Genting Singapore (GENS SP)

Receives a major lifeline

Maintain BUY and SGD0.84 TP

RWS will receive property tax rebates and be paid wage setoffs. We estimate that GENS stands to save SGD83m-SGD203m in FY20. These account for a very helpful 22%-54% of our FY20 earnings estimates which were lowered recently (<u>link</u>) to impute weak revenue due to the Covid-19 pandemic. Our earnings estimates, BUY call and SGD0.84 EV/EBITDA based TP are unchanged for now. We continue to like GENS for its high dividend yields (6.5% p.a.) and cheap valuations (0.9x FY20E P/BV).

To receive property tax rebates and wage setoffs

Today, Deputy Prime Minister of Singapore Heng Swee Keat delivered a 'Resilience Budget' to aid those affected by the Covid-19 pandemic. Two measures impact RWS:- i) property tax rebate for integrated resorts will be raised to 60% from 10%; and ii) Government Of Singapore will pay companies 25% (general) or 75% (tourism) of monthly wages for every local worker capped at SGD4.6k each for 9 months till end-2020. We estimate the 60% property tax rebate will save GENS SGD22.9m in FY20.

Treatment of wage set off unclear at this juncture

In FY18, GENS paid salaries of SGD456.7m to ~13k employees. This translates into average salary per employee of ~SGD2.9k/month. That said, 'Integrated Resort' does not appear to be categorized under 'tourism' in the relevant annexure of the Resilience Budget (<u>link</u>). Thus, GENS may receive 75% wage set off for its hotels and theme park workers but just 25% for its casino workers. We understand that locals account for ~70% of GENS' ~13k employees (legal minimum: 65%).

FY20 cost savings will be substantial, nonetheless

Assuming GENS receives the minimum 25% wage set off for ~70% of its ~13k employees, we estimate this will save GENS SGD60m in FY20. Coupled with the 60% property tax rebate, the total cost savings of ~SGD83m is a punchy 22% of our FY20 core net profit forecast. Assuming GENS receives the maximum 75% wage set off for ~70% of its ~13k employees, we estimate that this will save GENS a whopping SGD180m in FY20. Coupled with the 60% property tax rebate, the total cost savings of ~SGD203m is a whopping 54% of our FY20 core net profit forecast.

FYE Dec (SGD m)	FY18A	FY19A	FY20E	FY21E	FY22E
Revenue	2,539	2,480	1,909	2,407	2,500
EBITDA	1,230	1,190	791	1,145	1,144
Core net profit	765	705	374	674	675
Core FDEPS (cts)	6.3	5.8	3.1	5.6	5.6
Core FDEPS growth(%)	19.4	(8.0)	(46.9)	80.0	0.2
Net DPS (cts)	3.5	4.0	4.0	4.0	4.0
Core FD P/E (x)	15.4	15.7	19.8	11.0	11.0
P/BV (x)	1.5	1.4	0.9	0.9	0.9
Net dividend yield (%)	3.6	4.3	6.5	6.5	6.5
ROAE (%)	9.9	8.7	4.7	8.4	8.2
ROAA (%)	7.9	7.4	4.1	7.4	7.2
EV/EBITDA (x)	6.7	6.0	4.3	2.5	2.1
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	719	666	na
MKE vs. Consensus (%)	-	-	(47.9)	1.1	na

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Share PriceSGD 0.6212m Price TargetSGD 0.84 (+44%)Previous Price TargetSGD 0.84

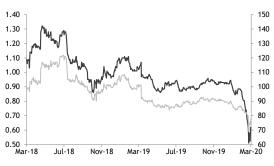
Company Description

Owns and operates Resorts World Sentosa, one of two integrated resorts in Singapore.

Statistics

52w high/low (SGD)	1.07/0.51
3m avg turnover (USDm)	18.8
Free float (%)	47.0
Issued shares (m)	12,094
Market capitalisation	SGD7.4B
	USD5.1B
Major shareholders:	
Genting Bhd.	52.5%
The Vanguard Group, Inc.	1.4%
Norges Bank Investment Management	0.9%

Price Performance



	Genting Spore / Straits Times Index - (RHS, %)
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	-1M	-3M	-12M
Absolute (%)	(27)	(34)	(40)
Relative to index (%)	(9)	(15)	(23)
Source: FactSet			

Maintaining earnings estimates for now

That said, we leave our earnings estimates unchanged for now pending confirmation regarding treatment of the aforementioned wage setoff (i.e. 25%, 75% or combination of both). Furthermore, RWS has been directed to only admit Genting Rewards members and annual levy holders from tomorrow onwards to maintain 'social distancing'. We are afraid that this will exert further downward pressure on RWS gross gaming revenue. Our earnings estimates for FY20 assume that gross gaming revenue will fall 30% YoY (-60% YoY for 6 months).

Valuation and recommendation

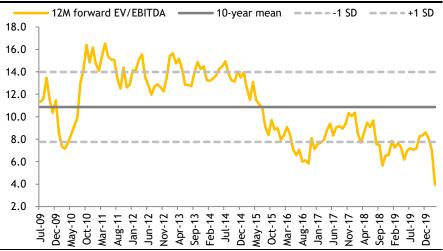
We ascribe an unchanged 7.8x FY20 EV/EBITDA multiple which is in-line with -1 SD to GENS' 10-year 12M forward EV/EBITDA mean. Despite our below consensus FY20 EBITDA estimates, GENS is trading at <5x FY20 EV/EBITDA. It is also trading at 0.9x FY20E P/BV, a new trough since RWS opened in 1Q10. If operations recover, which we believe they will, there will be a lot of room for GENS' valuations to re-rate.

Figure 1: GENS EV/EBITDA valuation

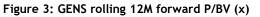
	EBITDA	EV/EBITDA	EV	EV/sh	Comments
		LV/LDITDA		L V / 311	
Resorts World Sentosa	834.7	7.8	6,510.9	0.54	FY20E
Others	(44.0)	7.8	(343.3)	(0.03)	FY20E
Net cash/(debt)			3,779.7	0.31	End-FY20E
AFS financial assets			233.3	0.02	Cost
SOP			10,180.5	0.84	

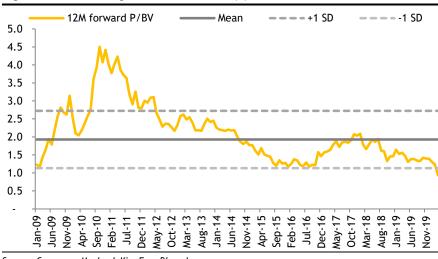
Source: Maybank Kim Eng

Figure 2: GENS rolling 12M forward EV/EBITDA (x)



Source: Company, Maybank Kim Eng, Bloomberg



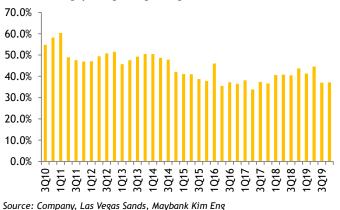


Source: Company, Maybank Kim Eng, Bloomberg

Value Proposition

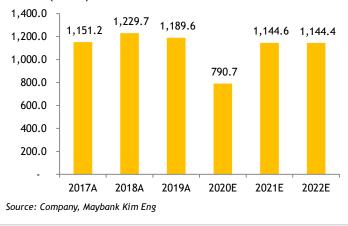
- Owns and operates Resorts World Sentosa, one of two integrated resorts in Singapore.
- ROE<WACC due to VIP market slowdown driven by Chinese economic slowdown.
- That said, confident of declaring annual DPS of SGD0.04 p.a. going forward.
- Will consider expanding into other markets (e.g. Japan) if projected IRR>15% and group ROEs return to >10%.
- Redeemed SGD2.3b perpetual securities in Sep/Oct 2017 but raising JPY bonds to finance a potential Japanese casino license.

Share of Singapore gross gaming revenue



Financial Metrics

- Key financial metric is EBITDA. Most casino operators are valued on EV/EBITDA basis.
- Forecast FY20E EBITDA to fall 34% YoY on the 50% casino entry levy hike of 4 Apr 2019 and Covid-19 outbreak.
- Forecast FY21E EBITDA to recover 45% YoY as we expect the Covid-19 outbreak will have dissipated by then.
- Assuming normalised VIP win rate of 2.85% in the long run, forecast steady state EBITDA of SGD1.1b.
- Balance sheet in net cash position of SGD3.7b or SGD0.31/share as at end-4Q19.



EBITDA (SGDm)



Source: Company, Maybank Kim Eng

- 1. Reported 2Q15 net loss due to derivative and foreign exchange losses.
- 2. Declared maiden interim DPS of 1.5cents/Japanese Diet passed the IR Promotion Bill.
- Reported 1Q17 core net profit of >SGD150m due to lower than expected direct VIP rebate rates.
- Reported 3Q17 core net profit of >SGD175m due to higher than expected VIP volume.
- 5. Casino entry levy hiked by 50% and casino tax rates will be hiked by 3-7ppts in Mar 2022.

Swing Factors

Upside

- VIP win rate if VIP win rate is above theoretical levels, it can positively influence earnings.
- VIP: mass market mix tilt towards mass market will expand margins due to less commissions and rebates.
- SGD4.5b RWS expansion dubbed 'RWS2.0', this will expand gaming and non-gaming capacity starting 2021.

Downside

- VIP win rate if VIP win rate is below theoretical levels, it can negatively influence earnings.
- Bad debts Chinese account for the majority of VIPs but gambling debts are not enforceable in China.
- Regional expansion new jurisdictions often require high capex commitments without guaranteeing returns.
- Covid-19 pandemic lingers longer than our base case of a tapering by Aug 2020.

FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Metrics					
P/E (reported) (x)	18.1	16.7	19.8	11.0	11.0
Core P/E (x)	15.3	15.7	19.8	11.0	11.0
Core FD P/E (x)	15.4	15.7	19.8	11.0	11.0
P/BV (x)	1.5	1.4	0.9	0.9	0.9
P/NTA (x)	1.5	1.4	1.0	0.9	0.9
Net dividend yield (%)	3.6	4.3	6.5	6.5	6.5
FCF yield (%)	8.7	7.6	7.9	14.1	13.3
EV/EBITDA (x)	6.7	6.0	4.3	2.5	2.1
EV/EBIT (x)	9.0	9.0	8.7	3.8	3.2
INCOME STATEMENT (SGD m)					
Revenue	2,539.2	2,480.3	1,908.9	2,407.4	2,499.9
EBITDA	1,229.7	1,189.6	790.7	1,144.6	1,144.4
Depreciation	(315.5)	(389.8)	(400.1)	(400.1)	(400.1)
EBIT	914.2	799.8	390.6	744.5	744.3
Net interest income /(exp)	36.4	59.6	67.8	71.8	75.8
Associates & JV	4.0	4.0	4.0	4.0	4.0
Exceptionals	(11.3)	(16.5)	0.0	0.0	0.0
Pretax profit	943.2	846.9	462.4	820.3	824.1
Income tax	(187.8)	(158.3)	(88.1)	(146.4)	(149.2)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	755.4	688.6	374.3	673.8	674.9
Core net profit	765.5	705.1	374.3	673.8	674.9
BALANCE SHEET (SGD m)					
Cash & Short Term Investments	4,333.1	3,947.3	4,028.3	4,582.1	5,076.6
Accounts receivable	143.8	137.5	89.8	125.7	132.0
Inventory	48.8	48.7	37.5	47.3	49.1
Property, Plant & Equip (net)	4,857.0	4,667.1	4,362.4	4,082.7	3,807.6
Intangible assets	103.3	152.9	152.9	152.9	152.9
Investment in Associates & JVs	58.3	62.2	66.2	70.2	74.1
Other assets	222.8	234.5	234.5	234.5	234.5
Total assets	9,767.1	9,250.1	8,971.6	9,295.4	9,526.8
ST interest bearing debt	206.4	4.0	2.8	2.8	2.8
Accounts payable	454.8	489.5	424.0	478.9	514.0
LT interest bearing debt	832.2	256.7	245.8	245.8	245.8
Other liabilities	492.0	442.0	349.0	427.0	430.0
Total Liabilities	1,985.8	1,192.5	1,022.0	1,154.2	1,192.9
Shareholders Equity	7,781.3	8,057.6	7,949.6	8,141.2	8,333.8
Minority Interest	0.0	0.0	0.0	0.0	0.0
Total shareholder equity	7,781.3	8,057.6	7,949.6	8,141.2	8,333.8
Total liabilities and equity	9,767.1	9,250.1	8,971.6	9,295.4	9,526.8
CASH FLOW (SGD m)					
Pretax profit	943.2	846.9	462.4	820.3	824.1
Depreciation & amortisation	315.5	389.8	400.1	400.1	400.1
Adj net interest (income)/exp	(36.4)	(59.6)	(67.8)	(71.8)	(75.8)
Change in working capital	(8.4)	(66.8)	(6.6)	9.2	27.0
Cash taxes paid	(181.3)	(207.4)	(181.2)	(69.1)	(145.6)
Other operating cash flow	113.8	182.9	72.0	75.8	79.8
Cash flow from operations	1,146.4	1,085.9	678.9	1,164.4	1,109.6
Capex	(122.1)	(247.2)	(95.4)	(120.4)	(125.0)
Free cash flow	1,024.3	838.6	583.5	1,044.0	984.6
Dividends paid	(421.6)	(422.0)	(482.3)	(482.3)	(482.3)
Equity raised / (purchased)	(421.0)	(422.0)	(482.3)	(482.3)	(462.3)
Change in Debt					0.0
-	(215.1)	(671.0)	(12.0)	0.0	
Other invest/financing cash flow Effect of exch rate changes	(10.1) 2.9	(11.7) (1.0)	(8.1) 0.0	(7.9) 0.0	(7.9)
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FYE 31 Dec	FY18A	FY19A	FY20E	FY21E	FY22E
Key Ratios					
Growth ratios (%)					
Revenue growth	6.1	(2.3)	(23.0)	26.1	3.8
EBITDA growth	6.8	(3.3)	(33.5)	44.7	(0.0)
EBIT growth	5.3	(12.5)	(51.2)	90.6	(0.0)
Pretax growth	9.7	(10.2)	(45.4)	77.4	0.5
Reported net profit growth	25.7	(8.8)	(45.6)	80.0	0.2
Core net profit growth	19.4	(7.9)	(46.9)	80.0	0.2
Profitability ratios (%)					
EBITDA margin	48.4	48.0	41.4	47.5	45.8
EBIT margin	36.0	32.2	20.5	30.9	29.8
Pretax profit margin	37.1	34.1	24.2	34.1	33.0
Payout ratio	55.8	70.0	128.8	71.6	71.5
DuPont analysis					
Net profit margin (%)	29.7	27.8	19.6	28.0	27.0
Revenue/Assets (x)	0.3	0.3	0.2	0.3	0.3
Assets/Equity (x)	1.3	1.1	1.1	1.1	1.1
ROAE (%)	9.9	8.7	4.7	8.4	8.2
ROAA (%)	7.9	7.4	4.1	7.4	7.2
Liquidity & Efficiency					
Cash conversion cycle	(93.5)	(97.7)	(111.8)	(100.5)	(100.5)
Days receivable outstanding	19.2	20.4	21.4	16.1	18.6
Days inventory outstanding	13.4	13.6	13.9	12.1	12.8
Days payables outstanding	126.1	131.7	147.1	128.7	131.9
Dividend cover (x)	1.8	1.4	0.8	1.4	1.4
Current ratio (x)	5.2	5.9	7.6	7.0	7.4
Leverage & Expense Analysis					
Asset/Liability (x)	4.9	7.8	8.8	8.1	8.0
Net gearing (%) (incl perps)	net cash				
Net gearing (%) (excl. perps)	net cash				
Net interest cover (x)	na	na	na	na	na
Debt/EBITDA (x)	0.8	0.2	0.3	0.2	0.2
Capex/revenue (%)	4.8	10.0	5.0	5.0	5.0
Net debt/ (net cash)	(3,294.5)	(3,686.6)	(3,779.7)	(4,333.5)	(4,827.9)

Source: Company; Maybank

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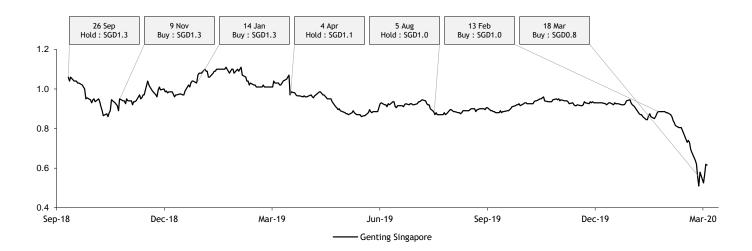
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