

Malaysia Company Update

22 February 2023

Consumer Cyclical | Auto & Autoparts

MBM Resources (MBM MK)

Upbeat On FY23F; Stay BUY

- Maintain BUY and MYR5 TP, 28% upside. Yesterday, we attended MBM Resources' 4Q22 earnings briefing and were reassured of our optimistic view on the stock. Management is confident of Perodua's ability to achieve its 2023 sales and production targets, which should drive not only the associate contribution (20%-owned Perodua typically contributes >90%), but also its motor trading and auto parts manufacturing divisions. BUY for 9.2% FY23F yield, special DPS, and a strong 2023 Perodua performance.
- More colour on 4Q22 results. QoQ, its auto parts manufacturing revenue slid 8% while operating profit fell 57%, mainly on the high number of scheduled shutdowns by carmakers. The operating margin erosion (to 3.1% from 6.6%) was a result of higher operating costs (eg input and labour) and low utilisation rates. That said, MBM is working hard to pass on the higher input costs and, therefore, margins for its auto parts manufacturing should gradually recover in the coming quarters. As we suspected, associate contributions only rose 4% QoQ compared to Perodua's 23% increase in sales volume, mainly due to cost pressures. YoY, its associate contribution fell 52% mainly because Perodua enjoyed an investment tax allowance in 4Q21, which was absent in 4Q22.
- We have conservatively assumed softer Perodua margins YoY, given the marque's elevated input and operating costs, coupled with its promise to not raise prices of existing models. However, Perodua and MBM's management teams think that input costs could peak in mid-2023 and 2Q23 before easing - which could drive margins expansion.
- Pipeline update. Perodua may release an even lower-specification variant of the second-generation Axia in 2Q23, potentially with a <MYR30k price tag - which could further fuel orders. Perodua now has 27k orders for the new Axia, with 10k new bookings between 31 Jan to 20 Feb, while the other 17k are old orders converted into the new Axia. Perodua will likely introduce another all-new model in early 2024, with production preparations to begin in end-2023. Since Sep 2022, Perodua has launched a subscription plan for the Ativa Hybrid (rebadged Daihatsu Rocky Hybrid CBU from Japan) in order to prepare for its eventual launch of a hybrid vehicle.
- We maintain our earnings estimates, and highlight that despite MBM's historic high FY22 dividend, it is still sitting on a multi-year high cash pile (MYR0.72 per share), which according to management, gives it ammunition for future M&A and dividends. As such, we think that there could be more special dividends in FY23. We reiterate our MYR5 TP (includes 4% ESG discount) based on 7x FY23F P/E, ie above its 6x 5-year mean to reflect MBM's bright prospects and favourable dividend outlook. Stay BUY, premised on: i) Its handsome 9.2% yield plus potential FY23 special dividends, and ii) a likely record-breaking 2023 for Perodua. Key downside risks include weaker-than-expected orders and deliveries, and resurgent supply chain constraints.

Forecasts and Valuation	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover (MYRm)	1,532	2,308	2,372	2,165	1,974
Recurring net profit (MYRm)	168	269	290	227	182
Recurring net profit growth (%)	0.8	59.8	8.1	(21.7)	(19.7)
Recurring P/E (x)	9.07	5.68	5.25	6.71	8.36
P/B (x)	0.8	0.7	0.7	0.7	0.6
P/CF (x)	124.10	31.11	22.89	18.24	19.45
Dividend Yield (%)	6.7	9.5	9.2	7.7	7.2
EV/EBITDA (x)	(0.55)	(1.27)	(3.50)	(5.38)	(7.00)
Return on average equity (%)	9.0	13.5	13.6	10.0	7.8
Net debt to equity (%)	net cash				

Source: Company data, RHB

Buy (Maintained)

Target Price (Return): MYR5.00 (+28%) Price (Market Cap): MYR3.90 (USD344m) ESG score: 2.80 (out of 4) Avg Daily Turnover (MYR/USD) 1.06m/0.24m

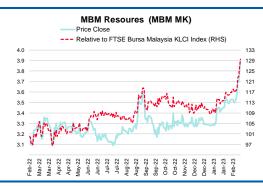
Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	18.9	13.0	19.3	19.3	22.6
Relative	20.3	14.8	17.5	21.3	29.5
52-wk Price low	high (MYR	2)		3.09	-3.90



Source: Bloomberg

Overall ESG Score: 2.80 (out of 4)

MBM has taken effort to monitor and improve its environmental standing. The company is working on the assessment of its carbon footprint.

S: GOOD

Continuous efforts are made to improve employee safety welfare, alongside consistent engagement programmes with the local community. However, we note that quantitative statistics were absent in the sustainability report.

G: GOOD

MBM has applied and adopted the majority of best practices of the Malaysian Code on Corporate Governance. Nevertheless, we note that less than half of the board comprises independent directors, and women are represented by only one director out of six. The board also does not disclose on a named basis the Top 5 senior management's remuneration components in bands of MYR50,000.

Small cap stocks are defined as companies with a market capitalization of less than USD0.5bn.



Financial Exhibits

Asia Malaysia

Consumer Cyclical

MBM Resources

MBM MK

Buy

Valuation basis

7x P/E on forward earnings, which is above its 5-year mean of 6x, to reflect MBM's favourable prospects and dividend outlook

Key drivers

- Strength of consumer sentiment;
- ii. Expansion of Perodua's product range.

Key risks

- i. Lower-than-expected orders and deliveries;
- ii. Sustained disruptions in chip and component supplies.

Company Profile

MBM Resources is a multi-brand automotive retailer for the Volvo, Volkswagen, Perodua and Hino marques. It also the distributor of Daihatsu commercial vehicles and owns associate stakes in Hino and Perodua. The company also manufactures automotive safety equipment.

Financial summary (MYR)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Recurring EPS	0.43	0.69	0.74	0.58	0.47
DPS	0.26	0.37	0.36	0.30	0.28
BVPS	4.91	5.26	5.64	5.92	6.11
Return on average equity (%)	9.0	13.5	13.6	10.0	7.8

Valuation metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Recurring P/E (x)	9.07	5.68	5.25	6.71	8.36
P/B (x)	0.8	0.7	0.7	0.7	0.6
FCF Yield (%)	0.2	3.2	3.7	4.8	4.5
Dividend Yield (%)	6.7	9.5	9.2	7.7	7.2
EV/EBITDA (x)	(0.55)	(1.27)	(3.50)	(5.38)	(7.00)
EV/EBIT (x)	(0.78)	(1.49)	(4.39)	(6.91)	(9.22)

Income statement (MYRm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total turnover	1,532	2,308	2,372	2,165	1,974
Gross profit	136	190	178	173	148
EBITDA	60	123	88	82	77
Depreciation and amortisation	(17)	(18)	(18)	(18)	(19)
Operating profit	43	105	70	64	58
Net interest	3	4	2	3	3
Pre-tax profit	207	325	350	277	224
Taxation	(16)	(27)	(19)	(17)	(16)
Reported net profit	168	269	290	227	182
Recurring net profit	168	269	290	227	182

Cash flow (MYRm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Change in working capital	(51)	(51)	(5)	16	14
Cash flow from operations	12	49	67	84	78
Capex	(9)	0	(10)	(10)	(10)
Cash flow from investing activities	76	166	(10)	(10)	(10)
Dividends paid	(78)	(63)	(141)	(117)	(109)
Cash flow from financing activities	(94)	(180)	(139)	(114)	(106)
Cash at beginning of period	271	261	283	199	155
Net change in cash	(6)	35	(82)	(41)	(38)
Ending balance cash	265	296	201	158	117

Balance sheet (MYRm)	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Total cash and equivalents	261	283	199	155	114
Tangible fixed assets	181	174	167	158	150
Total investments	1,590	1,685	1,963	2,172	2,335
Total assets	2,361	2,526	2,722	2,845	2,927
Short-term debt	23	0	0	0	0
Total liabilities	173	183	189	170	153
Total equity	2,188	2,343	2,533	2,675	2,774
Total liabilities & equity	2,361	2,526	2,722	2,845	2,927

Key metrics	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Revenue growth (%)	(14.6)	50.7	2.8	(8.7)	(8.8)
Recurrent EPS growth (%)	0.8	59.8	8.1	(21.7)	(19.7)
Gross margin (%)	8.9	8.2	7.5	8.0	7.5
Operating EBITDA margin (%)	3.9	5.3	3.7	3.8	3.9
Net profit margin (%)	11.0	11.6	12.2	10.5	9.2
Dividend payout ratio (%)	60.4	53.8	48.5	51.6	60.0
Capex/sales (%)	0.6	0.0	0.4	0.5	0.5
Interest cover (x)	92.5	163.6			

Source: Company data, RHB



Figure 1: Results review

FYE Dec	4Q21	3Q22	4Q22	QoQ	YoY	FY21	FY22	YoY	Comments
(MYRm)				(%)	(%)			(%)	
Revenue	562.2	621.2	651.4	4.9	15.9	1,531.9	2,308.1	50.7	QoQ increase was mainly driven by its motor trading segment (+7%), as its auto parts manufacturing declined 8% QoQ.
EBIT / Operating Income	27.3	20.8	20.3	-2.4	-25.5	42.9	104.9	144.5	parto manadaming accimica o/o qoq.
Finance costs (net)	0.6	1.3	1.0	-28.3	69.5	3.0	4.1	38.2	
Jointly controlled entity	5.0	5.1	4.2	-16.8	-16.0	11.1	16.0	44.0	
Associates	100.9	46.7	48.4	3.6	-52.0	150.5	200.4	33.1	Despite the 23% QoQ increase in Perodu volumes, MBM's associate contribution only rose 4%, suggesting lower-that expected Perodua margins, potentially due to cost pressures.
Pretax profit	133.7	74.0	73.9	0.0	-44.7	207.5	325.3	56.8	·
Tax	(9.5)	(5.8)	(9.2)	58.9	-2.9	(15.6)	(27.0)	73.4	
Minority Interest	14.7	7.9	7.6	-4.0	-48.4	23.7	29.7	25.0	
Net Profit	109.6	60.2	57.1	-5.2	-47.9	168.1	268.6	59.8	As QoQ PBT remained the same, the high effective tax rate ate into net profits.
Core Net Profit	109.6	60.2	57.0	-5.3	-48.0	168.1	223.8	33.1	Below our expectations due to lower-that expected associate contributions.
EBIT Margin (%)	4.9	3.4	3.1			2.8	4.5		
Pretax Margin (%)	23.8	11.9	11.3			13.5	14.1		
Net Profit Margin (%)	19.5	9.7	8.8			11.0	9.7		
Effective tax rate (%)	(7.1)	(7.8)	(12.4)			(7.5)	(8.3)		

Source: Company data, RHB

Figure 2: Key assumptions

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FYE Dec	Dec-20	Dec-21	Dec-22	Dec-23F	Dec-24F	Dec-25F
Perodua TIV (units) – current	220,154	190,291	282,019	320,000	250,000	230,000

Source: Company data, RHB

Figure 3: All-new second generation 2023 Perodua Axia





Source: RHB

Small Cap Asean Research

Recommendation Chart

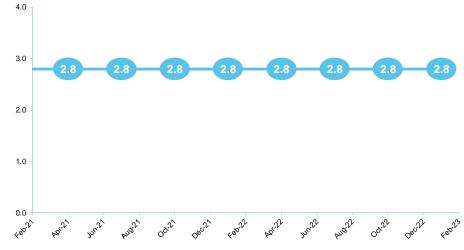


Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2023-02-21	Buy	5.00	3.90
2023-02-17	Buy	5.00	3.70
2022-11-25	Neutral	3.20	3.30
2022-08-28	Neutral	3.00	3.39
2022-08-26	Neutral	3.00	3.39
2022-07-14	Neutral	2.75	3.09
2022-05-26	Neutral	3.40	3.21
2022-02-28	Neutral	3.38	3.23
2021-11-25	Neutral	3.12	3.17
2021-07-28	Neutral	3.18	3.14
2021-05-18	Buy	3.80	3.30
2021-02-26	Buy	4.30	3.33
2020-11-20	Buy	4.30	3.31
2020-08-21	Buy	3.75	3.24
2020-06-08	Buy	4.00	3.43

Source: RHB, Bloomberg

ESG Rating History



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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

tral: 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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