Small Cap RHB+ **Asean Research**

14 August 2020

Food Empire (FEH SP)

More Resilient Than Expected; Maintain BUY

- BUY, SGD0.75 TP, 21% upside with c.3% FY20F yield. Food Empire booked resilient 1H20 results, with 1H20 PATMI staying stable at USD13.4m, despite a 4% YoY decline in sales. Most of the sales decline occurred in 2Q20, when business activities were disrupted by lockdowns in most markets. It also faced currency volatilities, from exposure to emerging markets. However, earnings remained stable on cost containment measures and selling price adjustments. BUY, as earnings should improve since more countries are easing lockdown restrictions.
- Sales disrupted by lockdowns and movement restrictions in 2Q20. 1H20 revenue declined 4% YoY to USD133m. We note that the bulk of the decline occurred in 2Q20, when sales fell 13% YoY. In particular, revenue from Russia (c.30-40% of total sales), its biggest market, dropped 22% YoY in 2Q20. This was due to the disruptions from the 12 weeks of national lockdown - which led to lower consumer foot traffic in retail, and supply chain challenges for distributors. The RUB depreciation further impacted sales, but this was partially mitigated by adjustments on selling prices that were made in stages. Food Empire's coffee plant in India also saw a major decline in sales, as it faced production disruption and cancellation or postponement of orders due to COVID-19 lockdowns. The lower sales in 1H20 were partially offset by a c.3% YoY growth in Ukraine, Kazakhstan and Commonwealth of Independent States (CIS) markets, as well as South-East Asia, where sales volumes were resilient and selling prices increased.
- Cost containment initiatives helped. In view of the challenging operating environment brought upon by the COVID-19 pandemic, management focused on profitability and rationalised sales-related expenses. General and administrative costs also dropped by USD2m, as it cut manpower, transportation and travel costs during this period.
- Earnings to pick up in 2H20F. As Russia eased its restrictions, management highlighted that July and August sales have recovered to >90% of pre-COVID levels. On the other hand, Kazakhstan and Vietnam have implemented another round of lockdowns to combat the resurgence of COVID-19 infections. Fortunately, the second round of lockdowns were not as strict as the first - and we do not expect the impact to be worse than what it was in 2Q20. Although there could be short-term disruptions to sales - from movement restrictions and supply chain challenges - we do not expect consumer demand for Food Empire's products to be severely impacted by COVID-19, due to its staple nature and low price points. Sales are likely to normalise once the COVID-19 situation in the markets plateau, and consumers become used to the new normal. Maintain BUY, with our SGD0.75 TP pegged to 12x P/E.

Forecasts and Valuation	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Total turnover (USDm)	284	289	286	315	339
Recurring net profit (USDm)	22	26	24	28	31
Recurring net profit growth (%)	4.5	17.9	(7.6)	19.0	11.7
Recurring P/E (x)	11.12	9.52	10.30	8.65	7.74
P/B (x)	1.4	1.2	1.1	1.0	0.9
P/CF (x)	16.17	6.60	9.41	9.79	6.89
Dividend Yield (%)	1.1	1.6	2.4	3.1	3.2
EV/EBITDA (x)	8.43	6.48	6.49	5.31	4.43
Return on average equity (%)	10.5	13.6	9.1	12.0	12.2
Net debt to equity (%)	net cash	net cash	0.6	0.7	net cash

Source: Company data. RHB

Buy (Maintained)

Target Price (Return):	SGD0.75 (+21%)
Price:	SGD0.62
Market Cap:	USD243m
Avg Daily Turnover (SGD/USD)	0.20m/0.13m

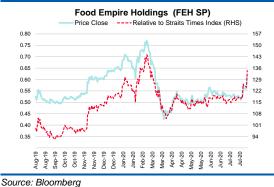
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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(4.6)	17.0	22.8	(15.1)	19.2
Relative	14.9	18.3	21.9	4.3	36.7
52-wk Price low	/high (SGD)		0.43	- 0.77



Note:

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



Small Cap

Asean Research

14 August 2020

Consumer Non-cyclical Food Empire FEH SP Buy

Valuation basis

Key drivers

Asia Singapore

Financial Exhibits

Financial summary (USD)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22
Recurring EPS	0.04	0.05	0.04	0.05	0.06
DPS	0.00	0.01	0.01	0.01	0.01
BVPS	0.33	0.38	0.41	0.46	0.50
Return on average equity (%)	10.5	13.6	9.1	12.0	12.2
Valuation metrics	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22
Recurring P/E (x)	11.12	9.52	10.30	8.65	7.74
P/B (x)	1.4	1.2	1.1	1.0	0.9
FCF Yield (%)	1.7	(0.5)	0.3	2.0	10.4
Dividend Yield (%)	1.1	1.6	2.4	3.1	3.2
EV/EBITDA (x)	8.43	6.48	6.49	5.31	4.43
EV/EBIT (x)	10.71	7.79	8.43	6.91	5.80
Income statement (USDm)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Total turnover	284	289	286	315	339
	111	112	111	123	132
Gross profit					
EBITDA	27	37	37	46	51
Depreciation and amortisation	(6)	(6)	(9)	(11)	(12)
Operating profit	22	30	29	35	39
Net interest	(1)	(1)	(1)	(1)	(1)
Pre-tax profit	20	32	24	34	38
Taxation	(2)	(6)	(4)	(6)	(7)
Reported net profit	18	26	20	28	31
Recurring net profit	22	26	24	28	31
Cash flow (USDm)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Change in w orking capital	(11.9)	(14.9)	(2.0)	(13.4)	(7.8)
Cash flow from operations	14.9	36.8	25.8	24.8	35.2
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)	(5.9)	(7.6)
Cash flow from financing activities	(5.0)	12.7	(5.8)	(15.4)	(23.1)
Cash at beginning of period	42.8	42.2	54.7	49.7	39.2
Net change in cash	0.3	12.1	(5.0)	(10.6)	2.2
Ending balance cash	42.2	54.0	49.7	39.2	41.3
Balance sheet (USDm)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22
Total cash and equivalents	42	55	50	39	41
Tangible fixed assets	69	99	116	125	124
Total investments	30	41	41	41	41
Total assets	245	308	322	342	352
Short-term debt	20	15	10	10	15
Total long-term debt	13	35	41	31	10
Total liabilities	69	102	101	98	84
Total equity	175	206	221	244	268
Total liabilities & equity	245	308	322	342	352
Key metrics	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Revenue grow th (%)	5.5	1.5	(0.9)	10.2	7.7
Recurrent EPS grow th (%)	4.5	16.9	(7.6)	19.0	11.7
Gross margin (%)	39.0	38.7	39.0	39.0	38.8
Operating EBITDA margin (%)	9.6	12.7	13.1	14.5	15.0
Net profit margin (%)	6.4	9.0	6.8	8.9	9.2
Dividend payout ratio (%)					
1,3, (,)	14.7	29.8	30.0	27.0	25.0
Capex/sales (%)	3.8	13.2	8.7	6.3	2.9
Interest cover (x)	27.3	21.6	22.2	31.8	57.6

Source: Company data, RHB

Key risks

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

- 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 foods, confectionery and snack foods. The company's products can be found in over 50 countries across Asia, Africa, Middle East, North America and Europe.

Small Cap **Asean Research** Consumer Non-cyclical | Food & Beverage Products

14 August 2020

Figure 1: 1H20 results

(USDm)	1H20	1H19	YoY	Comment
				Largely due to the national lockdown in Russia for most of
Revenue	132.9	138.5	-4.0	2Q20.
Gross profit	53.0	54.1	-1.9	
Gross margin	39.9	39.0		GPM was maintained as a result of price adjustments and reduced discount activities.
EBIT	16.6	15.5	7.5	Sales-related expenses were rationalised.
Op margin	12.5	11.2		Operating margin improved YoY as a result of the reduced G&A expenses.
Net Profit	13.2	13.1	1.1	
Net margin	9.9	9.4		
PATMI ex				
FOREX	14.5	12.2	18.6	
Core margin	10.9	8.8		
Source: Company.	RHB			

Source: Company, RHB

Figure 2: Breakdown of sales by geography

('000 USD)	1H20	1H19	YoY	Comments
Russia Ukraine, Kazakhstan	48,307	54,391	-11.2	Bulk of the decline happened in 2Q20 amid the national lockdown.
and CIS Markets	33,764	32,676	3.3	Higher volume sales and selling prices mitigated the negative impact of lockdowns. Growth in Vietnam and transfer of sales from India to the
Southeast Asia	39,564	38,268	3.4	Malaysia plants offset the decline from the cessation of the Myanmar unit in FY19.
South Asia	3,070	4,340	-29.3	Upstream business was impacted by cancellation and postponement of orders.
Other markets	8,242	8,815	-6.5	Affected by national lockdowns in Africa and Europe.

Source: Company, RHB

Recommendation Chart

See important disclosures at the end of this report



Date	Recommendation	Target Price	Price
2020-06-09	Buy	0.75	0.57
2020-02-26	Buy	0.88	0.73
2020-01-17	Buy	0.83	0.70
2019-11-12	Buy	0.73	0.59
2019-03-04	Buy	0.69	0.57
2018-11-19	Buy	0.66	0.53
2018-08-15	Neutral	0.60	0.56

Source: RHB, Bloomberg





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