# Maybank

# ComfortDelGro (CD SP)

# Room to Move

# 1Q22 results in line, retain Buy with unchanged TP

ComfortDelgro's (CDG) 1Q22 headline PATMI of SGD76.7m (+30.4% YoY) was boosted by a one-off exceptional gain of SGD37.2m on disposal of its Alperton property in London. Excluding non-recurring items and government relief, we deem core operating profit of SGD64.6m (+25.7% YoY) - or c.23%/22% of MIBG/consensus full year estimates to be broadly within expectation. We expect CDG to show sequential growth with relaxation of Covid-19 restrictions and border reopenings from late Apr 2022. Retain Buy with a DCF-based TP of SGD1.76 (WACC: 8.3%, LTG: 1%).

# No change to our below-consensus core EPS

Revenue rose 3.9% YoY to SGD895.9m with overseas contributing 43.2% of the top line, down a tad from 45.6% last year. By segment, public transportation services accounted for 79.5% of the topline in 1Q22. While rail ridership (c.65-70% of pre-Covid level) and other commercial services turnover should continue to improve, we are also mindful of the cost pressures especially with higher electricity bills (+40% YoY). Hence, we are keeping our below-street forecasts after having previously factored in a tighter EBIT margin assumption.

# Taxi should see qoq growth with improving mobility

Taxi revenue came in at SGD106.3m (+3.3% QoQ, -11.2% YoY) given a smaller fleet size compared to last year, continued rental discounts and one-off fuel rebates (SGD0.8m) given to drivers in Singapore. In China, rental waivers were also granted due to the Covid-19 lockdowns, while the UK saw lower revenues after the divestment of the London taxi business in Jun 2021. On a positive note, anecdotal evidence suggests that higher fares have not dampened commuters' demand for P2P trips as Singapore dropped most of its pandemic-era curbs and reopened its economy.

# Introduces 4% commission for ride hailing services

As fuel prices remain elevated, CDG is extending its 15% taxi rental rebate until end-Sep, while the temporary one-cent hike in its distance and waiting time fares will also be extended until end-Jul. The surcharge for taxi trips starting from Changi Airport will be raised by SGD3 from 19 May until 30 Jun to increase the supply of cabs for passengers there amidst a revival in international air travel. It recently introduced a 4% commission rate on the trip fare (vs 20% for Grab/Gojek) for all bookings via its mobile app wef 1 May. We think this will help to attract more private hire drivers over to its platform, boosting the market share for its taxi business.

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FYE Dec (SGD m)	FY20A	FY21A	FY22E	FY23E	FY24E
Revenue	3,243	3,538	3,743	3,841	3,915
EBITDA	554	612	668	665	672
Core net profit	61	130	186	209	226
Core EPS (cts)	2.8	6.0	8.6	9.7	10.4
Core EPS growth (%)	(77.1)	115.0	42.8	12.6	8.1
Net DPS (cts)	1.4	4.2	7.2	6.8	7.3
Core P/E (x)	59.8	23.3	16.4	14.6	13.5
P/BV (x)	1.4	1.1	1.2	1.1	1.1
Net dividend yield (%)	0.9	3.0	5.1	4.8	5.2
ROAE (%)	2.3	4.9	8.4	8.0	8.4
ROAA (%)	1.2	2.6	3.8	4.3	4.6
EV/EBITDA (x)	6.8	4.7	4.3	4.1	3.9
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	198	224	237
MKE vs. Consensus (%)	-	-	(6.1)	(6.5)	(4.5)

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# **BUY**

Share Price SGD 1.41

12m Price Target SGD 1.76 (+25%)

Previous Price Target SGD 1.76

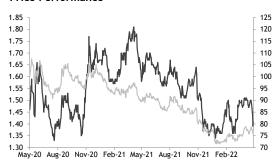
### **Company Description**

ComfortDelGro is a land transport conglomerate. Its diversified business includes interests in taxi, bus and rail globally.

#### Statistics

52w high/low (SGD)	1.70/1.34
3m avg turnover (USDm)	13.1
Free float (%)	98.7
Issued shares (m)	2,167
Market capitalisation	SGD3.1B
	USD2.2B
Major shareholders:	
Ameriprise Financial Inc	6.8%
BlackRock Inc	5.0%
T Rowe Price Group	2.8%

#### **Price Performance**



——ComfortDelGro - (LHS, SGD) ——ComfortDelGro / Straits Times Index - (RHS, %)

	-1M	-3M	-12M
Absolute (%)	(6)	(3)	(13)
Relative to index (%)	(2)	4	(15)

Source: FactSet



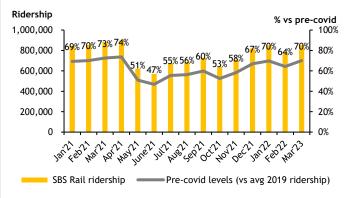
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# **Value Proposition**

- Land-transport conglomerate with operations in public transport and taxis across Singapore, Australia, UK/Ireland and China.
- Singapore is the largest EBIT contributor at 58% followed by Australia at 27%, China at 12% and UK/Ireland at 3%,
- Public transport is the largest EBIT contributor at 62%, with ~85% of revenue from regulated returns, followed by taxis at 9% and others at 29%.
- Taxi industry has stabilised with regulators levelling the playing fields of players, while ride-hailing companies are shifting their focus to other businesses.
- CDG seeks to further diversify its geographical exposure through overseas acquisitions.

### Rail ridership continues to improve



# Source: SRS Transit

# Historical share price trend 3.00 2.80 2.60 2.40



Source: FactSet, Maybank IBG Research

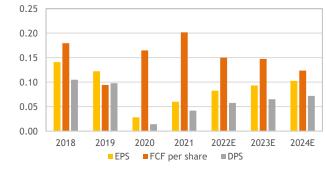
**Price Drivers** 

- 1. Uber exited Singapore via merger with Grab seen as industry consolidation.
- 2. But entry of Gojek heightened risk perception of taxi business with the former aggressive expansion in Singapore.
- 3. Rental waiver given to taxi drivers amid Covid-19 outbreak in Singapore translates to revenue loss to the
- 4. Awarded a SGD1.13b contract to run rail services in Auckland, marking its first foray into the New Zealand land transport market.
- 5. Its wholly-owned private bus company wins SGD30m contract to operate electrified shuttle bus services at the NUS.

# **Financial Metrics**

- More defensive after Grab-Uber's consolidation in 2018, coupled with increased contribution from public transport and overseas expansion.
- Public transport business continues to be the key contributor, while taxis and overseas expansion provides incremental growth. Ridership growth is the key metric.
- Strong cashflow generation to support its 70% dividend payout ratio.

# EPS, DPS and FCF per share



Source: Maybank IBG Research

# Swing Factors

# Upside

- Faster-than-expected recovery of its taxi business.
- Earnings-accretive acquisition or investments.
- Higher-than-expected passenger numbers for Singapore rails (NEL and DTL) or new bids for railway lines in overseas.

# Downside

- Higher-than-expected operating cost amid the current inflationary pressures.
- Decline in taxi utilisation or heightened competition (fares and for drivers) from ride-hailing players.
- Slower growth in ridership for its public transport services.

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Risk Rating & Score <sup>1</sup>	19.8 (Low)
Score Momentum <sup>2</sup>	+1.5
Last Updated	15 April 2021
Controversy Score <sup>3</sup> (Updated: 23 Feb 2021)	2 (Moderate)

# **Business Model & Industry Issues**

- CDG is most exposed to environmental risks as public transport and taxi business drive the bulk of the revenue. That said, CDG is on track with its medium-term and long-term environmental goals.
- Overall, public transport still plays an important role in reducing use of private vehicles, which in turn helps cities to reduce air pollution and carbon emission.
- Its global operations expose it to corporate governance and business ethics risks. CDG has put in place processes to ensure impartiality, checks and balances.
- On social aspects, CDG has a history of helping its taxi drivers during crises. CDG cut rental rates and passed on government grants during both SARS and Covid-19.
- CDG displays no exceptional risks for a global land transport operator for ESG and is in line with other land transport peers in tackling environment issues by phasing out diesel vehicles and replacing them with hybrid/electric vehicles.
- Sustainable finance is a growing opportunity as CDG continues with its greener fleet replacement programme.

# Material E issues

- Aims to reduce its 2023 greenhouse gas emissions by 20% and 50% by 2030 from 2015 levels through fleet replacement programme. It is on track to achieve its 2023 target, given almost 9% reduction in emission in 2021.
- In Singapore, 100% of its diesel taxi fleet will be replaced by hybrids by 2023. By 2030, CDG will increase hybrids for all other vehicles.
- Significant shift towards hybrid/electric vehicles since 2017. As of Dec 2021, 65% of fleet in Singapore (2020: 57%) are hybrid/electric, while that of UK & Ireland is 55% (2020: 47%) and Australia is 73% (2020: 67%).
- Bulk of its electricity consumption comes from its train operations, depots/workshops. Implemented measures such as energy-efficient train designs / new stations & buildings, solar panels at depots to reduce power consumption.
- 50% of its buildings in Singapore will be Green Mark certified by 2023 and aim of 100% by 2030.
- Looking at opportunities for sustainable financing to further improve financial resilience and funding mix.

# Material S issues

- In 2021, it reported five road fatalities (SG: 2, UK/Ireland: 2, China: 1 and AU: 0) in terms of passenger safety.
- Partnered with the National Taxi Association to provide digital training for taxi drivers and started training drivers to handle autonomous vehicles.
- In 2021, it saw higher workplace injuries in Singapore but managed to keep injury rates below national averages.
- Females account 14.3% of the Group. 43% of employees are over the age of 50.
- In 2021, 98% of buses are wheelchair accessible in Singapore, 82% in the UK, while that of Australia is 64%.
- History of supporting their drivers through crisis, evidently through rental waivers and passing on government grants to drivers during SARS & COVID-19.

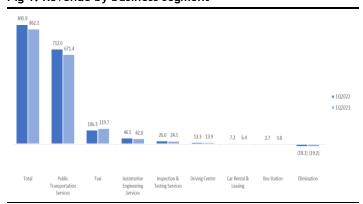
# Key G metrics and issues

- The board has 10 directors, of which one is the executive officer (MD/CEO), the remaining are non-executive & independent directors (including the chairman). 30% are female directors.
- The nomination, audit, investment and remuneration committees are chaired by independent directors.
- Key management/directors' compensation accounted for 0.3%/0.1% of total employee compensation in 2021.
- Governance risks: the group's auditor Deloitte & Touche LLP - has not been changed since listing in 2003.
- Regulatory risks. The group's strategy calls for overseas expansion. Its wide global footprint may exposure the group to regulatory, bribery and corruption and compliance risks.
- CDG has in place a whistleblowing programme where cases are investigated through the chairperson of the audit and risk committee and the Group Chief Internal Audit Officer.
- There have been no corruption cases reported for the past three years.

<u>Raisk Rating & Score</u> - derived by Sustainalytics and assesses the company's exposure to unmanaged ESG risks. Scores range between 0 - 50 in order of increasing severity with low/high scores & ratings representing negligible/significant risk to the company's enterprise value, respectively, from ESG-driven financial impacts. <u>\*Score Momentum</u> - indicates changes to the company's score since the last update - a <u>negative</u> integer indicates a company's myroving risk score; a <u>positive</u> integer indicates a deterioration. <u>\*Controversy Score\*</u> - reported periodically by Sustainalytics in the event of material ESG-related incident(s), with the impact severity scores of these events ranging from Category 0-5 (0 - no reports; 1 - negligible risks; ...; 5 - poses serious risks & indicative of potential structural deficiencies at the company).

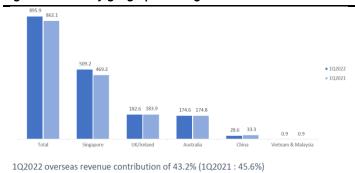
# 1. Focus Charts

Fig 1: Revenue by business segment



Source: Company

Fig 3: Revenue by geographical region



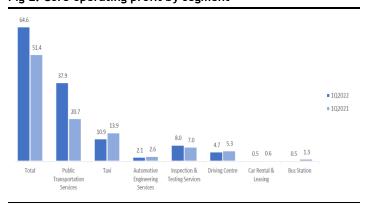
Source: Company

Fig 5: QoQ improvement in SG rail ridership

Ridership % of Pre-COVID-19 level							
	Q1 2021	Q4 2021	Q1 2022				
NEL	70%	66%	67%				
DTL	64%	57%	62%				

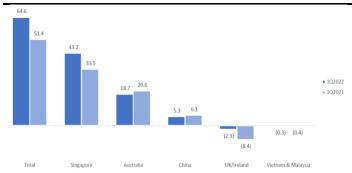
Source: SBS Transit

Fig 2: Core operating profit by segment



Source: Company

Fig 4: Core operating profit by region



Source: Company

Fig 6: Taxi and PHC industry in Singapore

P2P trips (in '000)	Jan-22	Feb-22	Mar-22
Average daily number of street-hail trips	110	101	107
Average daily number of ride-hail trips	464	449	463
Total	574	550	570
Taxi Fleet			
Comfort	6,660	6,601	6,576
CityCab	2,272	2,236	2,224
Trans-Cab	2,396	2,378	2,312
SMRT	1,829	1,827	1,82
Premier	1,105	1,096	1,084
Prime	544	538	542
Individual Yellow-Top	41	41	40
Total	14,847	14,717	14,603
Taxi Driver's and Private Hire Car Driver's Vocational Licence			
Total No. of valid TDVL holders	94,111	94,286	94,51
Total No. of valid PDVL holders	47,913	48,066	48,30

Source: LTA

# 2. Valuation

Fig 7: DCF model

	FY22E	FY23E	FY24E	FY25E	FY26E	FY27E	FY28E	FY29E	FY30E	FY31E
EBIT	278	298	320	335	348	360	364	367	378	380
Depreciation	390	367	351	341	336	334	336	341	348	357
WC changes	(20)	(12)	(4)	(12)	(7)	(9)	(10)	(11)	(14)	(14)
Operating cashflow	648	653	668	664	676	685	691	697	712	724
Taxes paid	(71)	(67)	(72)	(75)	(78)	(81)	(82)	(83)	(85)	(86)
Cashflow from ops	577	586	596	589	598	604	609	614	627	638
Capex	(240)	(260)	(280)	(300)	(320)	(340)	(360)	(380)	(400)	(420)
Free cashflow	337	326	316	289	278	264	249	234	227	218
Terminal value										3,005
PV of FCF and TV	311	278	248	210	187	163	142	124	110	1447
Total discounted FCF	3220									
Add: Net cash	600									
Equity value	3820									
Equity value/ Share	1.76									

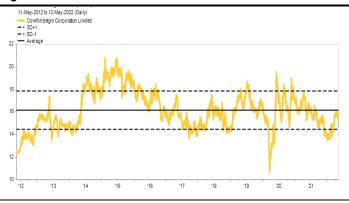
Source: Maybank IBG Research

Fig 8: DCF parameters

Cost of equity	9.0%
Cost of debt	3.0%
Debt/Capital ratio	0.10
Tax rate	0.20
Risk-free rate	2.5%
Beta	1.0
Market return	9%
Terminal growth	1%
WACC	8.3%

Source: Maybank IBG Research

Fig 9: Forward 12-month P/E band



Source: Factset

Fig 10: Forward 12-month P/B band



Source: Factset

FYE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
Key Metrics					
P/E (reported) (x)	58.2	26.7	13.6	14.6	13.5
Core P/E (x)	59.8	23.3	16.4	14.6	13.5
P/BV (x)	1.4	1.1	1.2	1.1	1.1
P/NTA (x)	1.8	1.5	1.6	1.5	1.5
Net dividend yield (%)	0.9	3.0	5.1	4.8	5.2
FCF yield (%)	9.9	14.4	11.0	10.7	10.3
EV/EBITDA (x)	6.8	4.7	4.3	4.1	3.9
EV/EBIT (x)	30.9	13.7	10.4	9.2	8.1
INCOME STATEMENT (SGD m)					
Revenue	3,242.6	3,538.3	3,743.4	3,840.8	3,915.3
EBITDA	553.7	611.6	667.9	665.1	671.7
Depreciation	(432.0)	(401.6)	(389.6)	(367.4)	(351.5)
EBIT	121.7	210.0	278.4	297.7	320.3
Net interest income /(exp)	(5.9)	(5.1)	8.8	9.5	10.0
Associates & JV	0.0	0.0	0.0	0.0	0.0
Exceptionals	0.0	0.0	38.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	115.8	204.9	325.1	307.2	330.3
Income tax	(24.1)	(44.9)	(70.7)	(66.8)	(71.8)
Minorities	(30.9)	(29.9)	(30.6)	(31.1)	(32.1)
Reported net profit	60.8	130.1	223.9	209.3	226.3
Core net profit	60.8	130.1	185.9	209.3	226.3
BALANCE SHEET (SGD m)					
Cash & Short Term Investments	742.8	919.1	958.7	1,131.6	1,279.7
Accounts receivable	533.4	536.9	543.6	543.6	543.6
Inventory	127.9	116.9	122.2	128.3	133.3
Reinsurance assets	0.0	0.0	0.0	1.0	2.0
Property, Plant & Equip (net)	2,604.1	2,430.5	2,287.7	2,187.4	2,122.9
Intangible assets	659.4	646.9	640.1	633.1	626.1
Investment in Associates & JVs	0.7	0.8	0.8	0.8	0.8
Other assets	290.3	303.9	300.6	299.6	298.6
Total assets	4,958.6	4,955.0	4,853.7	4,925.4	5,007.0
ST interest bearing debt	110.3	23.9	23.9	23.9	23.9
Accounts payable	788.4	884.3	876.3	870.1	870.9
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	353.4	317.1	317.1	317.1	317.1
Other liabilities	638.0	593.0	593.0	593.0	593.0
Total Liabilities	1,889.9	1,818.7	1,810.7	1,804.5	1,805.3
Shareholders Equity	2,646.7	2,706.5	2,599.4	2,663.4	2,729.7
Minority Interest	422.0	429.8	443.6		472.0
Total shareholder equity	3,068.7	3,136.3	3,043.0	457.6 <b>3,120.9</b>	
Perpetual securities	1.0	1.0	1.0	2.0	<b>3,201.7</b> 3.0
Total liabilities and equity	4,958.6	4,955.0	4,853.7	4,925.4	5,007.0
CASH FLOW (SGD m)		20 / 2	205	207.5	
Pretax profit	115.8	204.9	325.1	307.2	330.3
Depreciation & amortisation	432.0	401.6	389.6	367.4	351.5
Adj net interest (income)/exp	5.9	5.1	(8.8)	(9.5)	(10.0)
Change in working capital	(28.5)	75.0	(19.9)	(12.4)	(4.2)
Cash taxes paid	(82.7)	(67.0)	(70.7)	(66.8)	(71.8)
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	549.5	665.2	577.3	585.9	595.8
Capex	(192.3)	(228.2)	(240.0)	(260.0)	(280.0)
Free cash flow	357.2	437.0	337.3	325.9	315.8
Dividends paid	(114.6)	(76.5)	(121.8)	(145.4)	(160.0)
Equity raised / (purchased)	1.1	0.8	0.0	0.0	0.0
CL D. L.	(147.4)	(174.5)	0.0	0.0	0.0
Change in Debt					
Other invest/financing cash flow	60.1	12.4	(3.1)	(0.6)	1.3
•	60.1 15.8	12.4 6.4	(3.1) 0.0	(0.6) 0.0	1.3 0.0

FYE 31 Dec	FY20A	FY21A	FY22E	FY23E	FY24E
Key Ratios					
Growth ratios (%)					
Revenue growth	(16.9)	9.1	5.8	2.6	1.9
EBITDA growth	(36.3)	10.5	9.2	(0.4)	1.0
EBIT growth	(70.7)	72.6	32.5	7.0	7.6
Pretax growth	(71.5)	76.9	58.7	(5.5)	7.5
Reported net profit growth	(77.1)	114.0	72.1	(6.5)	8.1
Core net profit growth	(77.1)	114.0	42.9	12.6	8.1
Profitability ratios (%)					
EBITDA margin	17.1	17.3	17.8	17.3	17.2
EBIT margin	3.8	5.9	7.4	7.8	8.2
Pretax profit margin	3.6	5.8	8.7	8.0	8.4
Payout ratio	51.0	69.9	70.0	70.0	70.0
DuPont analysis					
Net profit margin (%)	1.9	3.7	6.0	5.5	5.8
Revenue/Assets (x)	0.7	0.7	0.8	0.8	0.8
Assets/Equity (x)	1.9	1.8	1.9	1.8	1.8
ROAE (%)	2.3	4.9	8.4	8.0	8.4
ROAA (%)	1.2	2.6	3.8	4.3	4.6
Liquidity & Efficiency					
Cash conversion cycle	(41.3)	(33.4)	(37.1)	(33.8)	(32.1)
Days receivable outstanding	47.3	54.4	52.0	50.9	50.0
Days inventory outstanding	18.7	15.1	14.0	14.2	14.5
Days payables outstanding	107.2	102.9	103.0	99.0	96.6
Dividend cover (x)	2.0	1.4	1.4	1.4	1.4
Current ratio (x)	1.4	1.6	1.7	1.9	2.0
Leverage & Expense Analysis					
Asset/Liability (x)	2.6	2.7	2.7	2.7	2.8
Net gearing (%) (incl perps)	net cash				
Net gearing (%) (excl. perps)	net cash				
Net interest cover (x)	20.6	41.2	na	na	na
Debt/EBITDA (x)	0.8	0.6	0.5	0.5	0.5
Capex/revenue (%)	5.9	6.4	6.4	6.8	7.2
Net debt/ (net cash)	(279.1)	(578.1)	(617.7)	(790.6)	(938.7)

Source: Company; Maybank IBG Research

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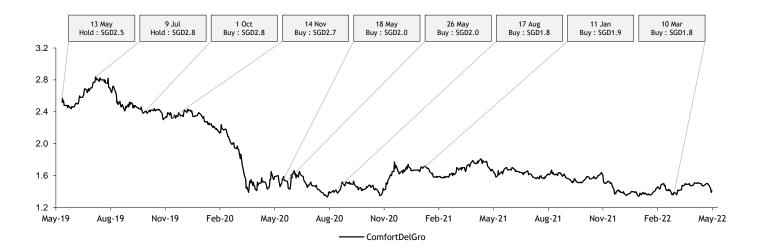
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