Singapore Company Update

Silverlake Axis

Bloomberg: SILV SP | Reuters: SLVX.SI

DBS Group Research . Equity

Refer to important disclosures at the end of this report

15 Feb 2022

BUY

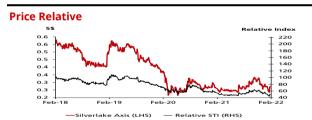
Last Traded Price (14 Feb 2022): \$\$0.270 (STI: 3,421.20) Price Target 12-mth: \$\$0.39 (45% upside) (Prev \$\$0.38)

Analyst

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What's New

- 2Q22 results above expectations; strongest quarterly revenue recorded on higher project revenue
- Continued growth in total recurring revenue; strong gross margin
- Improving outlook with healthy deal pipeline; secured revenue backlog of c.80% for FY22
- Revised up FY22F/23F earnings by 9%/8%; maintain BUY with S\$0.39 TP



Forecasts and Valuation		20214	20225	20225
FY Jun (RMm)	2020A	2021A	2022F	2023F
Revenue	664	626	700	734
EBITDA	278	235	287	299
Pre-tax Profit	213	187	248	260
Net Profit	185	143	169	177
Net Pft (Pre Ex.)	185	143	169	177
Net Pft Gth (Pre-ex) (%)	(2.8)	(22.5)	18.0	4.8
EPS (S cts)	2.20	1.78	2.10	2.20
EPS Pre Ex. (S cts)	2.20	1.78	2.10	2.20
EPS Gth Pre Ex (%)	(3)	(19)	18	5
Diluted EPS (S cts)	2.20	1.78	2.10	2.20
Net DPS (S cts)	0.90	0.50	0.63	0.66
BV Per Share (S cts)	8.90	13.1	14.6	16.1
PE (X)	12.3	15.2	12.9	12.3
PE Pre Ex. (X)	12.3	15.2	12.9	12.3
P/Cash Flow (X)	10.8	11.0	14.5	10.4
EV/EBITDA (X)	5.7	6.2	4.8	4.1
Net Div Yield (%)	3.3	1.9	2.3	2.4
P/Book Value (X)	3.0	2.1	1.9	1.7
Net Debt/Equity (X)	CASH	CASH	CASH	CASH
ROAE (%)	27.6	15.9	15.1	14.3
Earnings Rev (%):			9	8
Consensus EPS (S cts):			2.10	2.30
Other Broker Recs:		B: 2	S: 0	H: 1

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

Improving outlook

Investment Thesis:

stability of the system.

Project-related revenue growing on improving outlook. License and project revenues, which have been challenging over the last two years, have exhibited a strong recovery, as evidenced from the 1H22 results. The banking business continues to be the key contributor. With the rising interest rate environment, which is beneficial to banks, coupled with the gradual recovery of the global economy, we can expect more contract wins going forward. MOBIUS, the new open banking platform, could be a gamechanger and is expected to see a higher adoption rate, while the existing core banking system remains the key contributor currently, due to the

Continued growth in recurring revenue with impressive margin. We like Silverlake for its high recurring revenue contribution of at least 60% of the total, and impressive gross margin of c.60%. In 1H22, recurring revenue formed 75% of total revenue while gross margin came in at 60.4%.

Valuation:

Maintain BUY with a slightly higher TP of S\$0.39, pegged to the four-year average PE of 18x (previously 19x). Global peers are trading at average forward PE multiples of 24x and 21x over the next two years.

Where we differ:

More optimistic – expect recurring income to expand further. We remain optimistic on Silverlake's business given its market leader position in the core banking solutions segment. Digitalisation has now become a necessity instead of something good to have.

Key Risks to Our View:

1) Slowdown in IT spending on the back of the weak global economy could lead to a lower orderbook and 2) concerns on corporate governance issues. Related party transactions with Mr. Goh's private companies over the past few years have raised concerns on corporate governance.

At A Glance

ACA Glarice	
Issued Capital (m shrs)	2,570
Mkt. Cap (S\$m/US\$m)	694/515
Major Shareholders (%)	
Goh Peng Ooi	71.4
Ntasian Discovery Master Fund	5.1
Free Float (%)	23.5
3m Avg. Daily Val (US\$m)	0.42
CIC Industry: Information Technology / Software & Service	00

GIC Industry: Information Technology / Software & Services







WHAT'S NEW

2Q22 results above expectations; strongest quarterly revenue recorded

Results Highlights

2Q22 results above expectations; strongest quarterly revenue recorded. 2Q22 revenue of RM206.5m was up 28% y-o-y and 35% q-o-q. This was mainly driven by project-related revenue. Software licensing revenue and software project services jumped 145% and 71% y-o-y, respectively.

For 1H22, the increase was 81% y-o-y for licencing revenue, contributed by the delivery of new software licensing contracts and banking deals secured in Indonesia and Thailand. Revenue for software project services was up 40% y-o-y, mainly due to the ongoing implementation of two new MOBIUS contracts, which accounted for 40% of total project services revenue and progressive revenue contributed from other ongoing projects.

Continued growth in total recurring revenue. Total recurring revenue accounts for 75% of the group's revenue for 1H122. The maintenance and enhancement services, which account for the bulk of the recurring revenue, were up 7%, after a 5% gain in 2H21.

The insurance processing segment saw a 3% drop in revenue y-o-y for 1H22, mainly due to lower claims processing activities as a result of the prolonged pandemic and varying degrees of lockdowns. This trend is expected to improve with relaxing restrictions, as vaccination rates increased.

Strong gross margin; 2Q22 net profit above expectations.

The gross profit margin of 62.4% for 2Q22 was strong, partly due to a higher contribution from the higher margin project-related segment. 1H22 margin of 60.4% is higher than the 58.3% recorded for 2H21. 1H22 net profit of RM94.7m was up 40% y-o-y and accounts for 61% of our FY22F projection, above expectations.

Healthy deal pipeline; secured revenue backlog of c.80% for FY22. The deal pipeline is healthy at RM1.3bn with 2Q22 contract wins of RM176.1m and total wins for 1H22 at RM300m – which is 43% higher compared to 2Q21 and an increase of 80% over 1H21.

Out of the total deal pipeline, deals valued at RM181m have a high probability of closure. Secured FY2022 revenue/secured backlog is currently about 80%.

Revenue breakdown by business activities

(RMm)	1H22	1H21	Change (%)
Software licensing	40.3	22.3	81%
Software project services	41.9	29.9	40%
Maintenance and	252.2	236.5	7%
enhancement services			
Sales of software and	5.9	1.96	202%
hardware products			
Insurance processing	17.5	18.1	-3%
Retail transaction	0.7	0	-
processing			
TOTAL	358.5	308.8	16%

Source: Company, DBS Bank

Outlook

Improving outlook. License and project revenues, which have been challenging over the last two years, have exhibited a strong recovery, as evidenced from the 1H22 results. The banking business continues to be the key contributor. With the rising interest rate environment, which is beneficial to banks, coupled with the gradual recovery of the global economy, we can expect more contract wins going forward. Higher project revenue would also help to build on the recurring maintenance and enhancement services.

MOBIUS, the next-generation open banking platform, to see higher adoption rate. After onboarding a tier 1 client, Silverlake is expecting to see an accelerated adoption of its cloud-based MOBIUS going forward. The current core banking platforms that banks use can last three to five years. The group's technology (MOBIUS) is future proof, at least for the next 15-20 years.

Existing core banking system is still the key contributor.

Though revenue contribution from cloud-based business has increased to 13% of total revenue from 6% in 1H21, the existing core banking system is still the key contributor due to the stability of the system.

Opportunity to participate in Malaysia's digital banking.

Silverlake is also working with three other bidders for the Malaysia digital bank licence, to provide technical support for the core banking system. With a market share of over 40% in the core banking system space in Southeast Asia, we believe Silverlake stands a chance to participate in the

Silverlake Axis



implementation of digital banks in Malaysia, though contract values may not be big. The bidding result is expected to be released in 1Q22.

Revised up earnings for FY22F/FY23F by 9%/8%, as we are now expecting higher contribution from project revenue on the back of the improving outlook. Our TP is now \$\$0.39 (previously \$\$0.38), pegged to the four-year average PE of 18x (previously 19x). Maintain BUY.

Company Background

Silverlake Axis (Silverlake) is the market leader in core banking software in ASEAN where it deploys its proprietary software to major organisations in the banking, insurance, payments, retail, and logistics industries. It is also an insurtech market leader in providing collaborative and information exchange platforms for the insurance industry.

Interim Income Statement (RMm)

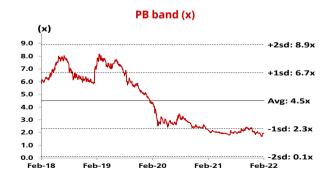
FY Jun	1H2021	2H2021	1H2022	% chg y-o-y	% chg h-o-h
Deverse	200	240	250	16.2	12.0
Revenue	308	318	359	16.3	12.8
Cost of Goods Sold	(117)	(133)	(142)	21.9	7.1
Gross Profit	192	185	216	12.9	16.9
Other Oper. (Exp)/Inc	(75)	(104)	(85)	13.8	(18.1)
Operating Profit	117	81	131	12.3	61.9
Other Non Opg (Exp)/Inc	-	-	-	nm	nm
Associates & JV Inc	0	1	0	-	nm
Net Interest (Exp)/Inc	(12)	(1)	0	98.9	85.2
Exceptional Gain/(Loss)	-	-	-	-	-
Pre-tax Profit	105	81	131	24.4	61.2
Tax	(38)	(6)	(36)	(4.0)	529.2
Minority Interest	0	0	0	nm	(13.5)
Net Profit	68	76	95	40.3	25.4
Net profit bef Except.	68	76	95	40.3	25.4
EBITDA	136	101	150	10.2	48.5
Margins (%)					
Gross Margins	62.2	58.3	60.4		
Opg Profit Margins	37.9	25.5	36.6		
Net Profit Margins	21.9	23.8	26.4		

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

<u>FY Jun</u>	2019A	2020A	2021A	2022F	2023F
Revenue growth (%)	25.7	(2.5)	(5.7)	11.7	4.88
Gross Margins (%)	62.6	59.0	60.2	61.0	61.0

Segmental Breakdown

FY lun	2019A	2020A	2021A	2022F	2023F
Revenues (RMm)					
Software Licensing	101	56.1	40.0	56.0	61.6
Software Project Services	103	74.3	65.4	91.6	101
Maintenance &	422	460	475	504	529
Sale of Software &	11.0	26.9	10.7	11.8	2.36
Others	11.0	10.9	0.0	0.0	0.0
Total	681	663	626	700	734

Income Statement (RMm)

<u>FY Jun</u>	2019A	2020A	2021A	2022F	2023F
Revenue	681	664	626	700	734
Cost of Goods Sold	(255)	(272)	(249)	(273)	(286)
Gross Profit	426	392	377	427	448
Other Opng (Exp)/Inc	(171)	(150)	(179)	(177)	(186)
Operating Profit	255	242	198	250	262
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	(1.7)	1.39	0.0	0.0	0.0
Net Interest (Exp)/Inc	(23.8)	(30.7)	(11.3)	(1.5)	(1.5)
Exceptional Gain/(Loss)	55.6	0.0	0.0	0.0	0.0
Pre-tax Profit	285	213	187	248	260
Tax	(39.2)	(28.0)	(43.7)	(79.5)	(83.3)
Minority Interest	0.01	0.0	0.01	0.0	0.0
Preference Dividend	0.0	0.0	0.0	0.0	0.0
Net Profit	246	185	143	169	177
Net Profit before Except.	190	185	143	169	177
EBITDA	277	278	235	287	299
Growth					
Revenue Gth (%)	25.7	(2.5)	(5.7)	11.7	4.9
EBITDA Gth (%)	65.9	0.4	(15.4)	22.0	4.2
Opg Profit Gth (%)	57.7	(5.0)	(18.2)	26.2	4.8
Net Profit Gth (Pre-ex) (%)	41.7	(2.8)	(22.5)	18.0	4.8
Margins & Ratio					
Gross Margins (%)	62.6	59.0	60.2	61.0	61.0
Opg Profit Margin (%)	37.4	36.5	31.6	35.7	35.7
Net Profit Margin (%)	36.1	27.8	22.9	24.1	24.1
ROAE (%)	44.0	27.6	15.9	15.1	14.3
ROA (%)	22.4	13.9	10.1	11.8	11.2
ROCE (%)	24.5	21.6	14.3	14.1	13.4
Div Payout Ratio (%)	59.3	40.7	28.2	30.0	30.0
Net Interest Cover (x)	10.7	7.9	17.6	166.6	174.5

Source: Company, DBS Bank





Interim	Income S	Statement ((RMm))
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FY Jun	1H2020	2H2020	1H2021	2H2021	1H2022
Revenue	355	308	308	318	359
Cost of Goods Sold _	(134)	(138)	(117)	(133)	(142)
Gross Profit Other Oper. (Exp)/Inc	221 (75.2)	170 (85.4)	192 (74.9)	185 (104)	216 (85.2)
Operating Profit	146	95.7	117	81.1	131
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & IV Inc	1.39	0.0	0.0	1.15	0.0
Net Interest (Exp)/Inc	(14.8)	(15.8)	(11.5)	(0.9)	(0.1)
Exceptional Gain/(Loss) _ Pre-tax Profit	0.0 133	0.0 79.9	0.0 105	0.0 81 .3	0.0 131
Tax	(32.8)	(27.3)	(37.9)	(5.8)	(36.4)
Minority Interest	0.01	0.01	0.00	0.0	0.0
Net Profit	100	52.6	67.5	75.5	94.7
Net profit bef Except. EBITDA	100 165	52.6 113	67.5 136	75.5 101	94.7 150
Growth					
Revenue Gth (%)	9.9	(13.3)	0.2	3.0	12.8
EBITDA Gth (%) Opg Profit Gth (%)	(0.3) (5.3)	(31.4) (34.5)	20.0 22.2	(25.8) (30.7)	48.5 61.9
Net Profit Gth (%)	(16.8)	(47.4)	28.4	11.9	25.4
Margins	(10.07	(17.17	20.1	11.5	23.1
Gross Margins (%)	62.4	55.3	62.2	58.3	60.4
Opg Profit Margins (%)	41.2	31.1	37.9	25.5	36.6
Net Profit Margins (%)	28.2	17.1	21.9	23.8	26.4
Balance Sheet (RMm)	20104	20204	2021A	20225	20225
<u>FY lun</u>	2019A	2020A	202 IA	2022F	2023F
Net Fixed Assets	14.9	13.6	11.6	13.9	16.2
Invts in Associates & JVs	8.62	0.00	0.00	0.00	0.00
Other LT Assets	317	404	404	434	404
Cash & ST Invts	623	837	734	830	980
Inventory	0.97	1.08	0.0	1.00	1.00
Debtors	134	140	139	155	163
Other Current Assets	83.6	72.9	76.4	76.4	76.4
Total Assets	1,182	1,468	1,364	1,510	<u> 1,641</u>
ST Debt	11.3	9.66	9.38	9.38	9.38
Creditor	70.7	359	76.9	38.3	40.2
Other Current Liab	140	136	145	208	212
LT Debt	63.1	141	16.8	16.8	16.8
Other LT Liabilities	305	76.5	62.1	62.1	62.1
Shareholder's Equity	592	747	1,054	1,175	1,300
Minority Interests	0.06	0.06	0.05	0.05	0.05
Total Cap. & Liab.	1,182	1,468	1,364	1,510	1,641
Non-Cash Wkg. Capital	7.94	(280)	(6.2)	(14.1)	(12.2)
Net Cash/(Debt)	549	686	707	804	954
Debtors Turn (avg days)	73.3	75.4	81.3	76.7	79.1
Creditors Turn (avg days)	109.7	330.1	375.1	89.3	57.6
Inventory Turn (avg days)	0.8	1.6	0.9	0.8	1.5
Asset Turnover (x)	0.6	0.5	0.4	0.5	0.5
Current Ratio (x)	3.8	2.1	4.1	4.1	4.7
Quick Ratio (x)	3.4	1.9	3.8	3.8	4.4
Net Debt/Equity (X)	CASH	CASH	CASH	CASH	CASH
Net Debt/Equity ex MI (X)	CASH	CASH	CASH	CASH	CASH
Capex to Debt (%)	6.8	3.9	4.8	22.9	22.9
Z-Score (X)	5.1	4.1	5.8	5.8	5.8

Source: Company, DBS Bank



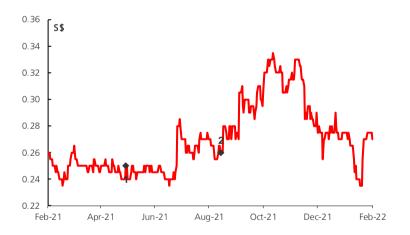


Cash Flow Statement (RMm)

FY Jun	2019A	2020A	2021A	2022F	2023F
Pre-Tax Profit	285	213	187	248	260
Dep. & Amort.	24.0	34.6	37.3	37.3	37.3
Tax Paid	(40.2)	(65.8)	(47.2)	(79.5)	(83.3)
Assoc. & JV Inc/(loss)	1.72	(1.4)	0.00	0.0	0.0
Chg in Wkg. Cap.	58.5	292	(274)	(55.9)	(5.7)
Other Operating CF	(3.6)	(262)	294	0.0	0.0
Net Operating CF	325	210	197	150	209
Capital Exp. (net)	(5.1)	(5.9)	(1.3)	(6.0)	(6.0)
Other Invts. (net)	16.2	(9.0)	(54.9)	0.0	0.0
Invts in Assoc. & JV	(52.7)	0.0	0.0	0.0	0.0
Div from Assoc & JV	0.0	0.82	0.97	0.0	0.0
Other Investing CF	(30.2)	(22.6)	(27.8)	0.0	0.0
Net Investing CF	(71.7)	(36.7)	(83.0)	(6.0)	(6.0)
Div Paid	(152)	(105)	(25.8)	(48.1)	(52.5)
Chg in Gross Debt	37.1	48.0	(132)	0.0	0.0
Capital Issues	0.0	0.0	0.0	0.0	0.0
Other Financing CF	(17.9)	(56.8)	(20.4)	0.0	0.0
Net Financing CF	(133)	(114)	(179)	(48.1)	(52.5)
Currency Adjustments	17.7	(4.7)	(15.0)	0.0	0.0
Chg in Cash	138	54.7	(79.7)	96.2	150
Opg CFPS (S cts)	3.18	(1.0)	5.85	2.56	2.66
Free CFPS (S cts)	3.82	2.43	2.43	1.79	2.52

Source: Company, DBS Bank

Target Price & Ratings History



S.No.	Date of Report	Closing Price	12-mth Target Price	Rating
1:	12 May 21	0.25	0.33	BUY
2:	27 Aug 21	0.26	0.38	BUY

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

Source: DBS Bank Analyst: Lee Keng LING

Silverlake Axis



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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)

Completed Date: 15 Feb 2022 07:11:47 (SGT) Dissemination Date: 15 Feb 2022 08:41:56 (SGT)

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^{*}Share price appreciation + dividends

Silverlake Axis



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