# Maybank Kim Eng

## Valuetronics (VALUE SP)

## Waiting mode

## Earnings recovery delayed: HOLD, prefer VMS

Plans by certain customers to switch US allocations to other supplies in North America/ ASEAN have been delayed due to Covid-19. This has in turn postponed VALUE's earnings recovery - a key rerating catalyst, in our view. Maintain HOLD and TP of SGD 0.58 as we see the stock is fairly valued in the next 12 months. We prefer Venture (VMS SP, BUY, TP SGD23.27) as we believe it is at the cusp of an earnings upgrade cycle.

## Customers switching over to be fully felt in FY22E

Disruptions caused by Covid-19 have delayed automotive and PCBA customers' plans to switch US allocations to other suppliers from VALUE from 1HFY21 to 2HFY21. As such, the full effect of the allocation losses would not be felt until FY22E, which will in turn delay earnings recovery. In our view, visible signs of earnings recovery is a key rerating catalyst, as these are indicators that present headwinds have passed. VALUE expects prospects beyond FY21 to be highly uncertain, due to Covid-19 and US-China trade tensions.

### Vietnam is a long-term growth driver

We forecast earnings to bottom in FY22E before growth resumes in FY23E. We expect construction of the Vietnam plant to be completed in CY22. VALUE sees this plant as a long-term growth driver. VALUE has been expeditiously expanding its Vietnam capacity to cater to the needs of customers who want to diversify production to Vietnam from China. However, we believe the slope of VALUE's recovery will be uncertain, as this depends on winning new customers to rebuild its revenue base, and the profile of projects secured.

## Valuation and risks

We believe the stock is fairly valued in the next 12 months based on its earnings trajectory. We applied 10x blended FY21-22E P/E to VALUE, or nearly 0.5 SD above its 5-year mean. We believe this is appropriate as risks of further allocation losses are a lot lower than three years ago when the US-China trade war first began. Yet, this is at a discount vs peers like Venture (15x) and Hi-P (12x), which have either gained or maintained allocations. Key risk to our earnings is further allocation loss if currently undecided customers choose to switch away from VALUE.

FYE Mar (HKD m)	FY19A	FY20A	FY21E	FY22E	FY23E
Revenue	2,829	2,354	1,996	1,839	1,952
EBITDA	284	251	223	213	234
Core net profit	213	179	159	130	139
Core FDEPS (HKD)	0.49	0.41	0.36	0.30	0.32
Core FDEPS growth(%)	3.1	(16.1)	(11.5)	(17.7)	6.8
Net DPS (HKD)	0.25	0.20	0.15	0.12	0.16
Core FD P/E (x)	8.0	6.7	9.2	11.2	10.5
P/BV (x)	1.5	1.0	1.1	1.0	1.0
Net dividend yield (%)	6.3	7.2	4.5	3.6	4.8
ROAE (%)	18.0	15.0	12.4	9.6	9.7
ROAA (%)	10.7	8.9	7.9	6.4	6.5
EV/EBITDA (x)	2.7	0.5	2.1	1.8	1.7
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	159	130	134
MKE vs. Consensus (%)	-	-	(0.6)	0.0	4.2

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## HOLD

 Share Price
 SGD 0.58

 12m Price Target
 SGD 0.58 (+4%)

 Previous Price Target
 SGD 0.58

#### **Company Description**

Valuetronics is a HK based electronics manufacturing services provider with two facilities in China.

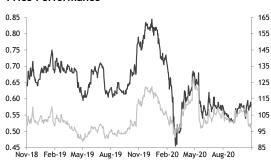
#### **Statistics**

52w high/low (SGD)	0.85/0.46
3m avg turnover (USDm)	0.5
Free float (%)	70.7
Issued shares (m)	436
Market capitalisation	SGD252.7M
	USD188M

### Major shareholders:

major shareholders.	
TSE CHONG HING	17.5%
CHOW KOK KIT	7.4%
HSBC Global Asset Management (Hong Kong)	5.0%

#### Price Performance




	-1M	-3M	-12M
Absolute (%)	0	1	(25)
Relative to index (%)	(10)	(9)	(14)

Source: FactSet

#### Link to sector note:

ASEAN Technology - Riding a new wave; U/G to POSITIVE

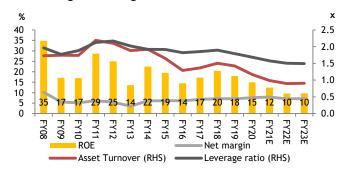




## **Value Proposition**

- An EMS company that manufactures products such as IOT bulbs and in-car connectivity modules, which are in the early part of their product life cycles.
- For certain high-mix, low-volume projects, VALUE receives lump-sum pricing, which tend to have better margins. High-mix products make up half of revenues.
- Strengths are design-for-manufacturing and flexibility in adapting to timing and production needs of customers.
- Consistently delivered double-digit ROEs.

#### Decade-long double-digit ROEs



Source: Company, Maybank Kim Eng

## **Price Drivers**

### Historical share price trend

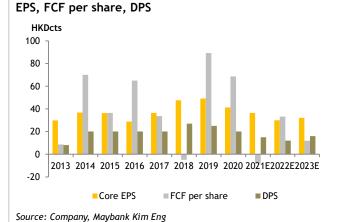


Source: Company, Maybank Kim Eng, FactSet

- 1. IOT lighting began contributing to revenue.
- 2. Net profit increased 70% YoY in 3QFY17 due to IOT lighting demand and operating leverage.
- 3. Automotive contracts powered fourth consecutive quarter of growth in ICE.
- 4. Surprise quarterly earnings miss by key lighting customer.
- 5. Sell-off due to Covid-19 outbreak in China.

## **Financial Metrics**

- We expect uncertainties due to Covid-19 to result in demand softness in end markets in FY21E, causing earnings decline.
- Acquired SMT machines in 1HFY18 to cater to new and existing customers.
- No debts and has cash of HKD1.1b as of FY20 to support dividends, Vietnam expansion and M&A.



## **Swing Factors**

## Upside

- Higher-than-expected growth of IOT bulbs and in-car connectivity modules.
- New customer acquisitions in ICE.
- Operating leverage from increased production.

#### Downside

- Weaker-than-expected end-demand for products that are industry specific or are customers of VALUE. Adverse economic factors would also be negative for VALUE.
- Cost increases for labour and materials.
- Unforeseen pricing erosion for key products.

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November 21, 2020





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## **Business Model & Industry Issues**

- In the electronics supply chain VALUE is exposed to risks including corruption and conflicts of interests, workplace safety and fair employment, and environmental issues.
- In FY20, VALUE continued to comply with applicable environmental rules and regulations, anti-competitive behaviour laws, and requirements on health and safety. There were no significant fines or non-monetary sanctions for non-compliance with these policies. There were also no reported incidents of corruption.
- VALUE's top 100 suppliers are assessed annually on compliance with relevant environmental laws and regulations. The top 100 suppliers are also required to comply with VALUE's strict no-child-labour policy.

## Material E issues

- VALUE has achieved ISO 14000 accreditation for environmental management since 2008 for its China operation. ISO 14000 is based on a plan-do-check-act methodology to support environmental protection, preventing pollution, minimising waste, and reducing energy and material use.
- For its leased factory in Vietnam, VALUE intends to obtain accreditation by 2021.
- Recyclable waste is processed by qualified third-party recycling firms.
- VALUE encourages suppliers to be accredited with ISO 14000. VALUE assesses its top 100 suppliers annually on environmental compliance. Most comply with environmental laws and regulations

## Material S issues

- VALUE is an equal-opportunities employer. In FY20, there was no reported incident of discrimination.
- Worker distribution by gender is 42% male and 58% female.
- VALUE has a strict no-child-labour policy and it expects the same from its suppliers. Its top 100 suppliers comply with this policy.
- From an occupational health and safety perspective, there were no fatal industrial accidents in FY20.
  - Employees are given regular training on on-job skills and workplace safety, and specialised training tailored to the individual's career advancement. Average hours of training per employee were 18 hours in FY20.

## Key G metrics and issues

- VALUE's board consists of five directors, of which two are executives and the remaining three are nonexecutives and independent (60%).
- The audit, nominating and remunerating committees are chaired by independent directors.
- Key management compensation accounted for 16% of total employee compensation in FY20 (FY19: 17%).
- VALUE does not tolerate corruption in any form. All staff, apart from production-line workers, must sign an anti-corruption declaration upon joining the company. VALUE has dedicated whistleblowing hotlines and any report is immediately escalated to senior management. There were no reported incidents of corruption in FY20
- VALUE complied with anti-competitive behaviour laws in FY20, and also has procedures in place to avoid conflicts of interest. VALUE also has measures to protect confidential information for both internal and external stakeholders.
- Policies on whistleblowing and anti-corruption are regularly reviewed to ensure they are effective.



FYE 31 Mar	FY19A	FY20A	FY21E	FY22E	FY23E
Key Metrics P/E (reported) (x)	9.0	9.4	9.2	11.2	10.4
Core P/E (x)	8.0	6.7	9.2	11.2	10.4
Core FD P/E (x)	8.0	6.7	9.2	11.2	10.5
P/BV (x)	1.5	1.0	1.1	1.0	1.0
P/NTA (x)	1.5	1.0	1.1	1.0	1.0
Net dividend yield (%)	6.3	7.2	4.5	3.6	4.8
FCF yield (%)	22.6	24.7	nm	9.9	3.6
EV/EBITDA (x)	2.7	0.5	2.1	1.8	1.7
EV/EBIT (x)	3.2	0.6	2.6	2.6	2.5
INCOME STATEMENT (HKD m)					
Revenue	2,828.8	2,354.4	1,996.2	1,839.2	1,951.6
Gross profit	430.3	362.8	335.6	293.5	313.9
EBITDA	283.6	250.9	222.6	212.6	233.8
Depreciation	(44.9)	(51.2)	(41.0)	(62.5)	(73.8)
Amortisation	(0.5)	(2.7)	(2.7)	(2.7)	(2.7)
EBIT	238.3	197.0	179.0	147.4	157.4
Net interest income /(exp)	(0.6)	(0.8)	(0.8)	(0.8)	(0.8)
Associates & JV	0.0	0.0	0.0	0.0	0.0
Exceptionals	(13.6)	0.0	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	224.1	196.2	178.2	146.6	156.6
Income tax	(24.6)	(17.3)	(19.6)	(16.1)	(17.2)
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	199.5	178.9	158.6	130.5	139.3
Core net profit	213.1	178.9	158.6	130.5	139.3
BALANCE SHEET (HKD m)					
Cash & Short Term Investments	930.4	1,091.7	987.1	1,076.4	1,055.9
Accounts receivable	436.8	326.4	329.9	264.7	376.9
Inventory	302.0	227.9	227.0	196.5	252.2
Property, Plant & Equip (net)	209.8	201.1	310.1	382.6	358.8
Intangible assets	17.2	0.0	0.0	0.0	0.0
Investment in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other assets	117.1	166.3	166.6	167.6	168.6
Total assets	2,013.4	2,013.5	2,020.7	2,087.8	2,212.5
ST interest bearing debt	0.0	0.0	0.0	0.0	0.0
Accounts payable	391.5	291.2	272.9	260.7	313.6
LT interest bearing debt	0.0	0.0	0.0	0.0	0.0
Other liabilities	463.0	491.0	423.0	424.0	426.0
Total Liabilities	854.1	781.9	695.8	684.6	739.5
Shareholders Equity	1,159.3	1,231.6	1,324.9	1,403.2	1,472.9
Minority Interest	0.0	0.0	0.0	0.0	0.0
Total shareholder equity	1,159.3	1,231.6	1,324.9	1,403.2	1,472.9
Total liabilities and equity	2,013.4	2,013.5	2,020.7	2,087.8	2,212.5
CASH FLOW (HKD m)					
Pretax profit	224.1	196.2	178.2	146.6	156.6
Depreciation & amortisation	45.4	53.9	43.6	65.2	76.5
Adj net interest (income)/exp	0.0	0.0	0.0	0.0	0.0
Change in working capital	173.7	109.0	(87.9)	83.5	(114.0)
Cash taxes paid	(13.0)	(18.3)	(19.6)	(16.1)	(17.2)
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	430.1	340.8	114.3	279.2	101.8
Capex	(45.1)	(42.5)	(150.0)	(135.0)	(50.0)
Free cash flow	385.0	298.3	(35.7)	144.2	51.8
Dividends paid	(108.3)	(112.8)	(65.3)	(52.2)	(69.6)
Equity raised / (purchased)	0.2	0.2	0.0	0.0	0.0
Change in Debt	0.0	0.0	0.0	0.0	0.0
Other invest/financing cash flow	(17.5)	(63.0)	34.9	(2.7)	(2.7)
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
Net cash flow	259.4	122.7	(66.0)	89.3	(20.5)

November 21, 2020

FYE 31 Mar	FY19A	FY20A	FY21E	FY22E	FY23E
Key Ratios					
Growth ratios (%)					
Revenue growth	(0.9)	(16.8)	(15.2)	(7.9)	6.1
EBITDA growth	5.7	(11.5)	(11.3)	(4.5)	10.0
EBIT growth	3.4	(17.3)	(9.1)	(17.6)	6.7
Pretax growth	(2.5)	(12.4)	(9.2)	(17.7)	6.8
Reported net profit growth	(2.6)	(10.3)	(11.4)	(17.7)	6.8
Core net profit growth	4.1	(16.0)	(11.4)	(17.7)	6.8
Profitability ratios (%)					
EBITDA margin	10.0	10.7	11.2	11.6	12.0
EBIT margin	8.4	8.4	9.0	8.0	8.1
Pretax profit margin	7.9	8.3	8.9	8.0	8.0
Payout ratio	54.1	48.5	41.1	40.0	50.0
DuPont analysis					
Net profit margin (%)	7.1	7.6	7.9	7.1	7.1
Revenue/Assets (x)	1.4	1.2	1.0	0.9	0.9
Assets/Equity (x)	1.7	1.6	1.5	1.5	1.5
ROAE (%)	18.0	15.0	12.4	9.6	9.7
ROAA (%)	10.7	8.9	7.9	6.4	6.5
Liquidity & Efficiency					
Cash conversion cycle	50.9	44.5	47.3	45.4	45.4
Days receivable outstanding	64.9	58.3	59.2	58.2	59.2
Days inventory outstanding	51.6	47.9	49.3	49.3	49.3
Days payables outstanding	65.6	61.7	61.2	62.1	63.1
Dividend cover (x)	1.8	2.1	2.4	2.5	2.0
Current ratio (x)	2.0	2.2	2.3	2.3	2.3
Leverage & Expense Analysis					
Asset/Liability (x)	2.4	2.6	2.9	3.0	3.0
Net gearing (%) (incl perps)	net cash	net cash	net cash	net cash	net cash
Net gearing (%) (excl. perps)	net cash	net cash	net cash	net cash	net casi
Net interest cover (x)	nm	nm	nm	nm	nn
Debt/EBITDA (x)	0.0	0.0	0.0	0.0	0.0
Capex/revenue (%)	1.6	1.8	7.5	7.3	2.0
Net debt/ (net cash)	(930.4)	(1,091.7)	(987.1)	(1,076.4)	(1,055.9

Source: Company; Maybank



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November 21, 2020



#### APPENDIX I: TERMS FOR PROVISION OF REPORT, DISCLAIMERS AND DISCLOSURES

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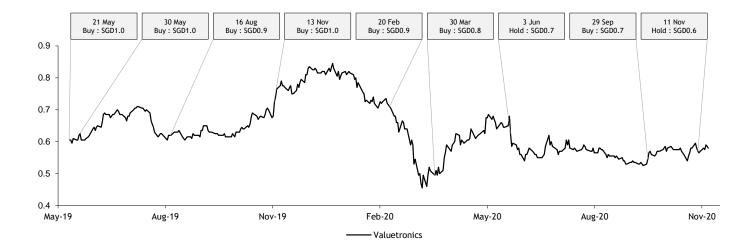
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