB, Bloomberg



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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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