

# **Singapore** Company Update

13 November 2020

Consumer Non-cyclical | Food & Beverage Products

# Food Empire (FEH SP)

# **Buy** (Maintained)

**Above Expectations; Maintain BUY** 

 Target Price (Return):
 SGD0.80 (37.9%)

 Price:
 SGD0.58

 Market Cap:
 USD229m

 Avg Daily Turnover (SGD/USD)
 0.22m/0.16m

• Maintain BUY with higher TP of SGD0.80 from SGD0.72, 38% upside and 3.4% yield. Despite the resurgence of COVID-19 in Food Empire's core markets, the group recorded a decent 3Q20 net profit of USD6.3m, (-20% YoY). The decline was largely due to FX as RUB and its related CIS currencies depreciated sharply towards the end of September. Excluding FX, 3Q recurring net profit of USD9.0m (+2% YoY) was above our expectation. 9M20 net profit of USD19.5m and recurring net profit of USD23.3m met 100% and 99% of our previous full-year forecasts.

# Analyst

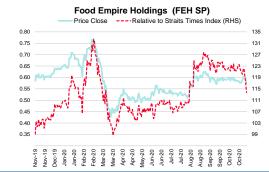
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- The worst is over. While revenues were down YoY across all the markets, it has shown strong sequential improvement from 2Q20. Management highlighted that demand for their instant coffee products has been stable. Barring strict national lockdowns that might result in operational and logistical issues, sales volume should remain fairly resilient despite the pandemic. 3Q earnings declined 6% QoQ due to FX impact. Excluding FX, 3Q earnings amount was 87% higher than in 2Q.
- Change in forecast and TP. We expect the full-year to end strongly and raised our FY20-22F recurring PATMI by 14%, 4% and 1%. We also raise our TP to SGD0.80 pegged to 11x FY21F P/E as we roll over our valuation base year to FY21F. We have however lowered our target P/E from 12x to 11x due to volatility surrounding RUB and the related currencies of the Commonwealth of Independent States (CIS). Given that the group is able to generate a fairly resilient set of earnings amidst the challenges posed by the pandemic, we expect it to maintain last year's final and special dividends totalling 2 cents (Singapore), per share. This raises our expected dividend yield to 3.4%.
- Moving into 2021, management continues to take a cautious stance on operations. In view of the challenging environment, we believe the group would be focusing on maintaining decent earnings in FY21F. As a result, we expect the advertising & promotion (A&P) expenses to be kept low, while keeping revenue and market share stable. On the positive side, its second India plant should commence production next year as the country lift its restriction for business travels to facilitate the commissioning of the plant.
- Key risks: Strict nationwide lockdowns that result in operational disruptions and a sharp depreciation in RUB and related CIS currencies.

# Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(11.5)	(3.4)	2.7	12.7	(2.6)
Relative	4.4	(9.6)	(3.1)	7.9	14.4
52-wk Price low/high (SGD)				0.43	- 0.77



Source: Bloomberg

Forecasts and Valuation	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Total turnover (USDm)	284	289	281	298	319
Recurring net profit (USDm)	22	26	27	29	32
Recurring net profit growth (%)	4.5	17.9	5.4	8.9	8.5
Recurring P/E (x)	10.49	8.98	8.53	7.83	7.22
P/B (x)	1.3	1.1	1.0	0.9	0.8
P/CF (x)	15.26	6.22	7.86	7.83	6.20
Dividend Yield (%)	1.2	3.4	3.4	3.4	3.5
EV/EBITDA (x)	7.93	6.10	5.52	4.67	3.98
Return on average equity (%)	10.5	13.6	10.6	12.4	12.2
Net debt to equity (%)	net cash				

Note

Small cap stocks are defined as companies with a market capitalization of less than USD1bn.





# **Financial Exhibits**

Asia Singapore Consumer Non-cyclical Food Empire FEH SP Buy

# Valuation basis

11x FY21F P/E

# Key drivers

- i. Margin expansion on strengthening RUB; ii. Expansion into Indochina and China;

# Key risks

- i. Negative movement in RUB and other CIS countries' currencies;
- ii. Rising coffee bean prices.

# **Company Profile**

Food Empire is a global food and beverage company that manufactures and markets instant beverages, frozen convenience food, confectionery and snack food. The company's products can be found in over 50 countries across Asia, Africa, Middle East, North America and Europe.

Financial summary (USD)	De c-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Recurring EPS	0.04	0.05	0.05	0.05	0.06
DPS	0.00	0.01	0.01	0.01	0.01
BVPS	0.33	0.38	0.42	0.46	0.50
Return on average equity (%)	10.5	13.6	10.6	12.4	12.2

Valuation metrics	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Recurring P/E (x)	10.49	8.98	8.53	7.83	7.22
P/B (x)	1.3	1.1	1.0	0.9	0.8
FCF Yield (%)	1.8	(0.6)	1.8	4.0	11.8
Dividend Yield (%)	1.2	3.4	3.4	3.4	3.5
EV/EBITDA (x)	7.93	6.10	5.52	4.67	3.98
EV/EBIT (x)	10.08	7.34	6.88	6.10	5.20

Income statement (USDm)	De c-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Total turnover	284	289	281	298	319
Gross profit	111	112	107	115	124
EBITDA	27	37	41	48	51
Depreciation and amortisation	(6)	(6)	(8)	(11)	(12)
Operating profit	22	30	33	37	39
Net interest	(1)	(1)	(1)	(1)	(1)
Pre-tax profit	20	32	28	36	39
Taxation	(2)	(6)	(5)	(7)	(7)
Reported net profit	18	26	23	29	32
Recurring net profit	22	26	27	29	32

Cash flow (USDm)	De c-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Change in working capital	(11.9)	(14.9)	(1.4)	(10.8)	(6.4)
Cash flow from operations	14.9	36.8	29.2	29.3	37.0
Capex	(10.8)	(38.1)	(25.0)	(20.0)	(10.0)
Cash flow from investing activities	(9.6)	(37.4)	(25.0)	(20.0)	(10.0)
Dividends paid	(2.4)	(2.6)	(3.9)	(7.8)	(7.9)
Cash flow from financing activities	(5.0)	12.7	(5.8)	(17.3)	(23.4)
Cash at beginning of period	42.8	42.2	54.7	53.1	45.1
Net change in cash	0.3	12.1	(1.6)	(8.0)	3.6
Ending balance cash	42.2	54.0	53.1	45.1	48.7

Balance sheet (USDm)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Total cash and equivalents	42	55	53	45	49
Tangible fixed assets	69	99	116	125	123
Total investments	30	41	41	41	41
Total assets	245	308	326	342	352
Short-term debt	20	15	10	10	15
Total long-term debt	13	35	41	31	10
Total liabilities	69	102	101	96	82
Total equity	175	206	225	246	270
Total liabilities & equity	245	308	326	342	352

Key metrics	De c-18	Dec-19	Dec-20F	De c-21F	Dec-22F
Revenue growth (%)	5.5	1.5	(2.5)	5.9	7.3
Recurrent EPS growth (%)	4.5	16.9	5.2	8.9	8.5
Gross margin (%)	39.0	38.7	38.0	38.5	38.7
Operating EBITDA margin (%)	9.6	12.7	14.6	16.1	16.1
Net profit margin (%)	6.4	9.0	8.1	9.8	9.9
Dividend payout ratio (%)	14.7	29.8	34.0	27.0	25.0
Capex/sales (%)	3.8	13.2	8.9	6.7	3.1
Interest cover (x)	27.3	21.6	25.3	33.2	58.4

Source: Company data, RHB



Source: RHB, Bloomberg

Source: RHB, Bloomberg

# **Recommendation Chart**



Date	Recommendation	Target Price	Price
2020-05-13	Buy	0.75	0.51
2020-02-26	Buy	0.88	0.73
2019-11-21	Buy	0.83	0.60
2019-08-13	Buy	0.73	0.52
2019-03-04	Buy	0.69	0.57
2018-11-19	Buy	0.66	0.53
2018-08-15	Neutral	0.60	0.56

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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

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Analyst	Company
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