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## Sunway (SWB MK)

## **Building Batu Kawan Industrial** Park 2.0

## New industrial park in Penang

We are positive on Sunway's latest JDA in the Batu Kawan area, Penang mainland, as it allows Sunway to tap into the current strong demand for industrial properties in Penang. Additionally, the new industrial park will help Sunway diversify its revenue base and expand its exposure in the industrial property segment. The project, which has an e.GDV of MYR3.5b, should start contributing to the bottom line by 2026 onwards. We maintain our earnings forecasts, MYR1.92 TP (0.8x FY24E PBV) and HOLD rating.

## Buying industrial land from PDC

Sunway's 70%-owned subsidiary, Umech Land S/B, has entered into a joint development agreement (JDA) with Penang Development Corp (PDC) to specify each party's rights and obligations regarding the development of 559 acres of industrial land in Batu Kawan, specifically Batu Kawan Industrial Park 2. Under the JDA, PDC, which is contributing the land, shall be entitled to a land value of MYR646m (MYR26.5psf) payable on deferred payment over four years while Umech Land, as the developer, will undertake the development at its own cost.

## Positive on the deal

We are positive on the deal for two reasons: i) fair pricing, with a total land cost-to-GDV ratio of 18%. The land cost of MYR26.5psf is also lower than the asking prices in the surrounding area, which range from MYR28-38psf. This can be attributed to its relatively larger land size (over 500 acres) and 2) its strategic location. The land is located adjacent to the existing matured Batu Kawan industrial park and is well-positioned to benefit from the increasing demand for industrial properties in the north.

## Potential impact on earnings

The new project has an estimated GDV of MYR3.5b. Assuming a pretax margin of 15% and 8-year development period, the new industrial project is expected to churn out an annual net profit of MYR50m (+1sen EPS). Postland acquisition, Sunway's total landbank/GDV will increase by 17%/6% to 3,871 acres/MYR57b.

FYE Dec (MYR m)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenue	3,717	5,195	6,883	7,702	7,454
EBITDA	328	583	1,005	1,077	1,134
Core net profit	368	638	731	783	839
Core FDEPS (sen)	6.2	10.7	12.3	13.2	14.1
Core FDEPS growth(%)	(26.8)	73.2	14.7	7.0	7.2
Net DPS (sen)	2.5	5.5	5.0	5.3	5.7
Core FD P/E (x)	27.7	15.1	16.1	15.1	14.1
P/BV (x)	0.8	0.8	0.9	0.9	0.8
Net dividend yield (%)	1.5	3.4	2.5	2.7	2.9
ROAE (%)	24.7	5.5	5.7	5.9	6.1
ROAA (%)	1.6	2.5	2.7	2.8	3.0
EV/EBITDA (x)	52.1	30.2	19.3	18.6	18.2
Net gearing (%) (incl perps)	45.0	52.3	47.8	50.4	53.2
Consensus net profit	-	-	664	764	808
MIBG vs. Consensus (%)	-	-	10.1	2.4	3.8

Wong Wei Sum, CFA weisum@maybank-ib.com (603) 2297 8679

# $\mathsf{HOLD}$

MYR 1.99 Share Price 12m Price Target MYR 1.92 (-4%) Previous Price Taraet MYR 1.92

#### **Company Description**

Sunway Bhd is involved in property development, investment properties and construction businesses

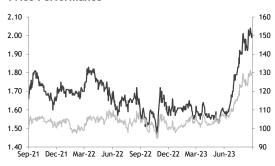
#### **Statistics**

52w high/low (MYR)

32W 1115117 (OW (MITH)	2.0 1/ 1. 1/
3m avg turnover (USDm)	3.0
Free float (%)	21.6
Issued shares (m)	5,000
Market capitalisation	MYR9.9B
	USD2.1B
Major shareholders:	

	0302.10
Major shareholders:	
Active Equity Sdn. Bhd.	64.4%
Employees Provident Fund	7.7%
CHEAH FOOK LING	2.6%

#### Price Performance



Sunway - (LHS, MYR) ——Sunway / Kuala Lumpur Composite Index - (RHS, %)

	-1M	-3M	-12M
Absolute (%)	5	25	25
Relative to index (%)	5	20	22

Source: FactSet



Fig 1: Location of new landbank in Penang mainland



Source: Company

Fig 2: Sunway's 1-year forward PBV (2018-2023)



Source: Bloomberg, Company data, Maybank IBG Research

## Upside and downside risks

There are several risk factors to our earnings estimates and TP for Sunway: 1) slower-than-expected property sales and longer-than-expected downturn in the property sector; 2) delay in obtaining necessary approvals for its projects; 3) slower progress billings in construction works; 4) higher raw material costs; and 5) labour shortage that hit its construction and hotel operations.



FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
Key Metrics	2.7	44.5	44.0	110	42.0
P/E (reported) (x)	3.7	14.5	16.0	14.9	13.9
Core P/E (x)	27.4	14.9	16.0	14.9	13.9
Core FD P/E (x)	27.7	15.1	16.1	15.1	14.1
P/BV (x)	0.8	0.8	0.9	0.9	0.8
P/NTA (x)	0.8	0.7 3.4	0.9 2.5	0.8	0.8 2.9
Net dividend yield (%)	1.5			2.7	
FCF yield (%)	3.9 52.1	nm 30.2	6.5	nm 19.4	nm
EV/EBITDA (x) EV/EBIT (x)	52.1	30.2	19.3 20.1	18.6 19.3	18.2 19.0
LY/LDIT (X)	J2.1	30.2	20.1	17.3	17.0
INCOME STATEMENT (MYR m)					
Revenue	3,717.3	5,195.0	6,883.1	7,701.7	7,453.5
EBITDA	327.8	583.4	1,004.7	1,077.2	1,134.1
Depreciation	0.0	0.0	(37.9)	(42.1)	(46.3)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	327.8	583.4	966.8	1,035.2	1,087.8
Net interest income /(exp)	54.9	(14.5)	(179.5)	(191.0)	(204.0)
Associates & JV	81.2	350.8	274.6	291.7	333.8
Exceptionals	0.0	0.0	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	463.9	919.8	1,061.9	1,135.8	1,217.6
Income tax	(116.2)	(167.0)	(254.9)	(272.6)	(292.2)
Minorities	(73.7)	(76.1)	(75.7)	(80.5)	(86.3)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	2,664.4	676.7	731.4	782.7	839.0
Core net profit	368.3	637.8	731.4	782.7	839.0
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	2,810.3	1,957.3	2,344.9	1,768.0	1,119.7
Accounts receivable	2,484.8	1,957.9	2,594.1	2,902.6	2,809.1
Inventory	2,422.4	3,279.6	3,400.3	4,337.4	5,266.0
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	1,262.3	1,264.0	1,401.9	1,544.0	1,690.3
Intangible assets	376.2	378.1	378.1	378.1	378.1
Investment in Associates & JVs	8,901.7	9,343.5	9,343.5	9,343.5	9,343.5
Other assets	6,826.8	7,877.9	7,877.9	7,877.9	7,877.9
Total assets	25,084.3	26,058.4	27,340.8	28,151.5	28,484.6
ST interest bearing debt	4,093.6	4,918.7	4,918.7	4,918.7	4,918.7
Accounts payable	2,469.3	2,490.8	3,300.2	3,692.6	3,573.7
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	4,621.9	4,137.5	4,137.5	4,137.5	4,137.5
Other liabilities	777.0	949.0	949.0	949.0	949.0
Total Liabilities	11,962.0	12,496.3	13,305.7	13,698.2	13,579.2
Shareholders Equity	12,030.4	12,529.1	13,002.2	13,420.4	13,872.5
Minority Interest	1,091.9	1,032.9	1,032.9	1,032.9	1,032.9
Total shareholder equity	13,122.3	13,562.0	14,035.1	14,453.3	14,905.4
Total liabilities and equity	25,084.3	26,058.4	27,340.8	28,151.5	28,484.6
CASH FLOW (MYR m)					
Pretax profit	463.9	919.8	1,061.9	1,135.8	1,217.6
Depreciation & amortisation	0.0	0.0	37.9	42.1	46.3
Adj net interest (income)/exp	132.9	202.2	(179.5)	(191.0)	(204.0)
Change in working capital	107.4	(443.2)	583.7	(459.8)	(564.0)
Cash taxes paid	(105.3)	(170.6)	(254.9)	(272.6)	(292.2)
Other operating cash flow	(2,008.5)	(170.3)	0.0	0.0	0.0
Cash flow from operations	978.7	394.9	1,249.2	254.4	203.6
Capex	(580.2)	(487.5)	(487.5)	(487.5)	(487.5)
Free cash flow	398.5	(92.6)	761.6	(233.1)	(283.9)
Dividends paid	(152.0)	(222.5)	(374.0)	(343.9)	(364.4)
·	0.2	1.0	0.0	0.0	0.0
	0.2				
Equity raised / (purchased) Change in Debt	1 203 7	3⊿∩ 7	0.0	n n	() ()
Change in Debt	1,203.7 (993.1)	340.7 (891.2)	0.0	0.0	0.0
	1,203.7 (993.1) 0.0	340.7 (891.2) 0.0	0.0 0.0 0.0	0.0 0.0 0.0	0.0 0.0 0.0

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FYE 31 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
Key Ratios					
Growth ratios (%)					
Revenue growth	15.8	39.8	32.5	11.9	(3.2)
EBITDA growth	40.9	78.0	72.2	7.2	5.3
EBIT growth	40.9	78.0	65.7	7.1	5.1
Pretax growth	(5.4)	98.3	15.5	7.0	7.2
Reported net profit growth	645.8	(74.6)	8.1	7.0	7.2
Core net profit growth	(12.5)	73.1	14.7	7.0	7.2
Profitability ratios (%)					
EBITDA margin	8.8	11.2	14.6	14.0	15.2
EBIT margin	8.8	11.2	14.0	13.4	14.6
Pretax profit margin	12.5	17.7	15.4	14.7	16.3
Payout ratio	5.5	47.7	40.0	40.0	40.0
DuPont analysis					
Net profit margin (%)	71.7	13.0	10.6	10.2	11.3
Revenue/Assets (x)	0.1	0.2	0.3	0.3	0.3
Assets/Equity (x)	2.1	2.1	2.1	2.1	2.1
ROAE (%)	24.7	5.5	5.7	5.9	6.1
ROAA (%)	1.6	2.5	2.7	2.8	3.0
Leverage & Expense Analysis					
Asset/Liability (x)	2.1	2.1	2.1	2.1	2.1
Net gearing (%) (incl perps)	45.0	52.3	47.8	50.4	53.2
Net gearing (%) (excl. perps)	45.0	52.3	47.8	50.4	53.2
Net interest cover (x)	na	40.3	5.4	5.4	5.3
Debt/EBITDA (x)	nm	15.5	9.0	8.4	8.0
Capex/revenue (%)	15.6	9.4	7.1	6.3	6.5
Net debt/ (net cash)	5,905.2	7,098.9	6,711.3	7,288.2	7,936.5

Source: Company; Maybank IBG Research



## **Research Offices**

#### **ECONOMICS**

Suhaimi ILIAS Chief Economist Malaysia | Philippines | Global (603) 2297 8682 suhaimi\_ilias@maybank-ib.com

**CHUA Hak Bin** 

gional Thematic Macroeconomist chuahb@maybank.com

Dr Zamros DZULKAFLI Malaysia | Philippines (603) 2082 6818 zamros.d@maybank-ib.com

Erica TAY China | Thailand (65) 6231 5844 erica.tay@maybank.com

Brian LEE Shun Rong Indonesia | Singapore | Vietnam (65) 6231 5846 brian.lee1@maybank.

Fatin Nabila MOHD ZAINI (603) 2297 8685

fatinnabila.mohdzaini@maybank-ib.com Luong Thu Huong (65) 6231 8467

hana.thuhuong@maybank.com

#### FX

Saktiandi SUPAAT Head of FX Research (65) 6320 1379 saktiandi@maybank.com

(65) 6320 1374 fionalim@maybank.com

Alan LAU (65) 6320 1378 alanlau@maybank.com

Shaun LIM (65) 6320 1371 shaunlim@maybank.com

#### STRATEGY

#### Anand PATHMAKANTHAN

(603) 2297 8783 anand.pathmakanthan@maybank-ib.com

#### FIXED INCOME

Winson PHOON, FCA Head of Fixed Income (65) 6340 1079 winsonphoon@maybank.com

(603) 2074 7606 munyi.st@maybank-ib.com

## PORTFOLIO STRATEGY

## MIBG SUSTAINABILITY RESEARCH

Jigar SHAH Head of Sustainability Research (91) 22 4223 2632 jigars@maybank.com

Neerav DALAL (91) 22 4223 2606 neerav@maybank.com

#### **REGIONAL EQUITIES**

Anand PATHMAKANTHAN Head of Regional Equity Research (603) 2297 8783 anand.pathmakanthan@maybank-ib.com

WONG Chew Hann, CA Head of ASEAN Equity Research (603) 2297 8686 wchewh@maybank-ib.com

#### ΜΑΙ ΔΥSΙΔ

Anand PATHMAKANTHAN Head of Research (603) 2297 8783 anand.pathmakanthan@maybank-ib.com

Strategy

WONG Chew Hann, CA (603) 2297 8686 wchewh@maybank-ib.com • Non-Bank Financials (stock exchange) • Construction & Infrastructure

Desmond CH'NG, BFP, FCA (603) 2297 8680 desmond.chng@maybank-ib.com

Banking & Finance

ONG Chee Ting, CA (603) 2297 8678

ct.ong@maybank-ib.com
• Plantations - Regional

YIN Shao Yang, CPA (603) 2297 8916 samuel.y@maybank-ib.com

Gaming - Regional
 Media • Aviation • Non-Bank Financials

TAN Chi Wei, CFA (603) 2297 8690 chiwei.t@maybank-ib.com • Power • Telcos

WONG Wei Sum, CFA (603) 2297 8679 weisum@maybank-ib.com
• Property • Glove

Jade TAM (603) 2297 8687 jade.tam@maybank-ib.com
• Consumer Staples & Discretionary

Nur Farah SYIFAA (603) 2297 8675 (003) 2297 0073 nurfarahsyifaa.mohamadfuad@maybank-ib.com • Renewable Energy • REITs

LOH Yan Jin (603) 2297 8687 lohyanjin.loh@maybank-ib.com
• Ports • Shipping • Automotive

Arvind JAYARATNAM (603) 2297 8692 arvind.jayaratnam@maybank.com · Petrochemicals · Technology

Jeremie YAP (603) 2297 8688 jeremie.yap@maybank-ib.com
• Oil & Gas Services

TEE Sze Chiah Head of Retail Research (603) 2082 6858

szechiah.t@mavbank-ib.com Retail Research

Nik Ihsan RAJA ABDULLAH, MSTA, CFTe (603) 2297 8694 nikmohdihsan.ra@maybank-ib.com
• Chartist

Amirah AZMI (603) 2082 8769 amirah.azmi@maybank-ib.com · Retail Research

#### SINGAPORE

Thilan WICKRAMASINGHE Head of Research (65) 6231 5840 thilanw@maybank.com
Banking & Finance - Regional
Consumer

Eric ONG

(65) 6231 5849 ericong@maybank.com
• Healthcare • Transport • SMIDs

Kelvin TAN (65) 6231 5837 kelvin.tan1@maybank.com Telcos • Industrials

LI Jialin (65) 6231 5845 jialin.li@maybank.com REITs

Jarick SEET (65) 6231 5848 jarick.seet@maybank.com
• Technology

Krishna GUHA (65) 6231 5842 krishna.guha@maybank.com
REITs

#### **PHILIPPINES**

Jacqui de JESUS Head of Research (63) 2 8849 8840 jacqui.dejesus@maybank.com
• Strategy • Conglomerates

Rachelleen RODRIGUEZ, CFA (63) 2 8849 8843 rachelleen.rodriguez@maybank.com
• Banking & Finance • Transport • Telcos Utilities

Daphne SZE (63) 2 8849 8847 daphne.sze@maybank.com Consumer

Alexa Mae CARVAJAL (63) 2 8849 8838 alexamae.carvajal@maybank.com • Consumer • Gaming • Property • REITs

#### THAILAND

Chak REUNGSINPINYA Head of Research (66) 2658 5000 ext 1399 chak.reungsinpinya@maybank.com • Strategy • Energy

Jesada TECHAHUSDIN, CFA (66) 2658 5000 ext 1395 jesada.t@maybank.com • Banking & Finance

Wasu MATTANAPOTCHANART (66) 2658 5000 ext 1392 wasu.m@mavbank.com

• Telcos • REITs Surachai PRAMUALCHAROENKIT

(66) 2658 5000 ext 1470 surachai.p@maybank.com
• Auto • Conmat • Contractor • Steel

(66) 2658 5000 ext 1430 suttatip.p@maybank.com • Food & Beverage • Commerce

Suttatip PEERASUB

#### INDONESIA

Jeffrosenberg CHENLIM Head of Research (62) 21 8066 8680 jeffrosenberg.lim@maybank.com • Strategy • Banking & Finance • Property

Willy GOUTAMA (62) 21 8066 8500 willy.goutama@maybank.com • Consumer

Etta Rusdiana PUTRA (62) 21 8066 8683 etta.putra@maybank.com
• Telcos • Internet • Construction

William Jefferson W (62) 21 8066 8563 william.jefferson@maybank.com

Adi WICAKSONO (62) 21 8066 8686 adi.wicaksono@mavbank.com

 Plantations Satriawan HARYONO, CEWA, CTA

(62) 21 8066 8682 satriawan@maybank.com Chartist

#### VIETNAM

Property

Quan Trong Thanh Head of Research (84 28) 44 555 888 ext 8184 thanh.quan@maybank.com • Strategy • Banks

Hoang Huy, CFA (84 28) 44 555 888 ext 8181 hoanghuy@maybank.com • Strategy • Technology

Le Nguyen Nhat Chuyen (84 28) 44 555 888 ext 8082 chuyen.le@maybank.com
• Oil & Gas • Logistics

Nguyen Thi Sony Tra Mi (84 28) 44 555 888 ext 8084 trami.nguyen@maybank.com
Consumer Discretionary

Tran Thi Thanh Nhan (84 28) 44 555 888 ext 8088 nhan.tran@maybank.com Consumer Staples

Nguyen Le Tuan Loi (84 28) 44 555 888 ext 8182 loi.nguyen@maybank.com Property

Nguyen Thanh Hai (84 28) 44 555 888 ext 8081 thanhhai.nguyen@maybank.com
• Industrials

Nguven Thanh Lam (84 28) 44 555 888 ext 8086 thanhlam.nguyen@maybank • Retail Research

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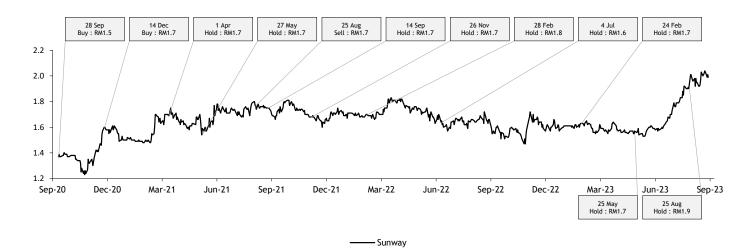
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#### Historical recommendations and target price: Sunway (SWB MK)



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## Malaysia

Maybank Investment Bank Berhad (A Participating Organisation of Bursa Malaysia Securities Berhad) 33rd Floor, Menara Maybank, 100 Jalan Tun Perak, 50050 Kuala Lumpur

Tel: (603) 2059 1888; Fax: (603) 2078 4194

Stockbroking Business:

Level 8, Tower C, Dataran Maybank, No.1, Jalan Maarof

59000 Kuala Lumpur Tel: (603) 2297 8888 Fax: (603) 2282 5136

## Singapore

Maybank Securities Pte Ltd Maybank Research Pte Ltd 50 North Canal Road Singapore 059304

Tel: (65) 6336 9090

## Indonesia

PT Maybank Sekuritas Indonesia Sentral Senayan III, 22<sup>nd</sup> Floor Jl. Asia Afrika No. 8 Gelora Bung Karno, Senayan Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188 Fax: (62) 21 2557 1189

### Thailand

Maybank Securities (Thailand) PCL 999/9 The Offices at Central World, 20<sup>th</sup> - 21<sup>st</sup> Floor, Rama 1 Road Pathumwan, Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales) Tel: (66) 2 658 6801 (research)

#### Sales Trading

Indonesia Helen Widjaja helen.widjaja@maybank.com (62) 21 2557 1188

Philippines Keith Roy keith\_roy@maybank.com Tel: (63) 2 848-5288 London

Greg Smith gsmith@maybank.com Tel: (44) 207-332-0221

India

Sanjay Makhija sanjaymakhija@maybank.com Tel: (91)-22-6623-2629

## London

Maybank Securities (London) Ltd PNB House 77 Queen Victoria Street London EC4V 4AY, UK

Tel: (44) 20 7332 0221 Fax: (44) 20 7332 0302

## India

MIB Securities India Pte Ltd 1101, 11<sup>th</sup> floor, A Wing, Kanakia Wall Street, Chakala, Andheri -Kurla Road, Andheri East, Mumbai City - 400 093, India

Tel: (91) 22 6623 2600 Fax: (91) 22 6623 2604

## Vietnam

Maybank Securities Limited Floor 10, Pearl 5 Tower, 5 Le Quy Don Street, Vo Thi Sau Ward, District 3 Ho Chi Minh City, Vietnam

Tel: (84) 28 44 555 888 Fax: (84) 28 38 271 030

## Hong Kong

MIB Securities (Hong Kong) Limited 28/F, Lee Garden Three, 1 Sunning Road, Causeway Bay, Hong Kong

Tel: (852) 2268 0800 Fax: (852) 2877 0104

## Philippines

Maybank Securities Inc 17/F, Tower One & Exchange Plaza Ayala Triangle, Ayala Avenue Makati City, Philippines 1200

Tel: (63) 2 8849 8888 Fax: (63) 2 8848 5738

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