# Mynews Holdings (MNHB MK)

# 4QFY23 results: Back to black

# U/G to BUY with a higher TP of MYR0.62

MNHB's earnings turned around in 4QFY23 and narrowing food processing centre losses are encouraging. Expectations for potential cost savings once CU breaks even should also continue to drive earnings recovery in FY24E. Hence, our FY24E-25E earnings estimates are lifted by 32%-83% and we introduce FY26E estimates. With its improving outlook, we U/G MNHB to BUY (from HOLD) with a higher TP of MYR0.62 (+8sen) on an unchanged 1.7x FY24E PBV (-1SD to mean).

# Above expectations

4QFY23 net profit of MYR0.9m (4QFY22 net loss: MYR0.1m, 3QFY23 net loss: MYR2.2m) brings FY23 net loss to MYR11m (FY22 net loss: MYR20m), against ours/consensus FY23 net loss estimates of MYR13m/MYR14m. The outperformance was mainly due to higher-than-expected gross profit margins. FY23 revenue of MYR730m (+16% YoY) was however in-line at 103% of our full-year revenue forecasts.

# Margins improved YoY and QoQ

Key takeaways from MNHB's 4QFY23 results: (i) revenue grew 3% YoY on the back of contribution from new stores (+6 stores YoY), (ii) stronger product mix led to an increase in gross profit margin to 36.5% (+2.9ppts YoY), (iii) selling, distribution, and administrative expenses grew 3% YoY from added labour and HQ costs from new stores, and (iv) other expenses lifted by 32% YoY due to higher PPE depreciation expenses. QoQ, despite flat topline growth (+0.2% QoQ), gross margin grew 1.1ppts QoQ from higher fresh food sales, we suspect. MNHB's food processing centre (FPC) also posted lower losses of MYR1.8m (vs. -MYR2.3m in 3QFY23).

# **Revised FY24E-25E earnings estimates**

Our FY24E/FY25E earnings estimates are increased by 83%/32% after adjusting for current store operating run rates. Although consumer spending trends remain subdued, group earnings are expected to be driven by narrowing FPC losses and expectations for CU to break-even within the next 6 months. MNHB also plans to open +100 stores in FY24 with the bulk of new store openings to be under its Mynews brand. As at end-4QFY23, it had a total store count of 610 (Mynews: 460 [incl. 26 SuperValue], CU: 131. WHSmith: 19). Our model imputes +80 net new stores p.a..

FYE Oct (MYR m)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue	631	730	795	902	1,014
EBITDA	56	82	81	72	53
Core net profit	(20)	(11)	5	8	12
Core EPS (sen)	(2.9)	(1.6)	0.7	1.2	1.8
Core EPS growth (%)	nm	nm	nm	65.8	56.2
Net DPS (sen)	0.0	0.5	0.0	0.0	0.0
Core P/E (x)	nm	nm	73.1	44.1	28.2
P/BV (x)	1.7	1.5	1.4	1.4	1.3
Net dividend yield (%)	0.0	0.9	0.0	0.0	0.0
ROAE (%)	(8.6)	(4.7)	2.0	3.2	4.8
ROAA (%)	(3.5)	(1.7)	0.8	1.2	1.8
EV/EBITDA (x)	8.0	5.0	4.1	3.8	4.4
Net gearing (%) (incl perps)	35.5	17.2	net cash	net cash	net cash
Consensus net profit	-	-	4	15	na
MIBG vs. Consensus (%)	-	-	37.4	(46.9)	na

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# BUY

[Prior:HOLD]

Share Price	MYR 0.52
12m Price Target	MYR 0.62 (+20%)
Previous Price Target	MYR 0.54

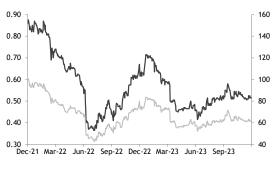
#### **Company Description**

Mynews's principal business activity is press and convenience retailing.

#### Statistics

52w high/low (MYR)	0.72/0.42
3m avg turnover (USDm)	0.1
Free float (%)	23.7
Issued shares (m)	750
Market capitalisation	MYR386.4M
	USD83M
Major shareholders:	
D&D Consolidated Sdn. Bhd.	52.5%
Jag Capital Holdings Sdn. Bhd.	13.9%
DANG TAI KIEN	3.1%

#### Price Performance



Mynews - (LHS, MYR) \_\_\_\_\_Mynews / Kuala Lumpur Composite Index - (RHS, %)

	-1M	-3M	-12M
Absolute (%)	(3)	1	(23)
Relative to index (%)	(3)	(0)	(23)
Source: FactSet			

### Fig 1: Mynews: Results summary table

			Quarterly				Cumulative	
FYE Oct (MYR'm)	4QFY23	4QFY22	% YoY	3QFY23	% QoQ	12MFY23	12MFY22	%YoY
Revenue	186.2	180.6	3.1	185.8	0.2	730.2	631.3	15.7
Cost of sales	(118.2)	(119.8)	(1.4)	(120.0)	(1.5)	(474.4)	(418.9)	13.2
Gross Profit	68.0	60.8	11.8	65.8	3.3	255.9	212.4	20.4
Other operating income	2.3	2.1	12.4	0.4	>100.0	4.3	3.0	44.7
Selling, distribution & admin	(44.8)	(43.7)	2.6	(45.8)	(2.1)	(179.1)	(160.0)	12.0
Other expenses	(20.9)	(15.8)	32.4	(19.7)	6.2	(79.2)	(68.5)	15.7
Operating / EBIT profit	4.6	3.4	36.2	0.7	>100.0	1.8	(13.1)	n.m.
Finance costs	(2.9)	(2.6)	12.5	(2.8)	4.9	(11.3)	(8.8)	27.8
Associates	0.7	0.7	11.1	0.8	(7.0)	2.2	0.8	165.8
Pretax profit	2.4	1.4	67.4	(1.2)	n.m.	(7.3)	(21.1)	(65.4)
Income tax	(2.3)	(2.4)	(1.6)	(2.0)	14.1	(8.1)	(2.5)	219.1
Minority Interest	0.9	0.8	3.1	1.1	(21.6)	4.7	4.0	18.0
Net profit	0.9	(0.1)	n.m.	(2.2)	n.m.	(10.7)	(19.6)	(45.4)
Core net profit	0.9	(0.1)	n.m.	(2.2)	n.m.	(10.7)	(19.6)	(45.4)
			YoY ppt		QoQ ppt			YoY ppt
Margins			Chg		Chg			Chg
Gross profit (%)	36.5	33.7	2.9	35.4	1.1	35.0	33.7	1.4
Operating profit (%)	2.5	1.9	0.6	0.4	2.1	0.2	(2.1)	2.3
Pretax profit (%)	1.3	0.8	0.5	(0.7)	2.0	(1.0)	(3.3)	2.3
Net profit (%)	0.5	(0.0)	0.6	(1.2)	1.7	(1.5)	(3.1)	1.6
Tax rate (%)	96.7	164.5	(67.8)	(164.1)	260.8	(111.6)	(12.1)	(99.5)

Source: Company, Maybank IBG Research

#### Fig 2: One-year forward PBV



Source: Company

#### **Risk statement**

There are several risk factors for our earnings estimates, price target, and rating for MNHB. Poor execution or inability to find suitable store locations could hinder new store openings and revenue growth. Additionally, slower consumption demand growth could result in falling same store sales growth. Higher operating expenses from higher minimum wage and higher rental could also adversely impact earnings.

FYE 31 Oct	FY22A	FY23A	FY24E	FY25E	FY26
Key Metrics					
P/E (reported) (x)	nm	nm	73.1	44.1	28.2
Core P/E (x)	nm	nm	73.1	44.1	28.
P/BV (x)	1.7	1.5	1.4	1.4	1.
P/NTA (x)	1.7	1.6	1.5	1.4	1.
Net dividend yield (%)	0.0	0.9	0.0	0.0	0.
FCF yield (%)	5.2	14.5	17.5	15.3	10.
EV/EBITDA (x)	8.0	5.0	4.1	3.8	4.
EV/EBIT (x)	nm	nm	60.2	45.0	26.
INCOME STATEMENT (MYR m)					
Revenue	631.3	730.2	795.5	902.3	1,014.
EBITDA	55.6	82.5	80.6	71.6	53.
Depreciation	(68.9)	(80.7)	(75.2)	(65.5)	(44.4
Amortisation	0.0	0.0	0.0	0.0	0.
EBIT	(13.3)	1.8	5.5	6.1	8.
Net interest income /(exp)	(13.5)	(11.3)	(8.4)	(5.0)	(2.0
Associates & JV	0.8	2.2	2.3	(3.0)	(2.0
				0.0	
Exceptionals Other protex income	0.0	0.0	0.0		0.
Other pretax income	0.0	0.0	0.0	0.0	0.
Pretax profit	(21.1)	(7.3)	(0.6)	3.5	9.
Income tax	(2.5)	(8.1)	0.7	(0.3)	(1.6
Minorities	4.0	4.7	4.7	4.7	4.
Discontinued operations	0.0	0.0	0.0	0.0	0.
Reported net profit	(19.6)	(10.7)	4.8	8.0	12.
Core net profit	(19.6)	(10.7)	4.8	8.0	12.
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	12.5	47.9	111.2	166.8	203.
Accounts receivable	35.6	29.4	32.0	36.3	40.
Inventory	81.0	91.9	98.6	111.7	125.
Property, Plant & Equip (net)	247.9	227.1	163.3	110.6	80.
Intangible assets	3.5	3.1	2.9	2.7	2.
nvestment in Associates & JVs	6.9	7.1	7.5	8.2	9.
Other assets	240.3	224.6	224.6	224.6	224.
Total assets	627.7	630.9	640.0	660.8	686.
ST interest bearing debt	42.4	39.2	39.2	39.2	39.
•	136.3	122.4	131.4	148.9	166.
Accounts payable					
LT interest bearing debt	48.1	49.6	49.6 176.0	49.6	49.
Other liabilities	181.0	181.0		172.0	167.
Total Liabilities	408.1	392.4	396.6	409.5	422.
Shareholders Equity	219.6	238.6	243.4	251.3	263.
Minority Interest	0.0	0.0	0.0	0.0	0.
Total shareholder equity Total liabilities and equity	219.6 627.7	238.6 630.9	243.4 640.0	251.3 660.8	263. 686.
	027.7	030.7	0.0-0.0	000.0	
CASH FLOW (MYR m)					
Pretax profit	(21.1)	(7.3)	(0.6)	3.5	9.
Depreciation & amortisation	68.9	80.7	75.2	65.5	44.
Adj net interest (income)/exp	0.0	0.0	(8.4)	(5.0)	(2.0
Change in working capital	14.5	(40.7)	(0.4)	0.1	(0.1
Cash taxes paid	(1.1)	0.9	0.7	(0.3)	(1.6
Other operating cash flow	28.9	30.0	6.1	2.5	(0.6
Cash flow from operations	90.1	63.6	72.6	66.4	49.
Capex	(71.3)	(10.2)	(11.1)	(12.6)	(14.2
Free cash flow	18.8	53.4	61.4	53.8	35.
Dividends paid	0.0	0.0	0.0	0.0	0.
Equity raised / (purchased)	0.0	27.8	0.0	0.0	0.
Change in Debt	19.5	(1.6)	0.0	0.0	0.
Other invest/financing cash flow	(41.9)	(43.4)	0.0	0.0	0.
•			0.0		0.
Effect of exch rate changes	0.0	0.0		0.0	



FYE 31 Oct	FY22A	FY23A	FY24E	FY25E	FY26E
Key Ratios					
Growth ratios (%)					
Revenue growth	60.1	15.7	8.9	13.4	12.4
EBITDA growth	447.3	48.3	(2.2)	(11.2)	(25.6)
EBIT growth	nm	nm	206.9	11.2	45.4
Pretax growth	nm	nm	nm	nm	165.6
Reported net profit growth	nm	nm	nm	65.8	56.2
Core net profit growth	nm	nm	nm	65.8	56.2
Profitability ratios (%)					
EBITDA margin	8.8	11.3	10.1	7.9	5.3
EBIT margin	nm	0.2	0.7	0.7	0.9
Pretax profit margin	nm	nm	nm	0.4	0.9
Payout ratio	0.0	nm	0.0	0.0	0.0
DuPont analysis					
Net profit margin (%)	nm	nm	0.6	0.9	1.2
Revenue/Assets (x)	1.0	1.2	1.2	1.4	1.5
Assets/Equity (x)	2.9	2.6	2.6	2.6	2.6
ROAE (%)	(8.6)	(4.7)	2.0	3.2	4.8
ROAA (%)	(3.5)	(1.7)	0.8	1.2	1.8
Liquidity & Efficiency					
Cash conversion cycle	(13.2)	(16.6)	(8.5)	(8.2)	(8.3)
Days receivable outstanding	20.8	16.0	13.9	13.6	13.7
Days inventory outstanding	60.1	65.6	67.3	65.6	66.0
Days payables outstanding	94.1	98.2	89.7	87.4	87.9
Dividend cover (x)	nm	(3.1)	nm	nm	nm
Current ratio (x)	0.7	0.8	1.1	1.4	1.5
Leverage & Expense Analysis					
Asset/Liability (x)	1.5	1.6	1.6	1.6	1.6
Net gearing (%) (incl perps)	35.5	17.2	net cash	net cash	net cash
Net gearing (%) (excl. perps)	35.5	17.2	net cash	net cash	net cash
Net interest cover (x)	na	0.2	0.7	1.2	4.4
Debt/EBITDA (x)	1.6	1.1	1.1	1.2	1.7
Capex/revenue (%)	11.3	1.4	1.4	1.4	1.4
Net debt/ (net cash)	78.0	41.0	(22.3)	(77.9)	(114.9)

Source: Company; Maybank IBG Research

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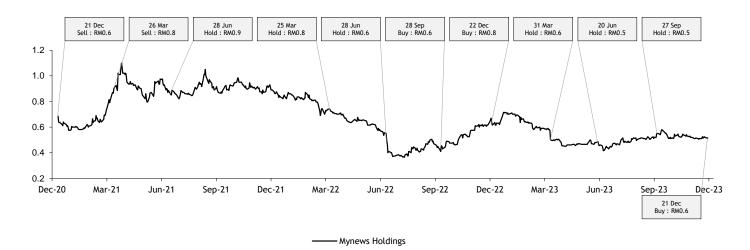
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