

Malaysia Company Update

30 August 2024

KPJ Healthcare (KPJ MK)

Still Hungry For Growth; Maintain BUY

Consumer Non-cyclical | Healthcare

Buy (Maintained)

Target Price (Return): MYR2.13 (14.5%) Price (Market Cap): MYR1.86 (USD1,883m) ESG score: 3.1 (out of 4) Avg Daily Turnover (MYR/USD) 15.6m/3.37m

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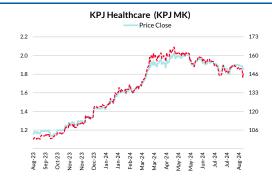


Analyst



Share Performance (%)

	YID	1m	3m	6m	12m
Absolute	29.2	0.5	(4.1)	12.7	59.0
Relative	15.5	(1.3)	(7.1)	6.1	45.3
52-wk Price lov	1.14	-2.02			



Source: Bloomberg

•	Keep BUY, with a lower MYR2.13 TP from MYR2.14, 15% upside. We
	walked away from KPJ Healthcare's 2Q24 post results briefing feeling
	positive on its 2H24 prospects. We expect KPJ's profitability to improve as
	its flagship hospital Damansara Specialist Hospital 2 (DSH2) remains well on
	track to see narrower LBT, thanks to better operating leverage. Our DCF-
	derived TP represents 15x 2024F EV/EBITDA, 2SD above its 5-year
	historical EV/EBITDA average of 12x. Our TP includes a 2% ESG premium.

- Key takeaways. To recap, KPJ posted a robust set of operating statistics in 2Q24 as hospital activities picked up post Aidilfitri period in April. Hospital activities increased steadily (+14% YoY) as the group saw a better patient case mix on the back of 9% YoY increase in surgeries conducted. Management highlighted nurse shortages are now less severe than 2023 as KPJ looks to ramp up recruitment for sub-specialty specialists in 2H24. This corresponds with its bed expansion target of 300-380 beds (by 2H24) and the group's rebranding exercise to upscale its hospital services.
- Hospitals under gestation. Five hospitals under gestation reported a narrower LBT of MYR10m during 2Q24 (1H24 LBT: MYR35m), after registering MYR25m LBT in 1Q24. Positively, four of the five hospitals are already generating positive EBITDA since January, based on improvement in operating efficiency. DSH2's average revenue per month grew to MYR10m in 2Q24 vs MYR3-4m in 2023. DSH2's key success is anchored by higher intensity treatment offered (ie robotic Da Vinci XI surgery and minimally invasive cardiac surgery) with the help of advanced medical equipment.
- Health tourism (HT). KPJ recorded HT revenue of MYR56m in 2Q24, representing 24% YoY growth (+10% QoQ) premised on higher influx of patients from Indonesia. Management has set an ambitious target of achieving 20% HT revenue contribution to the group in the next two years (from the current 6%) by leveraging on establishing a centre of excellence in each of its flagship hospitals, driving growth from new market (Middle East patients visiting DSH2) as well as strengthening its local presence in Indonesia by setting up representative offices and recruitment of agents.
- Earnings revision and valuation. We trimmed our 2024-25 earnings estimate by 3% and 2% after some housekeeping. Post adjustment, our TP is now lower to MYR2.13, which implies 15x EV/EBITDA, 2SD above its 5-year historical average. We like KPJ given the group's solid execution in turning around its hospitals under gestation (offering room for margin improvement), potential opportunities to be unlocked via expansion into HT segment, and upscaling existing hospitals into tertiary care centres (enabling KPJ to tap into more complex and uncommon procedures).

Forecasts and Valuation	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover (MYRm)	2,868	3,419	3,810	3,996	4,155
Recurring net profit (MYRm)	172	283	284	325	363
Recurring net profit growth (%)	157.5	64.2	0.1	14.6	11.8
Recurring P/E (x)	46.81	28.64	28.60	24.96	22.33
P/B (x)	3.6	3.4	3.2	3.0	2.8
P/CF (x)	17.56	12.34	11.50	11.04	10.34
Dividend Yield (%)	1.1	1.8	1.8	2.1	2.3
EV/EBITDA (x)	16.17	13.35	13.24	12.07	11.16
Return on average equity (%)	8.2	12.2	11.6	12.5	13.2
Net debt to equity (%)	139.4	120.1	109.3	98.5	86.0

Source: Company data, RHB

Overall ESG Score: 3.1 (out of 4)

E: GOOD

KPJ has outlined its 2025 target to decrease its GHG emissions per patient as well as obtaining 10% of energy from renewable sources. Clinical waste per patient was reduced by 16% in 2022 thanks to the group's initiative in adopting 3R (reuse, reduce and recycling) in handling clinical waste.

S: EXCELLENT

To promote ethical business conduct, KPJ ensure pricing transparency in billing to accommodate patients' decision making. KPJUC also provides scholarships for outstanding students from underprivileged backgrounds to study at KPJ $\,$ Healthcare University College. Recipients of such scholarships are also guaranteed jobs with its hospitals following their graduation.

G: GOOD

50% of its board members are independent and 20% are female. The female percentage is below the Malaysian Code on Corporate Governance's minimum 30%. On the positive side, KPJ provides full disclosures of its directors' remunerations. The group also holds regular investor briefings, embodying good transparency and disclosure practices.



Financial Exhibits

Asia Malaysia Consumer Non-cyclical KPJ Healthcare KPJ MK Buy

Valuation basis

 $We \, use \, Discounted \, Cash \, Flow \, (FCFF) \, valuation \, method.$

Key drivers

Our earnings forecasts are most sensitive to:

- i. Inpatient and outpatient numbers;
- ii. Revenue per patient;
- iii. Operating and financing costs.

Key risks

Key downside risks:

- i. Lower-than-expected patient visits/revenue intensity growth;
- ii. Higher-than-expected operating costs.

Company Profile

KPJ Healthcare is a healthcare provider that is mainly focused in Malaysia. It also has operations in Australia and Indonesia.

Financial summary (MYR)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Recurring EPS	0.04	0.06	0.07	0.07	0.08
DPS	0.02	0.03	0.03	0.04	0.04
BVPS	0.51	0.55	0.58	0.61	0.65
Return on average equity (%)	8.2	12.2	11.6	12.5	13.2

Valuation metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Recurring P/E (x)	46.81	28.64	28.60	24.96	22.33
P/B (x)	3.6	3.4	3.2	3.0	2.8
FCF Yield (%)	2.8	5.1	5.2	5.6	6.7
Dividend Yield (%)	1.1	1.8	1.8	2.1	2.3
EV/EBITDA (x)	16.17	13.35	13.24	12.07	11.16
EV/EBIT (x)	25.97	20.20	19.95	17.51	15.81

Income statement (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover	2,868	3,419	3,810	3,996	4,155
Gross profit	1,172	1,432	1,605	1,710	1,796
EBITDA	658	781	779	845	897
Depreciation and amortisation	(248)	(265)	(262)	(263)	(264)
Operating profit	410	516	517	582	633
Net interest	(182)	(185)	(176)	(172)	(168)
Pre-tax profit	275	378	390	460	516
Taxation	(73)	(75)	(85)	(111)	(125)
Reported net profit	179	281	284	325	363
Recurring net profit	172	283	284	325	363

Cash flow (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Change in working capital	(90)	(93)	(8)	(21)	(10)
Cash flow from operations	460	658	705	735	784
Capex	(234)	(241)	(280)	(280)	(240)
Cash flow from investing activities	(26)	(95)	(259)	(259)	(219)
Dividends paid	(84)	(146)	(147)	(169)	(189)
Cash flow from financing activities	(287)	(438)	(394)	(413)	(431)
Cash at beginning of period	318	468	785	838	900
Net change in cash	147	125	52	62	135
Ending balance cash	465	644	1,030	900	1,035

Balance sheet (MYRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total cash and equivalents	468	785	838	900	1,035
Tangible fixed assets	4,337	4,360	4,379	4,396	4,372
Total investments	848	874	902	932	962
Total assets	6,994	7,246	7,490	7,587	7,763
Short-term debt	884	587	587	587	587
Total long-term debt	2,866	3,235	3,185	3,135	3,085
Total liabilities	4,640	4,718	4,804	4,720	4,694
Total equity	2,354	2,528	2,686	2,866	3,068
Total liabilities & equity	6,994	7,246	7,490	7,587	7,763

Key metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Revenue growth (%)	10.8	19.2	11.5	4.9	4.0
Recurrent EPS growth (%)	154.6	63.4	0.1	14.6	11.8
Gross margin (%)	40.9	41.9	42.1	42.8	43.2
Operating EBITDA margin (%)	22.9	22.8	20.4	21.1	21.6
Net profit margin (%)	6.2	8.2	7.4	8.1	8.7
Dividend payout ratio (%)	48.6	51.9	52.2	52.2	52.2
Capex/sales (%)	8.2	7.0	7.3	7.0	5.8
Interest cover (x)	2.11	2.52	2.63	3.00	3.30

Source: Company data, RHB



Figure 1: DCF valuation

FYE Dec (MYRm)	FY24F	FY25F	FY26F	FY27F	FY28F	FY29F	FY30F	FY31F	FY32F	FY33F	Terminal
CFO	705	735	784	824	864	904	939	971	1,005	1,041	
+ Interest (1 - Tax Rate)	150	148	146	144	142	140	138	136	134	132	
- capital expenditure	(280)	(280)	(240)	(240)	(240)	(240)	(240)	(240)	(240)	(240)	
Free cash flow to firm (FCFF)	575	602	690	728	766	804	836	867	899	933	16,397
Discount factor	0.95	0.88	0.81	0.75	0.69	0.64	0.59	0.54	0.50	0.46	0.46
PV of FCFF	548	529	559	544	528	511	490	468	448	428	7,528

Risk-free	4%
WACC	8%
Terminal growth	2%
Enterprise value (MYR m)	12,582
Cash	468
- Debt	(3,750)
-Minority	(127)
Equity Value (MYR m)	9,173
No of shares (m)	4,341
Intrinsic value (MYR)	2.11
ESG premium/(discount) %	0.02
Target price (MYR)	2.13

Source: RHB

Emissions And ESG

Trend	

-The group has fully installed solar panel at five of its pilot hospitals, namely KPJ Kluang, Johor, BDO, Seremban and Rawang.

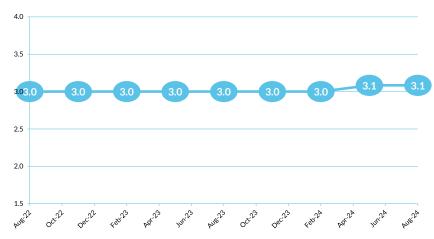
Emissions (tCO2e)	Dec-21	Dec-22	Dec-23
Scope 1	69	70	na
Scope 2	104,341	105,395	na
Scope 3	842	1,102	na
Total emissions	105,251	106,566	na

Source: Company data, RHB

Latest ESG-Related Developments

• The group is in the midst to fulfil Green Building Index (GBI) certification which includes the installation of solar panels on rooftops and carparks at three selected hospitals.

ESG Rating History



Source: RHB

Recommendation Chart



Sep-19 Mar-20 Sep-20 Mar-21 Sep-21 Mar-22 Sep-22 Mar-23 Sep-23 Mar-24

Date	Recommendation	Target Price	Price
2024-05-29	Buy	2.14	1.94
2024-03-22	Buy	2.12	1.93
2024-02-19	Buy	1.86	1.61
2023-11-30	Buy	1.66	1.34
2023-09-01	Buy	1.46	1.18
2023-06-01	Buy	1.46	1.16
2023-02-21	Buy	1.50	1.09
2022-11-28	Buy	1.20	0.98
2022-08-30	Buy	1.03	0.88
2021-02-19	Buy	1.23	1.00
2020-12-01	Neutral	1.00	0.99
2020-08-28	Buy	1.00	0.83
2020-04-07	Neutral	0.93	0.88
2019-09-03	Neutral	0.97	0.91
2019-06-03	Neutral	0.97	0.93

Source: RHB, Bloomberg

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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