

Malaysia Trading Idea

8 June 2021

Consumer Non-cyclical | Food Products

Not Rated

Target Price (Return): MYR0.89 (+39%) Price: MYR0.64 Market Cap: USD97.2m

Avg Daily Turnover (MYR/USD)



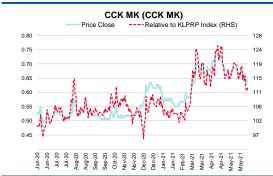
1.21m/0.29m

Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	2.4	(3.8)	0.0	15.3	20.8
Relative	3.1	(2.0)	(4.7)	11.4	11.8
52-wk Price low/	0.48	- 0.74			



Source: Bloomberg

Expanding Retail Store Footprint

CCK Consolidated (CCK MK)

- MYR0.89 FV based on 14x FY22F P/E. CCK Consolidated's dominant position in East Malaysia is supported by a fully integrated supply chain and continuous growth in retail stores, which should help improve economies of scale and capture a customer base. In times of heightened hygiene awareness, we think the modernised retail stores could provide a better shopping experience and capture demand. It trades at an undemanding 10x FY22F P/E. Our valuation remains compelling vs its retail peers' 19x.
- Largest fresh mart operator in East Malaysia. It has 68 fresh marts, as well as one wholesale and six partner retail stores across Sarawak, Sabah and Pontianak, Indonesia that serves c.20,000 customers on a daily basis. Over time, CCK has been increasing its emphasis on its retail segment as the main revenue driver (80.4% of FY20 revenue) - of which c.50% comes from fresh chicken and chicken parts, while the balance comes from frozen products, table eggs, fresh fruits and vegetables.
- Modernised retail stores to fulfil demand and improve the shopping experience, especially in times of heightened hygiene awareness. The implementation of various MCOs and dine-in restrictions have led to higher demand from the retail segment, as household consumers stock up on daily necessities - which brought in overall better margins, despite flattish revenue in FY20. We expect this to continue, as consumers adapt to the new normal. Given its vertical integration and economies of scale supporting competitive pricing, we expect this to widen its customer base.
- · Fully integrated supply chain that helps cushion feed cost concerns. Close to 100% of CCK's poultry production flows back to its own retail network, which helps to reduce the exposure to fluctuating poultry prices. It is able to partially cushion the spike in feed cost through sourcing from its established associate. Overall, we are looking at a lower FY21F PAT margin of 5.0% (FY20: 5.7%). Assuming that its feed cost normalises in FY22F, we anticipate its PAT margin to recover progressively to 5.4%.
- Continuous expansion of retail stores capturing untapped market. CCK is looking at opening five outlets pa over the next few years. In FY20, it opened two CCKLocal supermarkets that offer a wide range of stock keeping units (SKUs), which include food and household items. As the supermarkets are located in established neighbourhood malls with high footfall, we believe this helps to increase brand recognition and visibility among local shoppers.
- Improving financials enables it to weather through uncertainties. It pared down borrowings to decrease its net gearing to 0.036x in 1Q21, while its cash pile has increased, as the retail segment is largely a cash business. In view of it opening new retail stores to drive growth, we anticipate similar DPS for FY21F-23F, translating to 3-4% yields.
- Risks. Outbreak of poultry-related diseases, spike in feed cost prices, and heightened competition.

Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover (MYRm)	651	656	691	736	781
Recurring net profit (MYRm)	33	37	34	40	44
Recurring net profit growth (%)	28.5	13.0	(8.4)	16.2	11.0
Recurring P/E (x)	12.11	10.70	11.69	10.06	9.06
P/B (x)	1.5	1.3	1.2	1.1	1.1
P/CF (x)	7.96	6.72	7.53	6.95	6.38
Dividend Yield (%)	2.7	3.1	2.7	3.1	3.5
EV/EBITDA (x)	5.96	5.48	5.26	4.35	3.65
Return on average equity (%)	12.6	13.0	11.0	11.8	12.1
Net debt to equity (%)	7.2	1.2	net cash	net cash	net cash

Source: Company data, RHB

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



Financial Exhibits

Asia Malaysia Consumer Non-cyclical CCK Consolidated CCK MK

Not Rated

Valuation basis

14x FY22F P/E Key drivers

- Modernised retail stores to fulfil demand and allow for a better shopping experience;
- ii. Fully integrated supply chain that helps cushion feed cost concerns:
- feed cost concerns;
 iii. Continuous expansion of retail stores.

Key risks

- i. Outbreak of poultry-related diseases;
- ii. Spike in feed costs;
- iii. Heightened competition

Company Profile

CCK Consolidated has a fully integrated supply chain that consists of feedmills, breeder farms, hatchery and broiler farms, layer farms, abattoirs and retail stores. As the largest fresh mart operator in East Malaysia, its businesses are primarily in Sarawak, Sabah and Indonesia (Jakarta and Pontianak).

Financial summary (MYR)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring EPS	0.05	0.06	0.05	0.06	0.07
DPS	0.02	0.02	0.02	0.02	0.02
BVPS	0.44	0.48	0.52	0.56	0.61
Return on average equity (%)	12.6	13.0	11.0	11.8	12.1

Valuation metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring P/E (x)	12.11	10.70	11.69	10.06	9.06
P/B (x)	1.5	1.3	1.2	1.1	1.1
FCF Yield (%)	6.6	8.6	8.3	9.4	10.7
Dividend Yield (%)	2.7	3.1	2.7	3.1	3.5
EV/EBITDA (x)	5.96	5.48	5.26	4.35	3.65
EV/EBIT (x)	9.19	8.31	8.40	6.66	5.47

Income statement (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover	651	656	691	736	781
Gross profit	123	128	127	141	153
EBITDA	63	66	64	72	78
Depreciation and amortisation	(22)	(22)	(24)	(25)	(26)
Operating profit	41	43	40	47	52
Net interest	(4)	(2)	(2)	(2)	(2)
Pre-tax profit	43	48	45	52	58
Taxation	(10)	(10)	(11)	(13)	(14)
Reported net profit	33	37	34	40	44
Recurring net profit	33	37	34	40	44

Cash flow (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Change in working capital	1.3	9.1	(3.6)	(5.6)	(5.5)
Cash flow from operations	50.5	59.7	53.3	57.7	62.8
Capex	(24.0)	(25.2)	(20.0)	(20.0)	(20.0)
Cash flow from investing activities	(23.9)	(22.1)	(17.0)	(20.0)	(20.0)
Dividends paid	(7.9)	(11.0)	(11.0)	(12.6)	(14.1)
Cash flow from financing activities	(13.7)	(21.3)	(16.3)	(24.3)	(25.7)
Cash at beginning of period	32.0	44.0	59.1	79.0	92.4
Net change in cash	12.9	16.2	19.9	13.4	17.2
Ending balance cash	45.2	59.9	79.0	92.4	109.6

Balance sheet (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total cash and equivalents	44	59	79	92	110
Tangible fixed assets	190	203	199	194	188
Total investments	44	46	46	46	46
Total assets	403	426	447	466	488
Short-term debt	47	39	34	29	24
Total long-term debt	17	24	25	20	15
Total liabilities	126	125	123	115	106
Total equity	276	301	324	352	382
Total liabilities & equity	403	426	447	466	488

Key metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Revenue growth (%)	5.9	0.7	5.3	6.6	6.1
Recurrent EPS growth (%)	28.9	13.2	(8.4)	16.2	11.0
Gross margin (%)	18.8	19.4	18.3	19.1	19.7
Operating EBITDA margin (%)	9.7	10.0	9.2	9.7	10.0
Net profit margin (%)	5.1	5.7	5.0	5.4	5.7
Dividend payout ratio (%)	33.1	33.4	32.0	31.5	31.8
Capex/sales (%)	3.7	3.8	2.9	2.7	2.6
Interest cover (x)	10.4	20.1	21.8	24.7	29.5

Source: Company data, RHB



Expanding Retail Store Footprint

The largest fresh mart operator in East Malaysia

CCK is primarily in the business of retailing and poultry farming. It has a presence in Sarawak, Sabah, as well as Jakarta and Pontianak in Indonesia. Its business model is supported by a fully integrated supply chain that consists of feedmills, breeder farms, hatchery and broiler farms, layer farms, abattoirs, and retail stores. It can process c.35,000-40,000 birds per day and the layer farms produce c.240,000 eggs per day.

To the best of our knowledge, CCK is the largest fresh mart operator in East Malaysia, with a c.30% market share in Sarawak. To date, it has 68 fresh marts (56 in Sarawak and 12 in Sabah), one wholesale and six partner retail stores in Pontianak, Indonesia that serves c.20,000 customers daily. It operates retail stores (or fresh marts) under the CCK Fresh Mart brand, and supermarkets under the CCKLocal brand

Over the last few years, the group has been increasing its emphasis on the retail segment as its main revenue driver. In FY20, retail accounted for up to 80.4% of revenue, followed by poultry (14.8%), with the remaining from prawn and food services.

Under its retail segment, c.50% of revenue comes from fresh chicken and chicken parts, while the balance comes from frozen products, table eggs, fresh fruits and vegetables. As the group is in the process of adding more non-poultry SKUs to its stores, this segment may contribute closer to 70% of retail segment revenue progressively.

Figure 1: Interior of a CCK Fresh Mart retail outlet



Figure 2: Interior shots of a CCKLocal supermarket

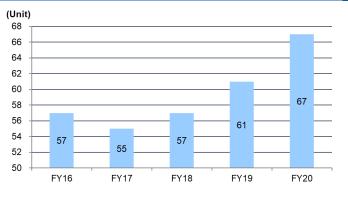


Source: Company Source: Compa

Figure 3: Food processing products



Figure 4: Number of outlets



Source: Company Source: Company data

Modernised retail stores to fulfil demand and better shopping experience

With the implementation of various MCOs and dine-in restrictions, there have been changes in demand whereby its food and beverage (F&B) customers (ie hotels, restaurants, coffee shops, and school hostels) were affected by either closing down or limiting scale operations, as they are only allowed to do deliveries and takeaways.

CCK's prawn segment revenue dropped 16% YoY in FY20, mainly due to a decline in prawn exports as a result of weak global pricing and demand due to the pandemic. Additionally, its food services revenue declined 18% YoY due to the closure of schools in 1H20 and Dec 2020.

That said, this was offset by higher demand from the retail segment, as household consumers do stock up on daily necessities. More consumers adapt to the new normal by either learning to cook or increasing their cooking frequency at home, thereby leading to an increase in demand for groceries and poultry. In our view, modernised retail stores with a clean, cool and comfortable environment make for a better shopping experience to consumers, thereby helping to entice shopper footfall, especially in times of heightened hygiene awareness. The shift towards higher household consumer demand brought in overall better margins of 5.7% in FY20 (FY19: 5.1%), despite the flattish revenue growth.

According to 2019 Household Income and Basic Amenities Survey Report for Sarawak state by the Department of Statistics, c.22% of employed persons in Sarawak are in the agriculture, mining and quarrying industries. Meanwhile, CPO prices have doubled from c.USD2,000 per tonne in early Jan 2019 to c.USD4,200 per tonne in early Jun 2021, implying a potential sharp increase in disposable income among related earners.

We anticipate demand for groceries and poultry to continue growing, as the no dine-in policy and ongoing pandemic concerns are expected to encourage consumers to reduce outdoor exposure and spend a longer time indoors.

Expanded capacity in Indonesia is ready to serve

FY20 revenue growth was mainly supported by the increase in production and sales of inhouse nuggets and sausage brands in Indonesia (+9.6% YoY for Indonesia sales), as demand for nuggets continued to gain momentum while sausages remained the best seller. Unlike Malaysia, Indonesia does not have a nationwide lockdown currently.

In Pontianak, Indonesia, the construction of a new factory that houses a cold room, chicken abattoir and downline food processing plant, as well as logistics centre was completed in 2020. It commenced operations in January, and the capacity has since expanded by 30% to c.390 tonnes per month. This has replaced the existing site that was unable to cater to the increasing sausage production requirement. Meanwhile, the capacity of the automated abattoir in the Kuching plant has expanded from processing c.4,000 birds per hour to 8,000 birds per hour. Having said that, it is still processing c.4,000 birds per hour at the moment.

We believe that once the domestic economy picks up as COVID-19 cases decline, the recovery in demand from the hotel, restaurant and café (HORECA) segment should be able to be supported by its expanded capacity. As poultry consumption in Malaysia and Indonesia continues to grow in tandem with the increase in population, we are looking at an overall FY20-23F revenue CAGR and PAT growth of 6%.

Figure 5: Poultry consumption per capita in Malaysia

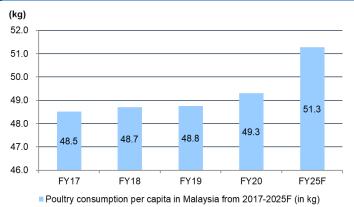


Figure 6: Poultry consumption per capita in Indonesia



Source: Statista Source: Statista



Figure 7: Population of Malaysia

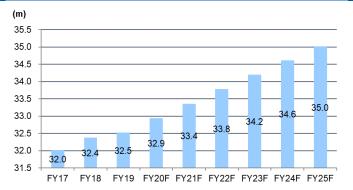
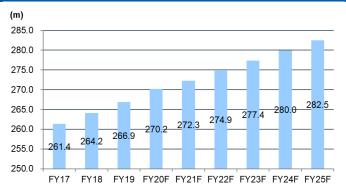


Figure 8: Population of Indonesia



Source: Department of Statistics Malaysia, Statista

Source: Statista

Fully integrated supply chain that helps cushion feed cost concerns

Unlike poultry producers that deal with live birds and have to grapple with fluctuating poultry prices, close to 100% of CCK's poultry production flows back to its own retail network. All of the live chickens go to processing plants in Kuching, Jakarta, and Pontianak. We think this business model helps to reduce its exposure to fluctuating poultry prices.

Also, the group sources feed from its 27.2%-owned associate, Gold Coin Sarawak – which distributes animal feed, fertilisers, agricultural chemicals, and other farm supplies on a wholesale basis. As it is a leading animal feed manufacturer in Sarawak, we believe this associate will be able to help partially cushion the spike in feed cost through bulk forward purchases of raw materials.

While corn and soybean average prices have spiked c.49% and c.61% YoY YTD, we expect these to be partially offset by higher demand from household consumers and room for adjustment in the ASPs of processed fresh chicken and parts. This, along with opening of more fresh marts and supermarkets, is expected to help a partial cost pass-through and dilute the impact from rising feed costs and FX fluctuations.

Overall, we expect it to book a lower FY21F PAT margin of 5% (FY20: 5.7%). Assuming that the feed cost normalises in FY22F, the PAT margin should recover progressively to 5.4%.

Figure 9: Corn futures

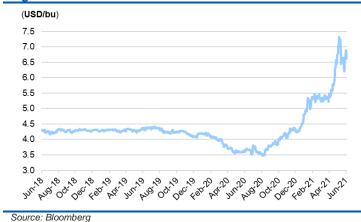
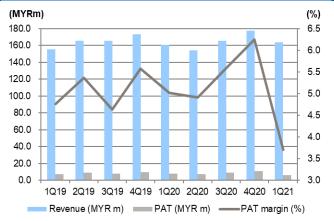


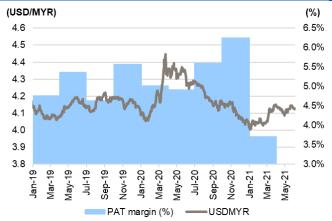
Figure 10: Soybean futures



Source: Bloomberg

Figure 11: 1Q21 PAT margin impacted by higher feed costs Figure 12: USD appreciation will partially affect margins





Source: Company data, RHB

Source: Company data, RHB

Continuous expansion of retail stores enhances local presence

In FY20, it opened two CCKLocal supermarkets – offering a wide range of SKUs that include food and household items – in Kuching and Kota Kinabalu. As the supermarkets are in established neighbourhood malls with high footfall, we believe this helps to increase brand recognition and visibility among local shoppers. Beyond that, CCK is targeting to open another two supermarkets in FY21F-22F. Besides venturing into supermarkets, the group remains committed to growing its network of fresh mart retail stores.

In 4Q21F, it expects to open a third CCKLocal in Sibu, Sarawak, as well as four fresh marts throughout FY21F. Moving forward, the group is looking at opening five outlets pa over the next few years. Assuming a combination of supermarkets and fresh marts, along with the allocation for upgrading and maintenance, we estimate FY21F-23F capex at c.MYR20m pa. On average, the payback period for a shop lot will take about three years.

While the FMCO is in place, we believe all of its retail outlets are open, since they are classified as an essential service, with all operational staff allowed to work. As such, we do not anticipate a significant disruption in operations from its retail outlets.

The increasing number of outlets providing convenience of accessibility to outlets via a wider coverage, its vertical integration, and economies-of-scale business model should improve the group's opportunities for competitive pricing. We believe this will help to boost customer retention and potentially grow CCK's market share as it continues to enhance its geographical presence.

Improving financials to weather through uncertainties

The group has been paring down borrowings progressively. Net gearing improved from 0.073x in FY17 to 0.036x in 1Q21. Its cash pile has increased from MYR37m in FY17 to MYR54m in 1Q21 while bad debts written off in FY20 were lower YoY, indicating that collection remains healthy despite pandemic concerns, as the retail segment is largely a cash business.

In view of CCK remaining committed to opening retail stores to drive growth, we anticipate its FY21-23F dividend payout ratio to remain similar to its historical ratio of c.30-35% of PAT, or 3-4% yield.

Valuation of 14x FY22F P/E is undemanding

As the largest fresh mart operator in East Malaysia with about a 30% market share in Sarawak, we think this stock deserves to be valued at a premium, at +1SD from its 3-year forward mean, as:

- Its dominance in East Malaysia is well supported by its fully integrated supply chain, which helps to better achieve economies of scale and offer competitive pricing to consumers;
- ii. It is well-positioned to reap more profits in the future. Growing its store network has led to continuous growth in retail contribution since FY18. Given its vast experience in location selection and store management, we believe its expansion strategy to



Small Cap

- continue with opening fresh marts and venturing into supermarkets could further capture customers and boost its topline;
- iii. Demand for poultry products is relatively inelastic, as poultry is a cheaper source of protein. We believe the prolonged pandemic and potentially higher purchasing power among domestic consumers could continue to encourage retail spending in the near to medium term;
- iv. Post pandemic, we are looking at an upside in earnings as feed cost normalises, and demand improves in other segments (HORECA, prawn and food services);
- v. We believe it is more viable to compare CCK with retail peers instead of poultry players, as c.80% of FY20 revenue came from the retail segment. However, given its smaller market cap and poultry segment that is still susceptible to fluctuating feed cost prices, we apply a discount of c.25% from its retail peer average.

Figure 13: Revenue by segment

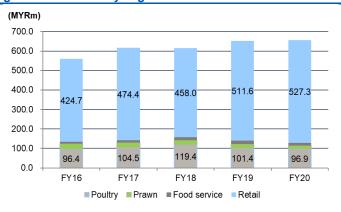
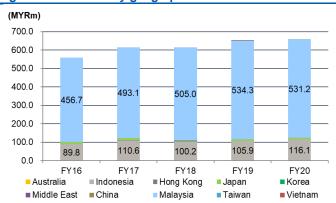


Figure 14: Revenue by geographical location



Source: Company data

Source: Company data

Figure 15: Historical and forecasted dividends

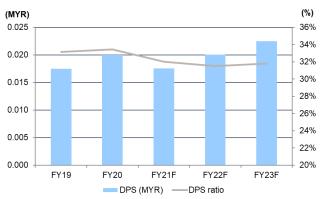
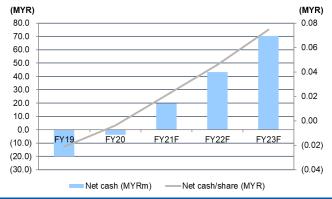


Figure 16: Historical and forecasted net gearing positions



Source: Company data

Source: Company data, RHB

Figure 17: Peer comparison

	Price			P/F	: (x)	Div.	ROE (%)	P/BV (x)	NP growth (%)	
Company	FYE	4 Jun 2021	Mkt cap (MYRm)	172	. (^)	YId (%)	NOL (70)	175 7 (x)	iii gio	W (11 (70)
		(MYR)	, ,	1-yr fwd	2-yr fwd	1-yr fwd	1-yr fwd	1-yr fwd	1-yr fwd	2-yr fwd
Padini Holdings	Jun	2.87	1,888	31.0	17.4	2.2	7.9	3.2	(17.4)	77.8
Aeon Co (M)	Dec	1.29	1,811	20.0	15.9	2.2	5.5	1.1	122.0	25.7
Berjaya Food	Jun	1.98	704	16.8	15.5	1.2	12.0	2.1	(325.9)	8.6
Mynews	Oct	0.945	645	81.7	26.4	0.6	3.5	2.3	(181.8)	209.8
Innature	Dec	0.69	487	18.4	14.5	0.0	0.0	3.2	33.3	27.0
Bonia Corp	Jun	0.905	181	9.2	8.1	1.9	5.9	0.5	626.8	13.4
7-Eleven Malaysia	Dec	1.47	1,656	27.8	23.5	2.5	73.7	18.7	103.6	18.3
Weighted average				29.3	18.6	1.9	20.4	1.5		
CCK Consolidated	Dec	0.64	401	11.7	10.1	2.7	11.0	1.2	(8.4)	16.2

Source: Bloomberg, RHB

Consumer Non-cyclical | Food Products

Recommendation Chart



 Date
 Recommendation
 Target Price
 Price

 2021-06-04

 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

Share price may fall within the range of +/- 10% over the next

12 months

Neutral:

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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