

# Malaysia

## **HOLD** (no change)

Consensus ratings*:	Buy 0	Hold 4	Sell 1
Current price:			RM1.32
Target price:			RM1.40
Previous target:			RM1.30
Up/downside:			6.1%
CGS-CIMB / Consens	sus:		8.3%
Reuters:		P	OWE.KL
Bloomberg:		PV	VRT MK
Market cap:		USS	\$132.1m
		RN.	1553.5m
Average daily turnove	r:	US	\$\$0.10m
		R	M0.42m
Current shares o/s:			422.6m
Free float:			25.5%
*Source: Bloomberg			

#### Key changes in this note

- ➤ FY22F EPS increased by 18.6% on higher revenue and margin assumption on ASP hike to offset raw material prices and pentup sales demand in 2HFY3/22, leading to higher economies of scale.
- Cut FY23-24F EPS by 14-17% as we lower our sales assumption to account for impact from sugar tax on pre-mixed beverages and still subdued export sales demand



Price performance	1M	ЗМ	12M
Absolute (%)	-2.2	-2.2	-25.4
Relative (%)	-1.7	2.8	-21.1
Major shareholders			% held
Dato' How Say Swee			19.9
Dato' Wong Fuei Boon			18.5
Dato' Low Chee Yen			15.1

## Analyst(s)

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# **Power Root Bhd**

# Recovery in sight but sugar tax a key risk

- We are positive on PWRT in the near term given price hikes in Jan 22 and pent-up demand, which should bode well for 2HFY22.
- However, the reformularisation of its pre-mixed beverages to lower the sugar content following the sugar tax effective 1 Apr 22 may pose demand risk.
- Reiterate Hold, with a higher TP of RM1.40 (20x CY23 P/E).

#### Price increases in Jan 22 to offset the rising input and labour costs

We are positive on Power Root Berhad (PWRT) as management disclosed that it has raised average selling prices (ASP) by c.9-10% for its products in Malaysia (60% of 1HFY22 sales) and c.5% for other regions. We believe this could partially offset the rising raw material prices (i.e. coffee, sugar and creamer) and logistics costs, which we estimate could lift COGS by c.10-15%. Additionally, we gather that the group has locked in coffee prices at a favourable rate until Oct 22, which should help to alleviate some cost pressure. Prices remain unchanged for the Middle East market given the subdued recovery prospects owing to unfavourable policies. Wages have risen due to the labour shortage (up to 80%) but are still manageable (account for less than 15% of COGS).

## Pent-up demand upon the reopening of economic activities

We gather that PWRT's plants are now running at full workforce capacity and utilisation rates have almost returned to pre-pandemic levels (>90%) in order to catch up with production delays and fulfil backlog orders as well as pent-up demand upon the reopening of economic activities on 11 Oct 21. The group is also seeing strong replenishments from its customers in 2HFY22 on the back of the year-end festive season and Chinese New Year. We believe customers are front-loading purchases ahead of the price hikes. We understand that the rise in domestic sales (1HFY3/22: +19.4% yoy) was fueled by the expanding convenience and fixed-price shops (e.g. Mr Dollar, 99speedmart, Eco-Shop), which will continue to be one of its main sales growth drivers, in our view.

## Measures undertaken to avoid sugar tax but demand at risk

In response to the excise duty (RM0.47 per 100g on pre-mixed beverages with sugar content of more than 33.3g per 100g) effective 1 Apr 22, the group has reformularised up to 95% of its pre-mixed beverages (c.75% of sales) to lower the sugar content to pre-tax levels instead of raising prices, which will be rolled out in Mar 22. However, we expect the slight change in taste to put demand at risk, particularly after the front-loading of purchases. Therefore, we cut our earnings for FY23-24F by 14-17%.

### Reiterate Hold with a higher TP of RM1.40 as we roll over to CY23F

We retain our Hold call with a higher TP of RM1.40 (20x CY23F P/E, 5-year mean P/E). The stock is trading at a stretched valuation of 19x CY23F P/E but we believe that valuations will be supported by: i) solid dividend yields (3.3-5.2% for FY22-24F), ii) strong balance sheet (net cash of RM94.0m (RM0.22 per share) as at end-2QFY22), and iii) strong instant coffee market share in the domestic and Middle East markets.

Financial Summary	Mar-20A	Mar-21A	Mar-22F	Mar-23F	Mar-24F
Revenue (RMm)	386.1	309.2	334.2	375.8	409.5
Operating EBITDA (RMm)	67.85	41.66	30.22	40.70	47.44
Net Profit (RMm)	51.45	28.06	18.55	25.96	30.56
Core EPS (RM)	0.12	0.07	0.04	0.06	0.07
Core EPS Growth	83.7%	(44.6%)	(34.9%)	40.0%	17.7%
FD Core P/E (x)	10.84	19.58	30.07	21.49	18.25
DPS (RM)	0.13	0.07	0.04	0.06	0.07
Dividend Yield	9.47%	4.92%	3.33%	4.42%	5.21%
EV/EBITDA (x)	6.73	11.34	15.88	12.17	10.80
P/FCFE (x)	7.43	16.96	31.33	34.35	28.51
Net Gearing	(40.1%)	(32.2%)	(29.5%)	(23.6%)	(17.0%)
P/BV (x)	2.20	2.10	2.10	2.09	2.08
ROE	21.8%	11.0%	7.0%	9.8%	11.4%
% Change In Core EPS Estimates			18.6%	(17.0%)	(14.1%)
CGS-CIMB/Consensus EPS (x)			0.81	0.78	1.76

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



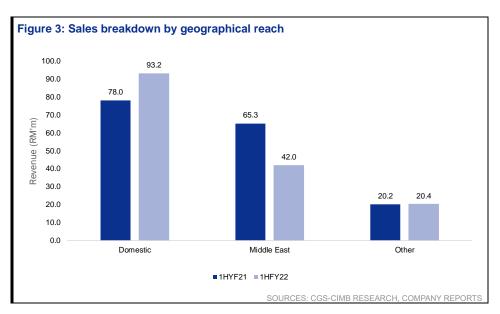
# Downside risks and re-rating catalysts ➤

Upside risks: a surge, especially in export sales, and/or a sharp decline in raw material prices.

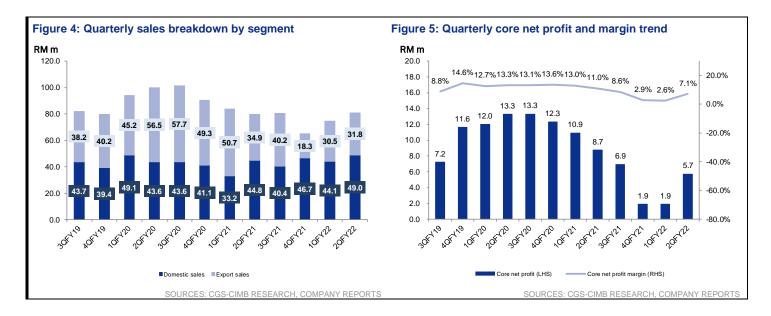
Downside risks: i) further decline in sales, ii) higher-than-expected raw material prices and iii) further suspension of operations, which will lead to a decline in production.

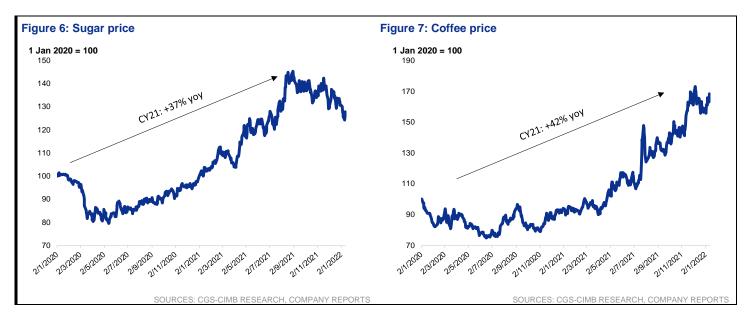
Figure 1: Earnings revision										
RM m	FY21		FY22F			FY23F			FY24F	
		Old	New	%chg	Old	New	%chg	Old	New	%chg
Revenue	309.2	330.4	334.2	1.1%	382.7	375.8	-1.8%	417.0	409.5	-1.8%
EBITDA	41.7	26.5	30.2	14.1%	47.6	40.7	-14.5%	54.6	47.4	-13.1%
Core pretax profit	35.2	20.1	23.8	18.6%	40.6	33.7	-17.0%	46.9	39.7	-15.3%
Core net profit	28.5	15.6	18.5	18.6%	31.3	26.0	-17.0%	35.6	30.6	-14.1%
						SOUR	CES: CGS-	CIMB, CC	OMPANY F	REPORTS

Figure 2: Sales	comparis	son betwe	een domes	stic and e	xport			
Segment (RM m)	2QFY22	2QFY21	1QFY22	yoy%	qoq%	1HFY22	1HFY21	yoy%
Domestic	49.0	44.8	44.1	9.5	11.1	93.2	78.0	19.4
Export	31.8	34.9	30.5	-8.8	4.1	62.3	85.6	-27.1
				SOURCE	S: CGS-CIN	IB RESEARC	H, COMPANY	REPORTS











### ESG in a nutshell

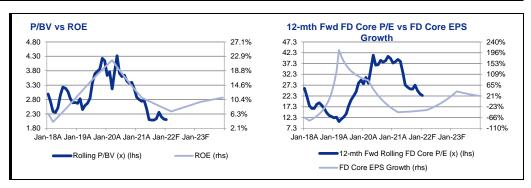


According to FTSE Russell's assessment based on Jun 21 results review, Power Root (PWRT) is ranked among the bottom 25% by ESG Ratings among listed companies in FBM EMAS. The company's audit committee is in charge of overseeing the sustainability management and performance of the group, which reports to the board. In our view, Power Root would need to improve its disclosures in terms of its sustainability reporting, which is currently insufficient and inadequate for investors to gauge its ESG-related efforts and future plans.

Keep your eye on	Implications
In a span of less than three months (Jul 21 to Sep 21), PWRT's beverage factory temporarily ceased operations twice, as a result of detection of positive Covid-19 cases among its workers on two different occasions.	We are negative on this news, as this indicates that PWRT would need to further improve or strengthen the Covid-19 prevention measures implemented at its facilities.
ESG highlights	Implications
The company does not have any women representation at both the board and senior management level, as at end-FY21. It has also not set a clear target timeline to have at least one female representative at the board or senior management levels. On the other hand, 46% of the company's workforce is female (as at end-FY21).	We are negative on this matter, as this indicates that the company does not practice boardroom gender diversity. However, the company has highlighted that it will consider gender diversity as part of its future selection and will endeavor to appoint a suitably qualified woman director going forward.
Trends	Implications
The company does not reveal operational data in terms of utilities usage (such as water and electricity) and ongoing efforts to reduce its consumption patterns.	We are negative on this matter, as investors are unable to gauge the company's efforts in optimising its utilities consumption to reduce wastages.
	SOURCES: CGS_CIMB RESEARCH REFINITIV



# **BY THE NUMBERS**



(RMm)	Mar-20A	Mar-21A	Mar-22F	Mar-23F	Mar-24F
Total Net Revenues	386.1	309.2	334.2	375.8	409.5
Gross Profit	207.8	162.1	164.3	192.3	210.9
Operating EBITDA	67.9	41.7	30.2	40.7	47.4
Depreciation And Amortisation	(6.1)	(6.8)	(7.4)	(7.9)	(8.7)
Operating EBIT	61.7	34.8	22.8	32.8	38.7
Financial Income/(Expense)	0.9	(0.2)	1.0	1.0	1.0
Pretax Income/(Loss) from Assoc.	0.0	0.0	0.0	0.0	0.0
Non-Operating Income/(Expense)	0.0	0.0	0.0	0.0	0.0
Profit Before Tax (pre-EI)	62.6	34.6	23.8	33.7	39.7
Exceptional Items	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	62.6	34.6	23.8	33.7	39.7
Taxation	(10.9)	(6.6)	(5.2)	(7.8)	(9.1)
Exceptional Income - post-tax	0.0	0.0	0.0	0.0	0.0
Profit After Tax	51.7	28.1	18.6	26.0	30.6
Minority Interests	(0.3)	(0.0)	(0.0)	(0.0)	(0.0)
Preferred Dividends	0.0	0.0	0.0	0.0	0.0
FX Gain/(Loss) - post tax	0.0	0.0	0.0	0.0	0.0
Other Adjustments - post-tax	0.0	0.0	0.0	0.0	0.0
Net Profit	51.5	28.1	18.5	26.0	30.6
Recurring Net Profit	51.5	28.5	18.5	26.0	30.6
Fully Diluted Recurring Net Profit	51.5	28.5	18.5	26.0	30.6

Cash Flow					
(RMm)	Mar-20A	Mar-21A	Mar-22F	Mar-23F	Mar-24F
EBITDA	67.85	41.66	30.22	40.70	47.44
Cash Flow from Invt. & Assoc.	0.00	0.00	0.00	0.00	0.00
Change In Working Capital	22.45	11.51	-4.56	-9.64	-7.44
(Incr)/Decr in Total Provisions	0.00	0.00	0.00	0.00	0.00
Other Non-Cash (Income)/Expense	0.00	0.00	0.00	0.00	0.00
Other Operating Cashflow	7.18	7.19	6.74	7.28	8.04
Net Interest (Paid)/Received	0.88	0.49	0.65	0.65	0.65
Tax Paid	-4.54	-10.53	-5.24	-7.76	-9.14
Cashflow From Operations	93.84	50.31	27.81	31.24	39.57
Capex	-7.74	-34.68	-10.00	-15.00	-20.00
Disposals Of FAs/subsidiaries	0.00	0.00	0.00	0.00	0.00
Acq. Of Subsidiaries/investments	0.00	0.00	0.00	0.00	0.00
Other Investing Cashflow	-0.62	0.00	0.00	0.00	0.00
Cash Flow From Investing	-8.36	-34.68	-10.00	-15.00	-20.00
Debt Raised/(repaid)	-10.43	17.26	0.00	0.00	0.00
Proceeds From Issue Of Shares	0.00	0.00	0.00	0.00	0.00
Shares Repurchased	0.00	0.00	0.00	0.00	0.00
Dividends Paid	-38.23	-49.84	-18.55	-24.66	-29.04
Preferred Dividends	0.00	0.00	0.00	0.00	0.00
Other Financing Cashflow	20.88	0.00	0.00	0.00	0.00
Cash Flow From Financing	-27.78	-32.58	-18.55	-24.66	-29.04
Total Cash Generated	57.69	-16.95	-0.74	-8.43	-9.47
Free Cashflow To Equity	75.04	32.89	17.81	16.24	19.57
Free Cashflow To Firm	85.97	15.82	17.83	16.26	19.59

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



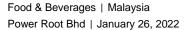
# BY THE NUMBERS... cont'd

Balance Sheet					
(RMm)	Mar-20A	Mar-21A	Mar-22F	Mar-23F	Mar-24F
Total Cash And Equivalents	110.1	86.1	79.0	63.6	46.4
Total Debtors	114.8	79.8	86.2	97.0	105.6
Inventories	64.9	64.1	74.1	80.0	86.6
Total Other Current Assets	2.6	6.3	6.3	6.3	6.3
Total Current Assets	292.3	236.4	245.6	246.9	244.9
Fixed Assets	79.7	98.9	101.5	108.6	119.9
Total Investments	2.9	11.4	11.4	11.4	11.4
Intangible Assets	0.0	0.0	0.0	0.0	0.0
Total Other Non-Current Assets	1.7	1.9	1.9	1.9	1.9
Total Non-current Assets	84.3	112.3	114.9	121.9	133.2
Short-term Debt	7.8	0.5	0.5	0.5	0.5
Current Portion of Long-Term Debt	0.0	0.0	0.0	0.0	0.0
Total Creditors	100.0	76.2	88.0	95.1	102.9
Other Current Liabilities	14.3	6.3	6.3	6.3	6.3
Total Current Liabilities	122.2	83.1	94.9	101.9	109.7
Total Long-term Debt	0.7	0.2	0.2	0.2	0.2
Hybrid Debt - Debt Component	0.0	0.0	0.0	0.0	0.0
Total Other Non-Current Liabilities	0.0	0.0	0.0	0.0	0.0
Total Non-current Liabilities	0.7	0.2	0.2	0.2	0.2
Total Provisions	0.0	0.0	0.0	0.0	0.0
Total Liabilities	122.8	83.3	95.1	102.1	109.9
Shareholders' Equity	253.3	265.2	265.2	266.5	268.0
Minority Interests	0.5	0.2	0.2	0.2	0.2
Total Equity	253.7	265.4	265.4	266.7	268.3

Key Ratios					
	Mar-20A	Mar-21A	Mar-22F	Mar-23F	Mar-24F
Revenue Growth	14.2%	(19.9%)	8.1%	12.5%	8.9%
Operating EBITDA Growth	60.3%	(38.6%)	(27.5%)	34.7%	16.6%
Operating EBITDA Margin	17.6%	13.5%	9.0%	10.8%	11.6%
Net Cash Per Share (RM)	0.24	0.20	0.19	0.15	0.11
BVPS (RM)	0.60	0.63	0.63	0.63	0.63
Gross Interest Cover	125	182	968	1,389	1,642
Effective Tax Rate	17.4%	18.9%	22.0%	23.0%	23.0%
Net Dividend Payout Ratio	97.9%	97.9%	100.0%	95.0%	95.0%
Accounts Receivables Days	110.5	114.8	90.7	89.0	90.6
Inventory Days	134.5	160.0	148.5	153.2	153.5
Accounts Payables Days	192.6	218.7	176.4	182.1	182.5
ROIC (%)	34.5%	23.3%	13.5%	18.6%	20.1%
ROCE (%)	25.2%	13.2%	9.0%	12.7%	14.8%
Return On Average Assets	14.4%	7.8%	5.0%	6.9%	7.9%

Key Drivers					
	Mar-20A	Mar-21A	Mar-22F	Mar-23F	Mar-24F
Raw material cost (RM m)	(177.2)	(171.4)	(169.9)	(183.5)	(191.0)
Marketing expenses	(44.9)	-	(45.3)	(49.8)	(52.3)
Adminstrative and staff expenses	(59.8)	(55.0)	(57.1)	(62.8)	(67.5)
Other operating expenses	(46.4)	(68.1)	(36.7)	(44.0)	(48.4)
Average RM/USD assumption	4.1	4.1	4.1	4.1	4.1

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS





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#### Food & Beverages | Malaysia Power Root Bhd | January 26, 2022

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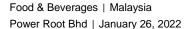
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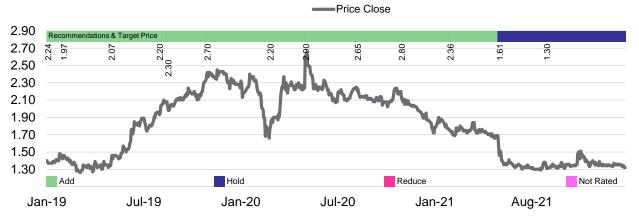
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#### Spitzer Chart for stock being researched (2 year data)

#### Power Root Bhd (PWRT MK)



Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2021, Anti-Corruption 2021

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