#### Singapore Company Update

### **Riverstone Holdings**

Bloomberg: RSTON SP | Reuters: RVHL.SI

Refer to important disclosures at the end of this report

DBS Group Research . Equity

#### **BUY**

Last Traded Price (23 Feb 2022): \$\$0.825 (STI: 3,393.00) Price Target 12-mth: \$\$0.97 (17% upside) (Prev \$\$1.20)

#### Analyst

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#### **What's New**

- FY21 results broadly in line; net profit surged 119% yo-y on higher volume and ASP
- Bumper dividend of 38 sen declared; dividend payout ratio of 50%, similar to FY20
- Demand for healthcare gloves improving but pricing pressures still persist; strong demand and stable ASP for cleanroom gloves
- Maintain BUY with lower TP of S\$0.97 to reflect lower ASP assumption and delay in expansion plans

# Price Relative 55 Relative Index 2.3 1.8 1.3 0.8 0.8 0.8 Feb-19 Feb-20 Feb-21 Feb-21 Feb-22

Forecasts and Valuation	1			
FY Dec (RMm)	2020A	2021A	2022F	2023F
Revenue	1,830	3,082	1,592	1,738
EBITDA	894	1,915	657	702
Pre-tax Profit	841	1,859	578	615
Net Profit	647	1,418	387	473
Net Pft (Pre Ex.)	647	1,418	387	473
Net Pft Gth (Pre-ex) (%)	396.3	119.1	(72.7)	22.3
EPS (S cts)	14.0	30.7	8.38	10.3
EPS Pre Ex. (S cts)	14.0	30.7	8.38	10.3
EPS Gth Pre Ex (%)	396	119	(73)	22
Diluted EPS (S cts)	14.0	30.7	8.38	10.3
Net DPS (S cts)	7.07	15.4	3.35	4.10
BV Per Share (S cts)	29.4	50.5	55.5	61.7
PE (X)	5.9	2.7	9.8	8.0
PE Pre Ex. (X)	5.9	2.7	9.8	8.0
P/Cash Flow (X)	5.4	2.4	6.8	7.0
EV/EBITDA (X)	3.5	1.2	2.9	2.3
Net Div Yield (%)	8.6	18.7	4.1	5.0
P/Book Value (X)	2.8	1.6	1.5	1.3
Net Debt/Equity (X)	CASH	CASH	CASH	CASH
ROAE (%)	60.3	76.8	15.8	17.5
Earnings Rev (%):			(31)	(16)
Consensus EPS (S cts):			8.9	8.6
Other Broker Recs:		B: 2	S: 0	H: 3

Source of all data on this page: Company, DBS Bank, Bloomberg Finance L.P.

## Growing contribution from stable cleanroom segment

#### **Investment Thesis:**

24 Feb 2022

ASP for HC nearing bottom; CR stable. The average selling price (ASP) for healthcare (HC) gloves eased further from about US\$37-38 per 1,000 pieces in 4Q21 to about US\$25-30 in 1Q22. Average ASP is expected to stabilise at around the US\$25 level. We have lowered our ASP projection for FY22F to US\$24 per 1,000 pieces from US\$32. For FY23F, we are projecting a slightly lower ASP of US\$22 as more capacity comes online. For the cleanroom (CR) segment, prices are expected to remain firm, at slightly above the US\$100 level. Going forward, we expect a higher earnings contribution from the CR segment, which is expected to provide earnings resiliency and sustainable growth for the group.

Demand for CR strong; HC improving but supply is also increasing. Demand for CR remains strong, on the back of the keen demand from the technology, pharmaceutical and manufacturing industries such as for lenses, batteries, and semiconductors. Demand for HC has improved from 4Q21 as distributors resume their stock replenishment, as ASP is beginning to stabilise.

#### Valuation:

Maintain BUY with a lower TP of S\$0.97. On the back of the earnings cut, our TP is reduced to S\$0.97 (previously S\$1.20). This is pegged to a 10x PE, which is close to its four-year average PE, on blended FY22F and FY23F earnings to reflect a more normalised environment. Maintain BUY.

#### Where we differ:

We remain positive that Riverstone would be able to increase its market share for CR gloves, taking it from new and existing players, given its dominant position in the industry.

#### **Key Risks to Our View:**

A steeper-than-expected reduction in the ASP and/or oversupply of gloves.

#### At A Glance

Issued Capital (m shrs)	1,482
Mkt. Cap (S\$m/US\$m)	1,223 / 909
Major Shareholders (%)	
Ringlet Investment Ltd	50.8
Lee Wai Keong	8.8
Free Float (%)	40.4
3m Avg. Daily Val (US\$m)	4.0

**GIC Industry**: Health Care / Health Care Equipment & Services







#### **WHAT'S NEW**

#### FY21 broadly in line; bumper dividend declared

FY21 results broadly in line. FY21 revenue surged by 68.5% y-o-y to RM3.08bn due to a higher sales volume and ASPs for both healthcare and cleanroom gloves, as demand climbed for these products. Gross profit margin improved to 61.9% from 49.1% in FY20. Overall, net profit saw a 119% y-o-y jump to RM1,417.9m.

Bumper dividend of 38 sen declared. The group has declared a final DPS of 28 sen and a special interim DPS of 10 sen. Including the interim DPS of 10 sen declared earlier, this brings the total DPS to 48 sen for FY21 (22 sen in FY20), or a dividend payout ratio of 50%, similar to FY20. The special DPS will be paid on 6 April 2022 (record date: 15 March 2022) and the final DPS on 19 May 2022 (record date: 5 May 2022).

Demand for healthcare gloves is improving but pricing pressure still persists. The current demand for HC gloves has improved from 4Q21. Riverstone's utilisation rate has improved to c.85% from c.70% and 75% in 3Q21 and 4Q21, respectively. According to the Malaysian Rubber Glove Manufacturers Association (MARGMA), the demand for gloves in 2022 and 2023 will be 10% to 15% higher than the pre-COVID-19 level, due to the global spread of the Omicron variant.

Lowering HC ASP projection. ASP, however, is still trending lower, easing from about US\$37-38 per 1,000 pieces in 4Q21 to about US\$25-30 in 1Q22. We have lowered our ASP projection for FY22F to US\$24 per 1,000 pieces from US\$32.

## Strong demand and stable ASP for cleanroom gloves. Demand for CR remains strong. The ASP is expected to remain firm, at slightly above the US\$100 level. Going forward, the CR segment is expected to provide earnings resiliency and sustainable growth for the group.

Rising raw material prices to affect margins. The price of butadiene, which accounts for the bulk of the raw materials costs for nitrile gloves, has surged c.80% to cross the US\$1,000/ metric tonne level, from c.US\$600 as at end of 2021, on the back of the rising oil prices. Though high, it is still relatively lower than the average of US\$1,131 over the last few years and significantly below the previous peak, where prices closed at US\$3,000.

On the back of the lower ASP for HC gloves and higher raw material costs, the gross profit margin for HC has been reduced to c.20% in 1Q22, from c.25% in 4Q21. Margins for CR are still relatively stable at about 55%.

#### **Butadiene Prices (US\$/metric tonne)**



Source: Bloomberg Finance L.P., DBS Bank

Delay in additional capacity of 1.5bn by a year to end-2022. The group faced temporary delays in its Phase 7 expansion plans as a result of the disruption to construction and other related works caused by the MCO in Malaysia. Hence, the additional 1.5 billion pieces of new production capacity will only come online by the end of 2022 instead of by end of 2021. The group is preparing for its Phase 8 expansion plans, which are slated to add up to 1.5 billion pieces of gloves to bring the total annual production capacity to c.13.5 billion by FY2022/23.

Significant exposure to the cleanroom space is a key differentiating factor among peers and would provide earnings resiliency for sustainable growth in the longer term. With the significant drop in the ASP for HC but the stable CR price, Riverstone stands out among its peers as the market leader in the high-end cleanroom space. CR gloves currently account for c.20% in terms of production volume in FY21 and about 25% out of the total revenue and earnings.

Going forward, we expect the CR segment to contribute about 60% to total earnings. Pre-COVID, this segment accounted for c.70% of total earnings. The CR segment is expected to provide earnings resiliency for sustainable growth. Riverstone is also planning to convert more HC production lines to CR.

Reduced earnings by 31%/16%; maintain BUY with a lower TP of S\$0.97. We cut our FY22F/FY23F earnings forecast by 31%/16% to reflect the lower ASP assumption for HC gloves and the delay in capacity expansion plans. On the back of the earnings cut, our TP is reduced to S\$0.97 (previously S\$1.20). This is pegged to a 10x PE, which is close to its four-year average PE, on blended FY22F and FY23F earnings to reflect a more normalised environment.





#### **Company Background**

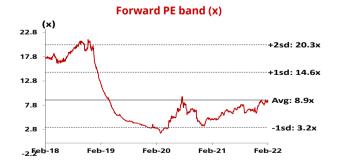
Riverstone Holdings (Riverstone) is a natural rubber and nitrile (synthetic rubber) glove manufacturer specialising in CR and HC gloves. It is also engaged in the manufacturing and distribution of other ancillary products such as finger cots, packaging bags, and facemasks.

#### Interim Income Statement (RMm)

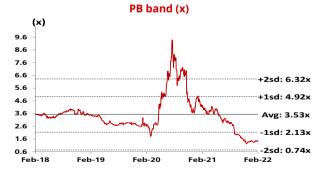
FY Dec	2H2020	1H2021	2H2021	% chg y-o-y	% chg h-o-h
Revenue	1,203	2,019	1,063	(11.7)	(47.4)
Cost of Goods Sold	(503)	(624)	(551)	9.5	(11.7)
Gross Profit	700	1,395	512	(26.9)	(63.3)
Other Oper. (Exp)/Inc	(34)	(36)	(12)	(63.2)	(65.4)
Operating Profit	666	1,359	499	(25.1)	(63.3)
Other Non Opg (Exp)/Inc	0	0	0	-	-
Associates & JV Inc	0	0	0	-	-
Net Interest (Exp)/Inc	0	0	0	-	-
Exceptional Gain/(Loss)	0	0	0	-	-
Pre-tax Profit	666	1,359	499	(25.1)	(63.3)
Tax	(156)	(319)	(122)	(22.0)	(61.7)
Minority Interest	0	0	0	-	-
Net Profit	510	1,041	377	(26.0)	(63.8)
Net profit bef Except.	510	1,041	377	(26.0)	(63.8)
EBITDA	693	1,387	527	(23.9)	(62.0)
Margins (%)					
Gross Margins	58.2	69.1	48.1		
Opg Profit Margins	55.4	67.3	47.0		
Net Profit Margins	42.4	51.5	35.5		

Source of all data: Company, DBS Bank

#### **Historical PE and PB band**



Source: Bloomberg Finance L.P., DBS Bank estimates



Source: Bloomberg Finance L.P., DBS Bank estimates



#### **Key Assumptions**

FY Dec	2019A	2020A	2021A	2022F	2023F
Capital Expenditure (RM\$m)	76.7	99.2	156	100	100
Production Capacity (m gloves)	8,280	9,215	8,840	9,360	10,710
Cleanroom Gloves (m gloves)	1,242	1,382	1,768	1,966	2,356
Healthcare Gloves (m gloves)	7,038	7,833	7,072	7,394	8,354
Operating Margins (%)	16.0	46.0	60.3	36.3	35.4

Segmental Breakdown

FY Dec	2019A	2020A	2021A	2022F	2023F
Revenues (RMm)					
Nitrile Gloves	935	1,729	2,878	1,505	1,642
Natural Latex Gloves	28.7	53.1	88.3	46.2	50.4
Other Non-Gloves	25.7	47.6	116	41.4	45.2
Total	989	1,830	3,082	1,592	1,738

#### Income Statement (RMm)

FY Dec	2019A	2020A	2021A	2022F	2023F
Revenue	989	1,830	3,082	1,592	1,738
Cost of Goods Sold	(790)	(932)	(1,176)	(1,003)	(1,112)
Gross Profit	199	898	1,907	589	626
Other Opng (Exp)/Inc	(40.8)	(55.9)	(48.1)	(11.3)	(10.6)
Operating Profit	158	842	1,859	578	615
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	0.0	0.0	0.0	0.0	0.0
Net Interest (Exp)/Inc	(0.7)	(0.4)	(0.2)	(0.2)	(0.2)
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	157	841	1,859	578	615
Tax	(27.0)	(194)	(441)	(191)	(141)
Minority Interest	0.0	0.0	0.0	0.0	0.0
Preference Dividend	0.0	0.0	0.0	0.0	0.0
Net Profit	130	647	1,418	387	473
Net Profit before Except.	130	647	1,418	387	473
EBITDA	206	894	1,915	657	702
Growth					
Revenue Gth (%)	7.4	85.0	68.5	(48.3)	9.1
EBITDA Gth (%)	6.6	334.0	114.1	(65.7)	6.8
Opg Profit Gth (%)	4.0	432.4	120.8	(68.9)	6.4
Net Profit Gth (Pre-ex) (%)	0.6	396.3	119.1	(72.7)	22.3
Margins & Ratio					
Gross Margins (%)	20.1	49.1	61.9	37.0	36.0
Opg Profit Margin (%)	16.0	46.0	60.3	36.3	35.4
Net Profit Margin (%)	13.2	35.4	46.0	24.3	27.2
ROAE (%)	17.4	60.3	76.8	15.8	17.5
ROA (%)	14.4	49.4	64.6	14.0	15.9
ROCE (%)	16.7	58.2	74.5	15.4	17.1
Div Payout Ratio (%)	42.1	50.5	50.3	40.0	40.0
Net Interest Cover (x)	235.6	2,371.0	12,391.6	3,852.0	4,100.2

Source: Company, DBS Bank





Interim	Income	Statement (	(RMm)
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FY Dec	2H2019	1H2020	2H2020	1H2021	2H2021
Revenue	509	627	1,203	2,019	1,063
Cost of Goods Sold	(405)	(429)	(503)	(624)	(551)
Gross Profit	104	198	700	1,395	512
Other Oper. (Exp)/Inc	(20.4)	(22.3)	(33.6)	(35.7)	(12.4)
Operating Profit	83.5	175	666	1,359	499
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	0.0	0.0	0.0	0.0	0.0
Net Interest (Exp)/Inc	(0.3)	(0.2)	(0.1)	(0.1)	(0.1)
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	83.3	175	666	1,359	499
Tax	(15.6)	(37.7)	(156)	(319)	(122)
Minority Interest	0.0	0.0	0.0	0.0	0.0
Net Profit	67.7	138	510	1,041	377
Net profit bef Except.	67.7	138	510	1,041	377
EBITDA	108	201	693	1,387	527
Growth					
Revenue Gth (%)	5.9	23.2	92.0	67.8	(47.4)
EBITDA Gth (%)	10.3	86.0	244.9	100.1	(62.0)
Opg Profit Gth (%)	12.1	110.0	279.8	104.0	(63.3)
Net Profit Gth (%)	7.9	103.2	270.6	104.2	(63.8)
Margins					
Gross Margins (%)	20.4	31.6	58.2	69.1	48.1
Opg Profit Margins (%)	16.4	28.0	55.4	67.3	47.0
Net Profit Margins (%)	13.3	21.9	42.4	51.5	35.5
Balance Sheet (RMm)					
FY Dec	2019A	2020A	2021A	2022F	2023F
Net Fixed Assets	511	587	691	712	725
Invts in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other LT Assets	30.7	0.57	0.82	0.82	0.82
Cash & ST Invts	130	649	1,613	1,921	2,180
Inventory	97.3	122	1,013	41.2	45.7
Debtors	155	320	232	143	156
Other Current Assets	8.91	9.25	9.64	9.64	9.64
Total Assets	933	1,688	2,700	2,827	3,116
ST Debt	6.00	6.52	7.77	7.77	7.77
Creditor	113	166	153	7.77 47.8	53.1
Other Current Liab	7.24	100	151	47.6 151	151
LT Debt	7.24	1.54	0.0	0.0	0.0
Other LT Liabilities	10.1	46.2	55.1	55.1	55.1
Shareholder's Equity	789	1,358	2,332	2,565	2,849
Minority Interests	0.01	0.01	0.01	0.01	0.01
Total Cap. & Liab.	933	1,688	2,700	2,827	3,116
_					
Non-Cash Wkg. Capital	141	176	90.4	(5.9)	6.41
Net Cash/(Debt)	117	641	1,605	1,913	2,172
Debtors Turn (avg days)	57.7	47.3	32.7	42.9	31.3
Creditors Turn (avg days)	58.7	57.9	52.0	39.7	18.0
Inventory Turn (avg days)	44.5	45.5	44.8	38.4	15.5
Asset Turnover (x)	1.1 3.1	1.4	1.4	0.6	0.6
Current Ratio (x)	3.1 2.3	3.9	6.4 5.0	10.2	11.3
Quick Ratio (x)	Z.3 CASH	3.4 CASH	5.9 Cash	10.0	11.0
Net Debt/Equity (X)	CASH	CASH	CASH CASH	CASH CASH	CASH CASH
Net Debt/Equity ex MI (X) Capex to Debt (%)	590.2	1,231.2	2,007.9	1,287.8	1,287.8
Z-Score (X)	34.9	38.7	36.6	36.6	36.6
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Source: Company, DBS Bank



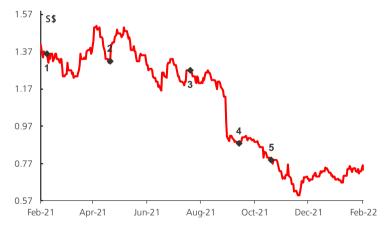


#### **Cash Flow Statement (RMm)**

FY Dec	2019A	2020A	2021A	2022F	2023F
Pre-Tax Profit	157	841	1,859	578	615
Dep. & Amort.	48.0	52.6	55.8	79.6	86.9
Tax Paid	(26.7)	(62.1)	(441)	(191)	(141)
Assoc. & JV Inc/(loss)	0.0	0.0	0.0	0.0	0.0
Chg in Wkg. Cap.	(10.2)	(127)	28.1	96.3	(12.3)
Other Operating CF	(0.6)	(2.1)	68.0	0.0	0.0
Net Operating CF	168	703	1,570	563	548
Capital Exp. (net)	(76.7)	(99.2)	(156)	(100.0)	(100.0)
Other Invts. (net)	0.0	0.0	0.0	0.0	0.0
Invts in Assoc. & JV	0.0	0.0	0.0	0.0	0.0
Div from Assoc & JV	0.0	0.0	0.0	0.0	0.0
Other Investing CF	0.0	0.0	0.0	0.0	0.0
Net Investing CF	(76.7)	(99.2)	(156)	(100.0)	(100.0)
Div Paid	(51.9)	(73.0)	(445)	(155)	(189)
Chg in Gross Debt	(7.0)	(6.5)	(6.5)	0.0	0.0
Capital Issues	0.0	0.0	0.0	0.0	0.0
Other Financing CF	0.0	0.0	0.0	0.0	0.0
Net Financing CF	(58.9)	(79.5)	(451)	(155)	(189)
Currency Adjustments	1.16	(5.5)	1.27	0.0	0.0
Chg in Cash	33.4	519	964	308	259
Opg CFPS (S cts)	3.86	18.0	33.4	10.1	12.1
Free CFPS (S cts)	1.97	13.1	30.6	10.0	9.70

Source: Company, DBS Bank

#### **Target Price & Ratings History**



S.No.	Report	Price	Target Price	Rating	
1:	01 Mar 21	1.36	1.85	BUY	
2:	11 May 21	1.32	1.86	BUY	
3:	10 Aug 21	1.27	1.77	BUY	
4:	04 Oct 21	0.88	1.28	BUY	
5:	10 Nov 21	0.79	1.20	BUY	

**Note**: Share price and Target price are adjusted for corporate actions.

Source: DBS Bank Analyst: Lee Keng LING



DBS Bank recommendations are based on an Absolute Total Return\* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

BUY (>15% total return over the next 12 months for small caps, >10% for large caps)

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

FULLY VALUED (negative total return, i.e., > -10% over the next 12 months)

SELL (negative total return of > -20% over the next 3 months, with identifiable share price catalysts within this time frame)

\*Share price appreciation + dividends

Completed Date: 24 Feb 2022 06:32:25 (SGT) Dissemination Date: 24 Feb 2022 07:23:09 (SGT)

Sources for all charts and tables are DBS Bank unless otherwise specified.

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