

23 February 2023

Energy & Petrochemicals | Oil & Gas Services

Petronas Dagangan (PETD MK)

Neutral (Maintained)

Full Receipt Of Subsidy Receivables In 4Q22

Target Price (Return):	MYR22.2 (+1%)
Price (Market Cap):	MYR22.10 (USD4,945m)
ESG score:	3.10 (out of 4)
Avg Daily Turnover (MYR/USD)	7.10m/1.62m

- **Keep NEUTRAL, with new MYR22.22 TP from MYR22.58, 1% upside.** Petronas Dagangan's FY22 results came in with no surprises – core earnings surged 38% YoY, led by both stronger commercial and retail divisions. There was a substantial improvement in its liquidity, evident by the stronger operating cash flow of MYR2.3bn in 4Q22 following the full receipt of subsidy receivables. While commercial sales volume is likely to recover amidst China reopening, we are watchful over the potential impact of the targeted fuel subsidy implementation towards its retail arm.
- **Within expectations.** At 104% and 100% of our and Street full-year estimates, PETD's FY22 core earnings of MYR756m (+38% YoY) came in within expectations. A fourth interim DPS of 26 sen and special DPS of 14 sen were declared, lifting full year DPS to 76 sen (FY21: 70 sen).
- **Results review.** 4Q22 revenue fell by 6% QoQ on lower ASPs (-6%) amidst flattish sales volume. As such, core earnings declined 37% QoQ no thanks to the weaker commercial division as a result of less favourable price trend and higher opex. Cumulatively, FY22 core earnings still increased by 38%, on the back of both retail and commercial divisions, led by 28% higher sales volume and 26% ASPs as well as higher gross profit across all products. On the flipside, the convenience division recorded lower PBT of MYR16m (-60% YoY) dragged by higher opex due to business expansion despite higher Mesra sales recorded.
- **Outlook.** Retail and commercial sales volumes grew 33% and 20% YoY in FY22. We expect commercial sales volume to pick up subsequent to China reopening and margins could normalise in the longer run. In the retail division, despite the strong sales volume recovery thus far, any slowdown in economic activities may affect the growth trajectory. Meanwhile, we noticed a substantial improvement in its liquidity position as evident by a sizeable operating cash flow of MYR2.3bn in 4Q22 (3Q22: -MYR732m) following the full receipt of subsidy receivables from the Government. Moving forward, PETD will continue to launch more stand-alone Café Mesra this year and install more fast chargers at its existing stations. Note that it opened 25 Café Mesra and 14 direct charge or DC fast chargers in 4Q22.
- **We maintain our earnings estimates** and our DCF-derived TP drops slightly to MYR22.22 after latest net cash update, with the incorporation of a 2% ESG premium, based on its score of 3.1 out of 4. This implies a 26x FY23F P/E, which is slightly above its 5-year mean of 25x. At 80% dividend payout, vs the pre-pandemic average historical payout ratio of 78% (ex-special dividends), the group offers decent FY23F-25F yields of 3.2-3.7%.

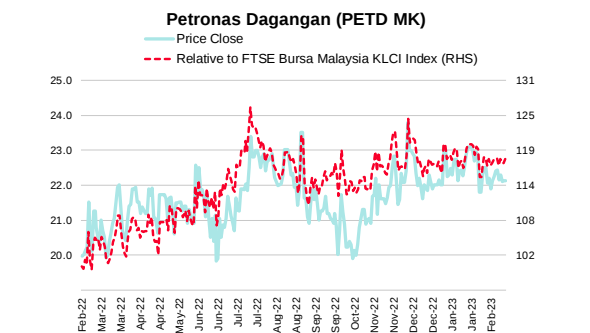
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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(3.8)	(4.2)	3.2	(0.8)	10.7
Relative	(1.7)	(1.8)	1.6	0.8	17.9
52-wk Price low/high (MYR)					19.8 – 23.8



Source: Bloomberg

Overall ESG Score: 3.10 (out of 4)

E: MODERATE

PETD continues to put in meaningful efforts in implementing initiatives that address climate change and natural resource preservation. The group enhanced the role of solar energy in its operations, with an additional 3.6MWh of photovoltaic capacity installed. Through this effort, total GHG emissions decreased by 12% in 2021. Furthermore, PETD had installed rainwater harvesting tanks at its retail stations to reduce environmental footprint. There is good disclosure on its environmental impact, efforts, and implementation. However, PETD recorded three hydrocarbon spills in the year (an increase from previous year's two spills.)

S: EXCELLENT

Good disclosures on efforts in employee relations, health & safety, and community engagement. There are policies in place that protect employee welfare. Additional benefits are also provided: Childcare facilities, maternity leave, etc. It has good track record on health & safety; with fatality remaining at zero and Lost Time Injury Frequency reduced from 0.33 to 0.3 in 2021. The firm is actively involved in community engagement efforts, eg its Food Bank programme at over 300 Petronas stations nationwide to provide food to communities affected by the pandemic.

G: EXCELLENT

PETD fares well in the governance pillar as the group meets the requirement of Bursa Malaysia and the Malaysian Code on Corporate Governance with 50% independent directors. Women directors made up 38% of the board, and members are experienced, skilled professionals. Disclosure and transparency levels are within requirements of Malaysia's regulatory framework, and shareholder rights are well-protected.

Forecasts and Valuation	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover (MYRm)	22,674	36,749	33,736	33,995	34,012
Recurring net profit (MYRm)	549	757	843	917	972
Recurring net profit growth (%)	71.7	37.8	11.4	8.8	6.0
Recurring P/E (x)	40.04	29.05	26.07	23.96	22.61
P/B (x)	3.9	3.8	3.7	3.6	3.5
P/CF (x)	111.49	11.02	22.66	17.13	16.53
Dividend Yield (%)	3.2	3.4	3.1	3.3	3.5
EV/EBITDA (x)	17.36	12.11	11.94	11.26	10.70
Return on average equity (%)	9.4	13.7	14.5	15.3	15.7
Net debt to equity (%)	net cash	net cash	net cash	net cash	net cash

Source: Company data, RHB

See important disclosures at the end of this report

Market Dateline / PP 19489/05/2019 (035080)

Financial Exhibits

Asia	Financial summary (MYR)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Malaysia	Recurring EPS	0.55	0.76	0.85	0.92	0.98
Energy & Petrochemicals	DPS	0.70	0.76	0.68	0.74	0.78
Petronas Dagangan	BVPS	5.62	5.78	5.95	6.13	6.33
PETD MK	Return on average equity (%)	9.4	13.7	14.5	15.3	15.7
Neutral						
	Valuation metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Recurring P/E (x)	40.04	29.05	26.07	23.96	22.61
	P/B (x)	3.9	3.8	3.7	3.6	3.5
	FCF Yield (%)	(0.8)	7.1	2.6	4.2	4.5
	Dividend Yield (%)	3.2	3.4	3.1	3.3	3.5
	EV/EBITDA (x)	17.36	12.11	11.94	11.26	10.70
	EV/EBIT (x)	26.88	16.74	16.87	15.37	14.37
	Income statement (MYRm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Total turnover	22,674	36,749	33,736	33,995	34,012
	Gross profit	22,674	36,749	33,736	33,995	34,012
	EBITDA	1,163	1,587	1,619	1,700	1,769
	Depreciation and amortisation	(412)	(439)	(473)	(455)	(451)
	Operating profit	751	1,149	1,146	1,245	1,318
	Net interest	(12)	(25)	(18)	(18)	(18)
	Pre-tax profit	741	1,135	1,139	1,238	1,311
	Taxation	(210)	(347)	(285)	(309)	(328)
	Reported net profit	530	777	843	917	972
	Recurring net profit	549	757	843	917	972
	Cash flow (MYRm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Change in working capital	(766)	853	(346)	(89)	(93)
	Cash flow from operations	197	1,995	970	1,283	1,330
	Capex	(374)	(435)	(400)	(350)	(350)
	Cash flow from investing activities	(297)	(321)	(400)	(350)	(350)
	Dividends paid	(606)	(616)	(674)	(734)	(777)
	Cash flow from financing activities	(683)	(696)	(674)	(734)	(777)
	Cash at beginning of period	2,692	1,911	2,889	2,785	2,984
	Net change in cash	(783)	978	(105)	199	202
	Ending balance cash	1,909	2,889	2,785	2,984	3,186
	Balance sheet (MYRm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Total cash and equivalents	1,911	2,889	2,785	2,984	3,186
	Tangible fixed assets	4,018	4,115	4,042	3,937	3,836
	Total investments	23	86	97	108	120
	Total assets	9,601	11,258	11,042	11,272	11,480
	Short-term debt	24	49	49	49	49
	Total long-term debt	92	135	135	135	135
	Total liabilities	3,985	5,470	5,075	5,110	5,113
	Total equity	5,615	5,787	5,967	6,162	6,367
	Total liabilities & equity	9,601	11,258	11,042	11,272	11,480
	Key metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
	Revenue growth (%)	21.2	62.1	(8.2)	0.8	0.0
	Recurrent EPS growth (%)	71.7	37.8	11.4	8.8	6.0
	Gross margin (%)	100.0	100.0	100.0	100.0	100.0
	Operating EBITDA margin (%)	5.1	4.3	4.8	5.0	5.2
	Net profit margin (%)	2.3	2.1	2.5	2.7	2.9
	Dividend payout ratio (%)	131.3	97.2	80.0	80.0	80.0
	Capex/sales (%)	1.7	1.2	1.2	1.0	1.0
	Interest cover (x)	64.5	45.6	62.2	67.5	71.5

Source: Company data, RHB

Figure 1: FY22 results review

FYE Dec (MYRm)	4Q21	3Q22	4Q22	QoQ (%)	YoY (%)	FY21	FY22	YoY (%)	Comments
Revenue	7,111.8	10,130.7	9,498.8	(6.2%)	33.6%	22,674.1	36,748.9	62.1%	
EBITDA	276.6	508.7	369.9	(27.3%)	33.8%	1,163.3	1,587.8	36.5%	
Depreciation	(73.1)	(105.5)	(121.9)	15.5%	66.7%	(412.2)	(438.9)	6.5%	
EBIT	203.4	403.1	248.0	(38.5%)	21.9%	751.2	1,148.9	52.9%	
Interest expense	(4.2)	(7.5)	(10.5)	39.0%	147.0%	(11.6)	(25.2)	nm	
JV	0.6	3.5	4.2	17.1%	588.4%	0.0	0.0	nm	
PBT	199.8	399.1	241.7	(39.4%)	21.0%	740.8	1,135.0	53.2%	
Tax	(61.7)	(119.7)	(93.0)	(22.3%)	50.7%	(209.5)	(347.2)	65.7%	
Net profit	138.1	279.4	148.6	(46.8%)	7.6%	531.2	787.8	48.3%	
El	24.0	9.5	36.8			19.1	(20.0)		4Q22 El: MYR15m PPE write off, MYR2m unrealised FX gains, MYR22m trade receivables impairment loss and etc.
Core PATAMI	161.2	285.5	181.2	(36.5%)	12.4%	548.8	756.6	37.8%	Within expectations.
Core profit margin (%)	2.3	2.8	1.9			9.5	2.1		

Source: Company data, RHB

Figure 2: FY22 segmental results

Figure 21. FY22 Segmental Results									
FYE Dec (MYRm)	4Q21	3Q22	4Q22	QoQ (%)	YoY (%)	FY21	FY22	YoY (%)	Comments
Revenue									
Retail	3,870.5	4,536.8	4,555.2	0.4%	17.7%	12,551.4	17,371.5	38.4%	4Q22: higher sales volume (+16% YoY) and ASP (+2% YoY). 4Q22: Higher jet fuel and diesel demand (+14% YoY) and ASP (+34% YoY).
Commercial	3,185.8	5,528.9	4,889.0	(11.6%)	53.5%	9,947.5	19,156.5	92.6%	
Convenience	55.5	65.0	54.5	(16.1%)	(1.6%)	175.2	220.8	26.0%	
PBT									
Retail	146.6	125.6	124.2	(1.1%)	(15.3%)	470.6	774.7	64.6%	
Commercial	34.8	269.7	130.6	(51.6%)	nm	241.2	358.1	48.4%	
Convenience	22.0	65.0	(6.8)	nm	nm	39.3	16.1	(59.0%)	

Source: Company data, RHB

Figure 3: DCF valuation

FYE Dec (MYRm)	FY23F	FY24F	FY25F	FY26F	FY27F	FY28F
EBIT	1,146.2	1,244.9	1,317.7	1,284.4	1,303.1	1,336.0
EBIT*(1-tax rate)	871.1	946.1	1,001.5	976.1	990.3	1,015.3
Add: D&A	473.1	454.8	450.9	432.6	430.8	415.0
Less: WC investments (WC Inv)	(346.2)	(89.3)	(93.0)	379.4	(823.7)	(1.2)
Less: Fixed investments (FC Inv)	-400	-350	-350	-350	-350	-350
FCFF	598.03	961.69	1,009.37	1,438.22	247.36	1,079.15
Disc. FCFF	598.03	896.07	876.31	1,163.41	186.44	757.87
Terminal value at T=10	20,928.69					
PV of terminal value	13,695.0					
NPV	18,887.93					
Net cash	2,754.21					
Equity value of firm	21,642.14					
ESG premium/(discount)	2%					
Equity value per share (MYR)	22.22					
Rf	3.00%					
Beta (x)	0.9					
Risk premium	4.70%					
CoE	7.32400%					
TG (%)	2.00%					
CoD	5.00%					
WACC	7.32%					

Source: RHB

Recommendation Chart

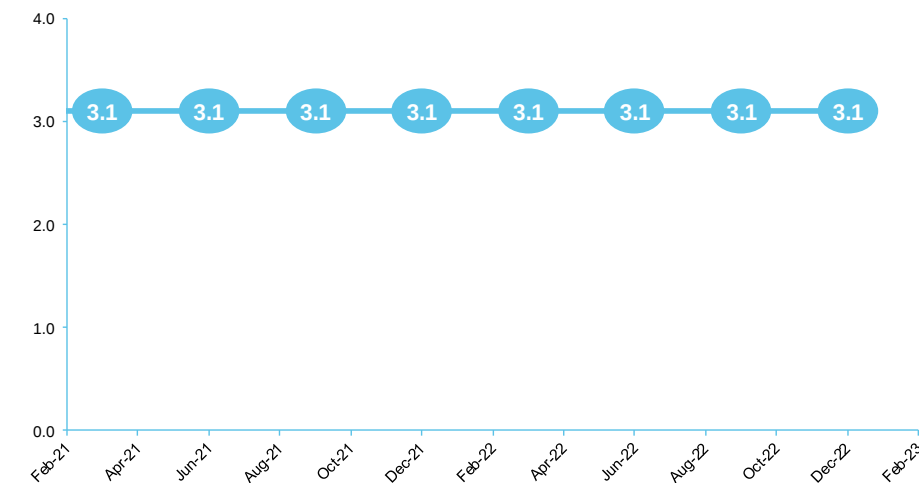


Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2022-11-29	Neutral	22.6	22.4
2022-08-24	Neutral	20.1	21.9
2022-05-27	Neutral	20.0	21.0
2022-02-23	Neutral	19.9	20.0
2021-11-29	Neutral	20.0	19.7
2021-08-23	Neutral	19.7	18.8
2021-05-27	Neutral	20.3	19.5
2021-02-21	Neutral	20.7	19.2
2020-12-17	Neutral	21.1	19.9
2020-05-19	Sell	17.1	20.2
2020-03-27	Neutral	21.4	20.2
2019-11-25	Neutral	25.1	23.9
2019-10-04	Neutral	24.0	23.5
2019-05-29	Neutral	26.8	24.8
2019-02-27	Sell	24.0	26.6

Source: RHB, Bloomberg

ESG Rating History



Source: RHB

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