

29 November 2024

RHB**4** 

# Farm Fresh (FFB MK)

## **Steady Earnings Delivery; Stay BUY**

## Consumer Non-cyclical | Food Products

# Buy (Maintained)

Target Price (Return):	MYR2.11 (+17%)
Price (Market Cap):	MYR1.80 (USD759m)
ESG score:	3.3 (out of 4)
Avg Daily Turnover (MYR/USD)	8.63m/2.02m

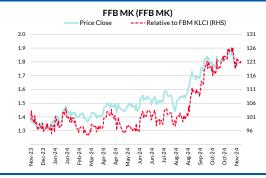
## Analyst

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## Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	36.4	(1.6)	12.5	22.4	37.4
Relative	26.6	(0.8)	17.2	23.5	27.1
52-wk Price low	ı/high (№	1YR)		1.31	-1.88



Source: Bloomberg

## Overall ESG Score: 3.3 (out of 4)

### E: GOOD

FFB completed a group-wide carbon footprint inventory exercise based on GHG Protocol Corporate Accounting and Reporting Standard, and aims to reduce its greenhouse emissions by 25% in five years. It uses sustainable packaging for its UHT products, and has regenerative agriculture processes and efficient water management in place. S: EXCELLENT

It has ensured that practices drafted by the Safety, Health and Environment Committee are reviewed and abided by. It also empowers local communities by employing people from rural areas, and has internship programmes with local universities. Its farms have also attained the Certified Humane Raised and Handled Human certification G: EXCELLENT

It has adopted the recommendations of the Malaysian Code on Corporate Governance, and independent directors make up more than 50% of the Board. On female representation, women make up about 40% of the board.

- Maintain BUY and MYR2.11 TP, 17% upside with c.1% FY25F (Mar) yield. Farm Fresh's 1HFY25 results met expectations on robust sales growth and margin expansion. We expect FFB to continue leveraging on its established brand equity to penetrate more market segments in the dairy industry, thereby fuelling its relentless topline growth. Our positive stance is premised on the visible and long runway for growth, more consistent earnings delivery, and management's ambitious vision, which should warrant a valuation premium.
- **1HFY25 results in line.** Core net profit of MYR53m (+169% YoY) accounted for 47-48% of our and consensus full-year forecasts. Post results, we make no changes to our earnings forecasts and DCF-derived TP of MYR2.11 (inclusive of a 6% ESG premium), which implies 30x 2025F P/E, or +1SD from its 5-year mean.
- **Results review.** YoY, 1HFY25 revenue surged 28% to MYR491m, thanks to the solid sales growth of the hotel, restaurant and catering (HORECA) markets and commercial ultra-high temperature (UHT) products, further aided by new product launches including Farm Fresh Choco Malt and consumer packaged goods (CPG) ice cream. 1HFY25 GPM expanded by 9.8ppts to 31.9%, in line with the lower input costs and contributions from the new ice cream business subsidiaries which command higher margins. This more than offset the 50% jump in opex to support business expansion and propelled 1HFY25 PBT to almost triple YoY to MYR58m. QoQ, 2QFY25 revenue and core net profit rose 3% and 7% to reflect the relentless sales growth momentum and more favourable input costs.
- Outlook. We expect GPM to remain elevated in the upcoming quarters, in light of the progressive liquidation of lower-cost (by 11%) farmgate raw milk whilst favourable whole milk powder prices have been locked in until May 2025. In addition, the rising contribution from ice cream, chocolate malt, and growing-up milk products should lend support to GPM and drive sales growth ahead. Apart from expanding the portfolio of ice cream and chocolate malt products, other key new product launches in the pipeline include butter to further strengthen the HORECA offerings, and cultured milk to build on the brand equity in the children's products market. Meanwhile, the group has successfully commenced operations at its Philippines production unit according to plan, after establishing a presence and having brand-built there via imports earlier.
- Downside risks to our recommendation include a sharp rise in input costs, and major delays in expansion plans.

Forecasts and Valuation	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Total turnover (MYRm)	630	810	1,008	1,221	1,408
Recurring net profit (MYRm)	57	63	112	137	158
Recurring net profit growth (%)	(16.6)	9.8	77.2	22.8	15.2
Recurring P/E (x)	58.36	53.14	29.99	24.42	21.20
P/B (x)	5.3	5.0	4.5	4.0	3.6
P/CF (x)	na	24.77	21.48	19.31	15.04
Dividend Yield (%)	0.6	0.7	1.2	1.4	1.9
EV/EBITDA (x)	34.72	25.80	16.74	13.78	11.97
Return on average equity (%)	8.1	9.8	15.9	17.5	18.0
Net debt to equity (%)	24.8	35.8	35.0	30.3	20.6

Source: Company data, RHB



# **Financial Exhibits**

## **Consumer Non-cyclical | Food Products**

Asia	Financial summary (MYR)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Malaysia	Recurring EPS	0.03	0.03	0.06	0.07	0.08
Consumer Non-cyclical	DPS	0.01	0.01	0.02	0.03	0.03
Farm Fresh	BVPS	0.34	0.36	0.40	0.45	0.50
FFB MK	Return on average equity (%)	8.1	9.8	15.9	17.5	18.0
Buy						
Valuation basis	Valuation metrics	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Valuation basis	Recurring P/E (x)	58.36	53.14	29.99	24.42	21.20
DCF	P/B (x)	5.3	5.0	4.5	4.0	3.6
Kan dai ang	FCF Yield (%)	(5.0)	(1.9)	1.1	2.2	4.3
Key drivers	Dividend Yield (%)	0.6	0.7	1.2	1.4	1.9
i. Market share gains;	EV/EBITDA (x)	34.72	25.80	16.74	13.78	11.97
ii. Expansion into new overseas markets; iii. Growing health consciousness amongst	EV/EBIT (x)	52.85	40.56	22.60	18.29	15.80
consumers.	Income statement (MYRm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
	Total turnover	630	810	1,008	1,221	1,408
Key risks	Gross profit	150	216	325	391	442
i. Sharp hike in raw material costs;	EBITDA	97	133	207	251	284
ii. Intense competition;	Depreciation and amortisation	(33)	(49)	(54)	(62)	(69)
iii. Major delay in expansion plans.	Operating profit	64	85	153	189	215
Commony Duofile	Net interest	(11)	(16)	(18)	(17)	(15)
Company Profile	Pre-tax profit	52	(18)	(18)	(17)	(15)
Farm Fresh operates a fast-growing vertically	Taxation	(2)	(6)	(16)	(24)	(28)
integrated dairy group. It is engaged in the business of farming, manufacturing and distribution of various dairy	Reported net profit	50	64	112	137	158
products and plant-based products.	Recurring net profit	57	63	112	137	158
		5,	00	112	157	150
	Cash flow (MYRm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
	Change in working capital	(113)	3	(28)	(45)	(22)
	Cash flow from operations	(20)	135	156	173	222
	Capex	(147)	(197)	(120)	(100)	(80)
	Cash flow from investing activities	(147)	(197)	(120)	(100)	(80)
	Dividends paid	(19)	(22)	(39)	(48)	(63)
	Cash flow from financing activities	15	25	(63)	(65)	(128)
	Cash at beginning of period	28	23	58	31	40
	Net change in cash	(151)	(38)	(27)	8	15
	Ending balance cash	(123)	(15)	31	40	54
	Balance sheet (MYRm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
	Total cash and equivalents	179	158	131	140	153
	Tangible fixed assets	414	495	561	599	610
	Total investments	144	176	176	176	176
	Total assets	1,063	1,280	1,358	1,466	1,533
	Short-term debt	93	68	100	100	100
	Total long-term debt	243	338	300	300	250
	Total liabilities	428	587	591	608	578
	Total equity	636	693	767	858	955
	Total liabilities & equity	1,063	1,280	1,358	1,466	1,533
	Key metrics	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
	Key metrics Revenue growth (%)	Mar-23 25.5	Mar-24 28.7	Mar-25F 24.4	Mar-26F 21.1	Mar-27F 15.4
	Revenue growth (%)	25.5	28.7	24.4 77.2	21.1	15.4
	Revenue growth (%) Recurrent EPS growth (%)	25.5 (16.6)	28.7 9.8	24.4	21.1 22.8	15.4 15.2
	Revenue growth (%) Recurrent EPS growth (%) Gross margin (%) Operating EBITDA margin (%)	25.5 (16.6) 23.8 15.4	28.7 9.8 26.7 16.5	24.4 77.2 32.2 20.5	21.1 22.8 32.0 20.6	15.4 15.2 31.4 20.1
	Revenue growth (%) Recurrent EPS growth (%) Gross margin (%)	25.5 (16.6) 23.8	28.7 9.8 26.7	24.4 77.2 32.2	21.1 22.8 32.0	15.4 15.2 31.4
	Revenue growth (%) Recurrent EPS growth (%) Gross margin (%) Operating EBITDA margin (%) Net profit margin (%)	25.5 (16.6) 23.8 15.4 8.0	28.7 9.8 26.7 16.5 7.8	24.4 77.2 32.2 20.5 11.1	21.1 22.8 32.0 20.6 11.2	15.4 15.2 31.4 20.1 11.2

Source: Company data, RHB

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29 November 2024

## Consumer Non-cyclical | Food Products

# **Results At a Glance**

## Figure 1: FFB's results review

FYE Mar	2QFY24	1QFY25	2QFY25	QoQ	YoY	1HFY24	1HFY25	YoY	Comments
(MYRm)				(%)	(%)			(%)	
Revenue	198.3	241.7	249.2	3.1	25.6	383.8	490.9	27.9	YoY momentum lifted by new product launches and rising sales of HORECA segment and commercial UHT products
Gross profit	52.2	72.9	83.8	14.9	60.6	85.1	156.8	84.3	
Gross margin	26.3	30.2	33.6	3.5	7.3	22.2	31.9	9.8	In tandem with the lower input costs and contribution from the ice cream businesses
EBIT	18.6	32.5	33.6	3.3	80.3	27.9	66.1	136.9	
EBIT Margin (%)	9.4	13.4	13.5	0.0	4.1	7.3	13.5	6.2	
Net finance costs	(4.3)	(4.2)	(4.3)	2.6	(0.8)	(7.7)	(8.4)	9.3	
EI	(1.4)	0.6	(1.0)	n.a.	n.a.	(0.4)	(0.5)	n.a.	
Pretax profit	14.3	28.3	29.3	3.4	104.7	20.2	57.7	185.5	
Pretax Margin (%)	7.2	11.7	11.8	0.0	4.5	5.3	11.7	6.5	
Tax	(1.2)	(1.8)	(2.3)	27.6	90.9	(1.5)	(4.2)	180.9	
ETR (%)	(8.6)	(6.5)	(8.0)	(1.5)	0.6	(7.4)	(7.2)	0.1	
Net Profit	12.8	26.0	26.2	0.7	104.7	19.2	52.2	172.3	
Core Profit	14.2	25.4	27.2	7.2	91.4	19.6	52.6	169.2	At 47-48% of the forecasts
Net Margin (%)	7.2	10.5	10.9	0.4	3.8	5.1	10.7	5.6	Interim DPS of 1 sen declared (FY24: 1.2 sen)

Source: Company data, RHB

# **Emissions And ESG**

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FFB reduced its 2023 carbon emission intensity by 99 against the base figure recorded in 2020.

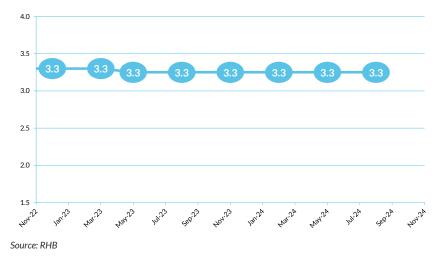
Emissions (tCO2e)	Mar-22	Mar-23	Mar-24
Scope 1	na	52,358	na
Scope 2	na	15,156	na
Scope 3	na	1,378	na
Total emissions	na	68,892	na

Source: Company data, RHE

# Latest ESG-Related Developments

- FFB expanded its reach into the growing up milk segment with the launch of Farm Fresh Grow, complemented by an educational campaign to emphasise its commitment to deliver milk that only contains necessary nutrition.
- In Jun 2023, FFB has commenced and invested MYR1m in its Multidimensional Human Capital Development Programme to support hardcore poor students in areas of education, nutrition and living standards.
- From Sep 2022 to Jun 2023, the Milk on Tap initiative has contributed to a reduction in the usage of 140,000 plastic bottles, simultaneously avoiding the usage of more than 7,300kg of plastic for packaging.

# **ESG Rating History**



# **Recommendation Chart**



Date	Recommendation	Target Price	Price
2024-10-28	Buy	2.11	1.83
2024-08-29	Buy	1.88	1.62
2024-05-30	Buy	1.69	1.49
2024-02-28	Buy	1.65	1.42
2023-11-29	Buy	1.51	1.36
2023-09-01	Neutral	1.20	1.20
2023-07-05	Neutral	1.23	1.10
2023-05-31	Buy	1.72	1.34
2023-02-26	Buy	1.75	1.51
2022-11-24	Buy	1.75	1.55
2022-08-25	Buy	1.85	1.63
2022-06-21	Buy	1.88	1.55

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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