# **RHB**•

# Singapore Company Update

2 October 2024

# Sheng Siong (SSG SP)

### Positive On Property Acquisition; Maintain BUY

- Maintain BUY, new SGD1.88 TP from SGD1.86, 22% upside and c.4% yield. We remain positive on Sheng Siong as it continues growing its footprint on the proposed acquisition of Jelita Property from DFI Retail Group (DFI SP, BUY, TP: USD2.61). Store network continues to expand and we see a slight positive on the latest proposed acquisition. The stock trades attractively at -1SD (c.17x) from its historical mean forward P/E of c.19x.
- Buys two properties from DFI. SSG has announced that it is proposing to acquire 100% of Jelita Property, owned by DFI for SGD50.2m. Jelita Property is primarily in the business of real estate development and owns two properties in Singapore comprising of eight strata ground floor units of Siglap V located at 2 First Street, and one Housing & Development Board (HDB) shop unit at 181 Lorong 4 Toa Payoh. Jelita Property's net profit after tax for the six-month period ending 30 Jun 2024 was c.SGD3m. Under the proposed acquisition, DFI would lease back all eight units at Siglap V. DFI currently occupies the units at Siglap V that houses both its CS Fresh supermarket and Guardian Health & Beauty outlets. Its Giant outlet at the Toa Payoh HDB property is now closed. The acquisition is in line with SSG's strategy to operate supermarkets in areas where its potential customers reside. It also allows SSG to open additional stores at Toa Payoh, receive additional rental income from the lease back at Siglap V, as well as benefit from long-term capital appreciation opportunities from the assets.
- Slight positive. We see a slight positive for SSG over this acquisition. Firstly, this acquisition will provide an opportunity to open one new outlet at Toa Payoh. It will also enjoy additional rental income through a leaseback agreement with DFI for its CS Fresh and Guardian Health & Beauty outlets. Most importantly, in our view, Jelita Property is profitable, which will add to SSG's earnings upon completion of the acquisition.
- Earnings and TP raised slightly. We raise FY25F-26F earnings by 2% and 3%, having imputed the impact of an additional outlet at Toa Payoh, as well as rental income earned from Siglap V. Our TP, based on a 21x blended FY24F-25F P/E, is also raised to SGD1.88 as a result.
- Key downside risks to our EPS estimates include slower-than-expected store openings, lower sales demand and per sq ft traction, and the inability to maintain GPM at current levels. However, we expect SSG's performance to remain resilient as it targets the mass market value segment, which is seeing increased downtrading in a soft consumption environment. Our TP includes a 2% discount to the intrinsic value, as SSG's ESG score of 3.0 is below the 3.1 country median.

Forecasts and Valuation	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover (SGDm)	1,339	1,368	1,419	1,453	1,500
Recurring net profit (SGDm)	134	134	135	141	147
Recurring net profit growth (%)	0.4	0.3	0.3	4.8	4.2
Recurring P/E (x)	17.28	17.24	17.18	16.39	15.73
P/B (x)	5.1	4.7	4.4	4.0	3.7
P/CF (x)	13.88	13.08	16.08	14.28	13.70
Dividend Yield (%)	4.0	4.1	4.1	4.2	4.4
EV/EBITDA (x)	11.24	11.51	11.61	10.76	10.14
Return on average equity (%)	31.0	28.4	26.3	25.4	24.4
Net debt to equity (%)	net cash				
Sauman Campany data BUB					

Source: Company data, RHB

Consumer Cyclical | Retailing

## Buy (Maintained)

Target Price (Return):	SGD1.88 (+22%)
Price (Market Cap):	SGD1.54 (USD1,807m)
ESG score:	3.0 (out of 4)
Avg Daily Turnover (SGD/USD)	2.71m/2.01m

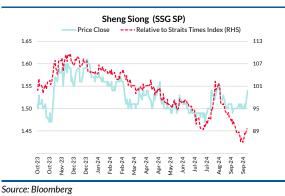
### Analyst

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### Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(3.8)	2.0	3.4	1.3	1.3
Relative	(14.4)	(2.1)	(4.0)	(9.5)	(10.1)
52-wk Price l	ow/high (S	GD)		1.47	7 - 1.61



### Overall ESG Score: 3.0 (out of 4)

### E: GOOD

SSG has an internal policy framework to improve energy and water use efficiency. It will continue to drive a Reduce, Reuse, Recycle (3R) approach towards resource and waste management. S: GOOD

The company supports community initiatives and makes charitable donations and sponsorships to the local community. It also continues to work with local town councils to reduce disturbances to the minimum. G: GOOD

SSG did not have any material data security or privacy issues over the past few years. Its board of directors comprises four independent directors, one non-executive directors, and the group CEO is an executive director.



# **Financial Exhibits**

Asia	Financial summary (SGD)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Singapore	Recurring EPS	0.09	0.09	0.09	0.09	0.10
Consumer Cyclical	DPS	0.06	0.06	0.06	0.07	0.07
Sheng Siong	BVPS	0.30	0.33	0.35	0.38	0.42
SSG SP	Return on average equity (%)	31.0	28.4	26.3	25.4	24.4
Buy						
Valuation basis	Valuation metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
21x blended FY24F-25F P/E	Recurring P/E (x)	17.28	17.24	17.18	16.39	15.73
	P/B (x)	5.1	4.7	4.4	4.0	3.7
Key drivers	FCF Yield (%)	6.8	7.2	3.6	6.5	6.8
i. New store openings;	Dividend Yield (%)	4.0	4.1	4.1	4.2	4.4
ii. Pick-up in SSSG;	EV/EBITDA (x)	11.24	11.51	11.61	10.76	10.14
iii. Gross margin expansion.	EV/EBIT (x)	12.60	12.83	12.92	12.06	11.35
Key risks	Income statement (SGDm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
i. Inventory shortage in the event of major supply	Total turnover	1,339	1,368	1,419	1,453	1,500
chain disruptions;	Gross profit	393	411	426	437	451
<ul><li>ii. Inability to find affordable places to rent;</li><li>iii. Price war from competitors.</li></ul>	EBITDA	182	173	173	181	186
	Depreciation and amortisation	(20)	(18)	(17)	(19)	(20)
Company Profile	Operating profit	162	155	155	162	166
With 69 stores located in suburban areas as of FY23,	Net interest	102	8	8	8	100
SSG operates the third-largest supermarket chain in	Pre-tax profit	163	163	164	170	177
Singapore that caters to the mass market.	Taxation	(29)	(29)	(29)	(29)	(30)
	Reported net profit	134	134	135	141	147
	Recurring net profit	134	134	135	141	147
	Cash flow (SGDm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
	Change in working capital	(26)	3	(8)	2	2
	Cash flow from operations	167	177	144	162	169
	Capex	(9)	(10)	(61)	(11)	(11)
	Cash flow from investing activities	(5)	1	(61)	(11)	(11)
	Dividends paid	(94)	(92)	(96)	(95)	(98)
	Cash flow from financing activities	(133)	(129)	(96)	(95)	(98)
	Cash at beginning of period	247	275	324	311	368
	Net change in cash	28	49	(13)	57	61
	Ending balance cash	275	324	311	368	429
	Balance sheet (SGDm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
	Total cash and equivalents	275	324	311	368	429
	Tangible fixed assets	292	284	327	318	309
	Total assets	785	830	876	927	983
	Total liabilities	330	333	341	346	352
	Total equity	455	497	535	581	631
	Total liabilities & equity	785	830	876	927	983
		D., 00	D- 00	D 045	D 075	D. 0/7
	Key metrics Revenue growth (%)	Dec-22 (2.2)	Dec-23 2.1	Dec-24F 3.7	Dec-25F 2.4	Dec-26F 3.2
	Revenue growth (%) Recurrent EPS growth (%)	(2.2)	0.3	0.3	4.8	4.2
	Gross margin (%)	29.4	30.0	30.1	30.1	30.1
	Operating EBITDA margin (%)					30.1
	Net profit margin (%)	13.6 10.0	12.7 9.8	12.2 9.5	12.5 9.7	9.8
	Net profit margin (%) Dividend payout ratio (%)		9.8 69.9			
		69.8		70.3	69.2	68.4
	Capex/sales (%) Interest cover (x)	0.6 58.4	0.7 44.2	4.3 31.9	0.7 33.2	0.7 34.2

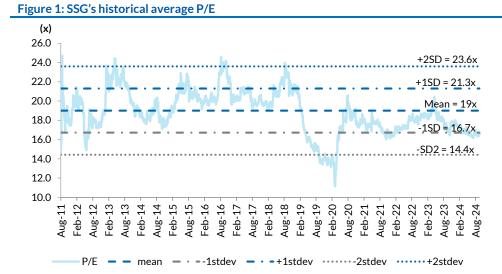
Source: Company data, RHB



### <u>2 October 202</u>4

# Singapore Company Update

Consumer Cyclical | Retailing



Source: Bloomberg





# **Emissions And ESG**

#### **Trend analysis**

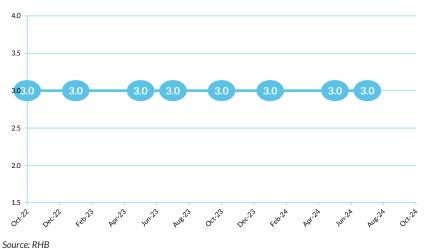
Scope 1 emissions have grown by 7.3% CAGR from 2018 to 2022 driven by diesel emissions at the Mandai headquarters and use of refrigerant refrigerants at its outlets. Scope 2 emissions grew by 52.4% CAGR from 2018, largely driven by purchased electricity at its stores.

Emissions (tCO2e)	Dec-21	Dec-22	Dec-23
Scope 1	29,114	35,454	40,652
Scope 2	33,821	35,415	36,440
Scope 3	-	-	-
Total emissions	62,935	70,869	77,092
Source: Company data, RHB			

# Latest ESG-Related Developments

- SSG has reported in accordance with the GRI Standards for the period from 2022, and has developed a roadmap to progressively align with the recommendations of the Taskforce on Climate-related Financial Disclosures (TCFD) by 2023 based on its four key pillars.
- In line with the TCFD, all board directors have undergone mandatory training on sustainability. It also commenced an exercise to identify, assess and prioritise climate-related risks and opportunities.

# **ESG** Rating History



### **Recommendation Chart**



Date	Recommendation	Target Price	Price
2024-07-30	Buy	1.86	1.54
2024-04-26	Buy	1.96	1.53
2024-02-28	Buy	1.96	1.56
2023-10-27	Buy	1.99	1.47
2023-07-28	Buy	1.95	1.64
2023-06-15	Buy	2.04	1.63
2023-05-02	Buy	2.00	1.82
2023-03-01	Buy	2.00	1.66
2023-01-25	Buy	1.76	1.65
2022-05-23	Buy	1.78	1.52
2022-02-28	Neutral	1.51	1.52
2021-10-31	Neutral	1.46	1.42
2021-08-01	Neutral	1.61	1.57
2021-05-16	Trading Buy	1.95	1.66
2021-02-25	Neutral	1.70	1.57

Source: RHB, Bloomberg



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	12 months
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