

28 January 2025

RHB**4** 

# DXN Holdings (DXN MK)

## A Sharp QoQ Earnings Rebound; Keep BUY

- Maintain BUY and MYR0.88 TP, 74% upside and c.8% FY26F (Feb) yield. 9MFY25 results met expectations. We believe DXN Holdings' strategies to deepen penetration in existing markets and new market expansion should continue to foster growth, supplemented by new product launches. Valuation is highly attractive considering the effective business model, Brazil expansion as a medium-term growth driver and sturdy balance sheet (9MFY25 net cash: MYR562m or 11.2 sen/share) to facilitate a generous dividend payout.
- 9MFY25 results were within expectations. Core net profit of MYR241m (-5% YoY) accounted for 73% and 72% of our and consensus estimates respectively. Third interim DPS of 1 sen was declared to bring 9MFY25 payout to 2.7 sen (9MFY24: 2.6 sen), in line with our forecasts.
- Results review. YoY, 9MFY25 revenue rose 9% to MYR1.4bn driven by robust growth in key operating markets including Peru, Bolivia and Turkey on the back of successful new product launches. That said, 9MFY25 core net profit fell 5% to MYR241m mainly dragged by the material FX losses booked in 2QFY25 and rise in transportation costs on higher shipping rates. QoQ, 3QFY25 revenue was lower marginally at MYR486m as the effective sales growth was masked by an unfavourable FX translation. Notwithstanding, 3QFY25 core earnings rebounded sharply from the low 2QFY25 base which was hit by chunky FX losses. In addition, shipping rates normalised from the peak in 2QFY25 and translated to a 23% fall in transportation costs.
- Outlook. We believe DXN's earnings growth will be supported by the relentless growth momentum in major markets. The core strategies to recruit new members and enhance the members' productivity will continue to revolve around member engagements, complemented by quality new product launches. Meanwhile, the recent capacity expansion should help to capture the rising demand and roll out new product categories to broaden the addressable markets. In addition, the consequent efficiency gain, together with annual price adjustments will sustain the high GPM of c.80% notwithstanding the rising input and overhead costs. On top of that, we look forward to the result of the group's entry into Brazil, leveraging on its established existing network in the Latin American region. We expect significant earnings contribution from this venture in 3-4 years.
- **Risks to our recommendation** include major delays in expansion plans and unfavourable regulatory changes.
- ESG. Our DCF-based TP includes a 2% ESG discount.

Forecasts and Valuation	Feb-23	Feb-24	Feb-25F	Feb-26F	Feb-27F
Total turnover (MYRm)	1,601	1,803	1,961	2,245	2,522
Recurring net profit (MYRm)	301	335	329	407	470
Recurring net profit growth (%)	26.2	10.9	(1.8)	23.8	15.6
Recurring P/E (x)	8.35	7.53	7.66	6.19	5.35
P/B (x)	2.6	2.0	1.7	1.5	1.3
P/CF (x)	10.19	6.97	6.60	5.36	4.60
Dividend Yield (%)	2.4	7.1	6.5	8.1	9.3
EV/EBITDA (x)	5.53	4.98	4.54	3.40	2.94
Return on average equity (%)	32.0	27.8	24.2	26.4	26.7
Net debt to equity (%)	net cash				

Source: Company data, RHB

# Consumer Cyclical | Consumer Products

# Buy (Maintained)

Target Price (Return):	MYR0.88 (+74%)
Price (Market Cap):	MYR0.51 (USD574m)
ESG score:	2.9 (out of 4)
Avg Daily Turnover (MYR/USD)	1.35m/0.31m

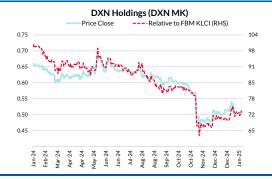
## Analyst

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## Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(2.0)	(2.0)	(13.7)	(20.5)	(22.9)
Relative	2.2	1.4	(10.9)	(18.1)	(27.4)
52-wk Price lo	w/high (M	IYR)		0.46	6 -0.70



Source: Bloomberg

### Overall ESG Score: 2.9 (out of 4)

### E: GOOD

DXN has taken active steps to manage its environmental risks. It has established policies and procedures for responsible energy consumption management and scheduled waste disposal.

S: GOOD

Promotes equality with career advancement based on merit regardless of race and gender. It supports employee development through sponsored training and engage in charitable activities like educational tours, direct donations, health contributions, disaster relief matching, and blood drives. In 2020, DXN launched the One Dollar One Child campaign, distributing free Spirulina to underprivileged children and encouraging member donations. **G: GOOD** 

DXN has applied and adopted majority of the best practices of the Malaysian Code on Corporate Governance. The company boasts a diverse board of skilled directors, with women representing over 30% of the Board. It provides timely, consistent, and accurate information to shareholders.

See important disclosures at the end of this report



# **Financial Exhibits**

## **Consumer Cyclical | Consumer Products**

Asia	Financial summary (MYR)	Feb-23	Feb-24	Feb-25F	Feb-26F	Feb-27F
Malaysia	Recurring EPS	0.06	0.07	0.07	0.08	0.09
Consumer Cyclical	DPS	0.01	0.04	0.03	0.04	0.05
DXN Holdings	BVPS	0.19	0.26	0.29	0.33	0.38
DXN MK	Return on average equity (%)	32.0	27.8	24.2	26.4	26.7
Buy						
Mahadian haata	Valuation metrics	Feb-23	Feb-24	Feb-25F	Feb-26F	Feb-27F
Valuation basis	Recurring P/E (x)	8.35	7.53	7.66	6.19	5.35
DCF	P/B (x)	2.6	2.0	1.7	1.5	1.3
	FCF Yield (%)	6.2	9.6	10.4	13.9	9.8
Key drivers	Dividend Yield (%)	2.4	7.1	6.5	8.1	9.3
i. New market ventures;	EV/EBITDA (x)	5.53	4.98	4.54	3.40	2.94
<ul><li>ii. Innovative product launches;</li><li>iii. Capacity expansion.</li></ul>	EV/EBIT (x)	5.06	4.40	3.99	3.02	2.61
	Income statement (MYRm)	Feb-23	Feb-24	Feb-25F	Feb-26F	Feb-27F
Key risks	Total turnover	1,601	1,803	1,961	2,245	2,522
i. Major delay in expansion plans;	Gross profit	1,303	1,437	1,553	1,800	2,025
ii. Unfavourable regulatory changes;	EBITDA	419	426	445	551	630
iii. Country risks.	Depreciation and amortisation	39	56	62	69	81
Community Des #15	Operating profit	457	482	507	620	711
Company Profile	Net interest	(2)	(3)	(1)	4	8
DXN Holdings is principally involved in the sales of	Pre-tax profit	456	479	507	624	719
health-orientated and wellness consumer products	Taxation	(166)	(155)	(164)	(202)	(233)
through a direct selling model. Other business activities include conducting laboratory testing services for third	Reported net profit	275	311	329	407	470
parties, offering of lifestyle products, and operating a	Recurring net profit	301	335	329	407	470
café.		501		527	407	470
	Cash flow (MYRm)	Feb-23	Feb-24	Feb-25F	Feb-26F	Feb-27F
	Change in working capital	(52)	29	(9)	(2)	5
	Cash flow from operations	247	361	382	469	548
	Capex	(91)	(119)	(120)	(120)	(300)
	Cash flow from investing activities	(95)	(97)	(120)	(120)	(300)
	Dividends paid	(70)	(105)	(164)	(203)	(235)
	Cash flow from financing activities	(103)	(113)	(165)	(311)	(227)
	Cash at beginning of period	410	459	633	729	767
	Net change in cash	50	152	97	38	21
	Ending balance cash	459	611	729	767	788
	Balance sheet (MYRm)	Feb-23	Feb-24	Feb-25F	Feb-26F	Feb-27F
	Total cash and equivalents	503	642	739	777	798
	Tangible fixed assets	646	753	811	862	1,081
	Total assets	1,760	2,099	2,320	2,462	2,769
	Short-term debt	188	162	162	50	50
	Total long-term debt	50	3	3	3	3
	Total liabilities	735	741	798	736	807
	Total equity	1,025	1,358	1,523	1,726	1,961
	Total liabilities & equity	1,760	2,099	2,320	2,462	2,769
	Key metrics	Feb-23	Feb-24	Feb-25F	Feb-26F	Feb-27F
	Revenue growth (%)	28.8	12.6	8.7	14.5	12.4
	Recurrent EPS growth (%)	26.2	10.9	(1.8)	23.8	15.6
		81.4	79.7	79.2	80.2	80.3
	Gross margin (%)	51.7			24.5	25.0
	Gross margin (%) Operating EBITDA margin (%)	26.1	236			20.0
	Operating EBITDA margin (%)	26.1 17.2	23.6	22.7		19.7
	Operating EBITDA margin (%) Net profit margin (%)	17.2	17.2	16.8	18.1	18.7
	Operating EBITDA margin (%) Net profit margin (%) Dividend payout ratio (%)	17.2 21.8	17.2 57.7	16.8 50.0	18.1 50.0	50.0
	Operating EBITDA margin (%) Net profit margin (%)	17.2	17.2	16.8	18.1	

Source: Company data, RHB

## Consumer Cyclical | Consumer Products

## **Results At A Glance**

## Figure 1: DXN's results review

FYE Feb (MYRm)	3QFY24	2QFY25	3QFY25	QoQ (%)	YoY (%)	9MFY24	1HFY25	YoY (%)	Comments
Revenue	450.3	488.4	486.1	(0.5)	8.0	1,332.6	1,449.6	8.8	Underpinned by key growth in key markets
EBITDA	134.5	125.4	158.0	26.0	17.5	404.5	435.4	7.6	and new product launches
EBITDA Margin (%)	29.9	25.7	32.5	6.8	2.6	30.4	30.0	(0.3)	
Depreciation	(14.3)	(15.5)	(16.6)	6.5	16.0	(39.7)	(48.5)	22.3	
EBIT	120.3	109.9	141.5	28.8	17.6	364.8	386.8	6.0	
EBIT Margin (%)	26.7	22.5	29.1	6.6	2.4	27.4	26.7	(0.7)	Sharp QoQ rebound as 2QFY25 was
Net finance costs	(0.5)	1.6	1.4			(2.8)	3.9		dampened by heavy FX losses
Pretax profit	119.8	111.5	142.9	28.2	19.3	362.0	390.7	7.9	
Pretax Margin (%)	26.6	22.8	29.4	6.6	2.8	27.2	27.0	(0.2)	
Тах	(38.5)	(41.5)	(48.2)	16.1	25.4	(120.1)	(139.0)	15.8	
Effective tax rate (%)	(32.1)	(37.3)	(33.7)	(3.5)	1.6	(33.2)	(35.6)	2.4	
Minority interests	3.0	4.0	1.9			10.0	7.4		
Net profit	78.4	66.0	92.8	40.6	18.4	232.0	244.3	5.3	
Net Margin (%)	17.4	13.5	19.1	5.6	1.7	17.4	16.9	(0.6)	
Extraordinary Item(s)	(2.3)	0.0	0.0			(20.2)	3.7		
Core net profit	80.7	66.0	92.8	40.6	15.0	252.2	240.6	(4.6)	At 72-73% of the forecasts
Net Margin (%)	17.4	13.5	19.1	5.6	1.7	17.4	16.9	(0.6)	9MFY25 DPS totaled at 2.7 sen (9MFY24: 2.6 sen)

Source: Company data, RHB

28 January 2025

# **Emissions And ESG**

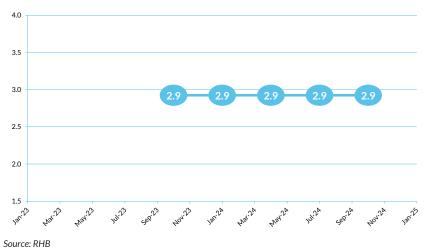
Trend analysis	Emissions (tCO2e)	Feb-22	Feb-23	Feb-24
na	Scope 1	na	2,755	na
	Scope 2	na	na	na
	Scope 3	na	na	na
	Total emissions	na	2,755	na

Source: Company data, RHB

## Latest ESG-Related Developments

- Formulated sustainability policies to provide an underlying structure for its internal control and support governance.
- Integrate ESG practices into its product manufacturing and distribution processes by implementing a comprehensive quality control process at every production stage.
- In FY23, DXN made various sponsorships and donations amounted to >RM5m as part of its efforts to contribute to the betterment of society.

# **ESG** Rating History



## **Recommendation Chart**



Date	Recommendation	Target Price	Price
2024-10-25	Buy	0.88	0.59
2024-04-24	Buy	0.93	0.63
2023-10-31	Buy	0.93	0.67

Source: RHB, Bloomberg



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