



Singapore

ADD (no change)

Consensus ratings*:	Buy 1	Hold 0	Sell 0
Current price:		;	S\$0.525
Target price:			S\$0.70
Previous target:			S\$0.96
Up/downside:			33.3%
CGS-CIMB / Consens	sus:		-27.1%
Reuters:			ISDN.SI
Bloomberg:		I:	SDN SP
Market cap:		USS	\$165.5m
		S	\$230.3m
Average daily turnove	r:	US	\$\$0.58m
		S	\$\$0.80m
Current shares o/s:			435.3m
Free float: *Source: Bloomberg			54.2%

Key changes in this note

- > FY22F EPS reduced by 12.5%.
- > FY23F EPS reduced by 11.0%.
- FY24F EPS reduced by 13.4%.



		Source: E	sioornberg
Price performance	1M	ЗМ	12M
Absolute (%)	-3.7	-7.9	-16.7
Relative (%)	-1.1	-4.1	-15.3

Major shareholders	% held
Teo Cher Koon	32.2
NTCP SPV VI	8.6

ISDN Holdings Ltd

Impacted by China's Covid-19 lockdown

- 1Q22 revenue/net profit were 10.0% below our expectations as revenue was impacted by the Covid-19 lockdowns in China.
- Management guided that current order book remains strong, driven by continued robust demand for industrial automation.
- We cut our FY22-24F estimates to reflect Covid-19 lockdown impact and the difficult operating environment. TP reduced as we lower target P/E multiple.

1Q performance 10% below expectations

ISDN released its 1Q22 business update on 10 Jun 2022. 1Q22 revenue (\$\$94.7m, -3.8% yoy) and net profit attributable to shareholders (\$\$6.4m, +5.8% yoy) were 10% below our expectations. The revenue miss was due to the Covid-19 lockdown measures in China. The yoy decline was softened by better revenue performance (no disclosure provided) in other geographies that ISDN operates in. Gross profit margin remained healthy at 28.7% in 1Q22 versus 27.1% in 1Q21. Cash as at end Mar-2022 was \$\$70.1m. ISDN did not provide an update on the hydropower business.

Outlook

According to management, ISDN continues to see solid demand for industrial automation across its customer base, resulting in a strong current order book (no disclosure provided). The company hopes that the gradual lifting of Covid-19 restrictions in China will allow its business operations to revert to normalcy. ISDN guided that the group has expanded from components to modules and systems and is now also delivering Industry 4.0 software and cloud solutions.

Key risks

ISDN is concerned about the global economic outlook, negative impact from the Russia-Ukraine conflict and rising inflation. Management guided that the company remains vigilant in managing its cost base in the face of such concerns.

Model changes

Given the 10% revenue miss in 1Q22 and the spread of China's Covid-19 lockdowns in 2Q22F, we have cut our FY22F revenue forecasts by 8.7%. We also err on the side of caution and cut FY23-24F revenue forecasts by 6.2-7.4% given the rising economic uncertainties. Our FY22-24F EPS forecasts are hence reduced by 11.0-13.4%.

Reiterate Add, lower TP to \$\$0.70

We reiterate our Add call on ISDN but lower our TP to S\$0.70. The lower TP is due to a) 11.0% cut in FY23F EPS and b) a revised 10.1x P/E multiple on FY23F EPS forecast. The revised 10.1x P/E multiple (previously 12.3x) is 1 s.d. above the Jan 17 to May 22 forward P/E (previously 2 s.d. above). Potential re-rating catalysts include earlier profit contribution from its hydropower segment. Downside risks include a prolonged Covid-19 outbreak, leading to travel restrictions which could affect ISDN's ability to service its customers.

Financial Summary	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue (S\$m)	361.9	440.1	428.8	466.2	503.1
Net Profit (S\$m)	15.14	25.49	26.33	30.35	33.07
Core EPS (S\$)	0.049	0.058	0.060	0.069	0.075
Core EPS Growth	180%	19%	3%	15%	9%
FD Core P/E (x)	10.68	9.00	8.75	7.59	6.96
Price To Sales (x)	0.63	0.52	0.54	0.49	0.46
DPS (S\$)	0.008	0.015	0.015	0.017	0.019
Dividend Yield	1.52%	2.76%	2.86%	3.29%	3.59%
EV/EBITDA (x)	6.31	5.20	4.79	3.89	3.23
P/FCFE (x)	8.41	16.69	6.71	7.71	6.73
Net Gearing	(12.3%)	(8.7%)	(18.5%)	(24.5%)	(30.0%)
P/BV (x)	1.34	1.17	1.06	0.96	0.87
ROE	13.1%	13.9%	12.7%	13.3%	13.1%
% Change In Core EPS Estimates			(12.5%)	(11.0%)	(13.4%)
CGS-CIMB/Consensus EPS (x)			0.87	0.89	0.87

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Analyst(s)



William TNG, CFA T (65) 6210 8676 E william.tng@cgs-cimb.com



Revenue 94.72 9 Gross profit 26.44 2 Operating expenses* (16.54) (* Profit before tax 10.80 1 Tax expenses (2.23) (*	1Q21 98.44 26.55 (15.07) 12.25 (3.08)	yoy chg (%) (3.79) (0.40) 9.76	4Q21 110.50 31.61 (24.10)	qoq chg (%) (14.28) (16.36) (31.38)	Comments Below expectations at 90.0% of our forecast. Revenue miss due to Covid-19 lockdowns in China.
Gross profit 26.44 2 Operating expenses* (16.54) (* Profit before tax 10.80 1 Tax expenses (2.23) (*	98.44 26.55 (15.07)	(3.79) (0.40) 9.76 (11.84)	31.61	(14.28) (16.36) (31.38)	Below expectations at 90.0% of our forecast.
Operating expenses* (16.54) (* Profit before tax 10.80 1 Tax expenses (2.23) (*	(15.07) 12.25	9.76	(24.10)	(31.38)	
Profit before tax 10.80 1 Tax expenses (2.23) (12.25	(11.84)			
Tax expenses (2.23) (10.65	1.40	
. , , ,	(3.08)	(07.00)			
Profit after tax 8.57		(27.69)	(3.03)	(26.60)	
FIUIL allel lax 0.37	9.17	(6.50)	7.62	12.55	
Minority interest (2.15)	3.10	na	2.90	na	
Net profit 6.42	6.07	5.82	4.71	36.25	Below expectations at 89.7% of our forecast.
		% pts		% pts	
Gross profit margin 27.92 2	26.97	0.95	28.61	(0.69)	
Profit before tax margin 9.05	9.31	(0.26)	6.89	2.16	
Net profit margin 6.78	6.17	0.62	4.27	2.52	

		Old			New			Chg (%)	
(S\$m)	FY22F	FY23F	FY24F	FY22F	FY23F	FY24F	FY22F	FY23F	FY24F
Revenue	469.6	503.7	536.3	428.8	466.2	503.1	-8.7	-7.4	-6.2
Gross profit	128.7	138.5	146.9	117.5	128.2	137.9	-8.7	-7.4	-6.2
Operating expenses	(77.4)	(80.3)	(84.0)	(74.2)	(77.9)	(81.8)	-4.2	-3.0	-2.6
Net profit	30.1	34.1	38.2	26.3	30.3	33.1	-12.5	-11.0	-13.4
								% pts	
Gross profit margin (%)	27.4	27.5	27.4	27.4	27.5	27.4	0.0	0.0	0.0
Net profit margin (%)	6.4	6.8	7.1	6.1	6.5	6.6	(0.3)	(0.3)	(0.5)





Figure 4: Peer Comparison												
Company	Bloomberg Ticker	Recom.	Price (Icl curr)	Target Price (Icl curr)	Market Cap_ (US\$ m)	CY22F		3-year EPS CAGR (%)	P/BV CY22F	(x) CY23F	Recurring ROE (%) CY22F	Dividend Yield (%) CY22F
ISDN Holdings Ltd	ISDN SP	Add	(ici cuir) 0.53	(ici cuir) 0.70	(US\$ III) 165	8.7	7.6	7.7%	1.06	0.96	12.9%	
10Dit Holdings Eta	IODIV OI	Add	0.00	0.70	100	0.7	7.0	11170	1.00	0.50	12.070	2.370
AEM Holdings Ltd	AEM SP	Add	4.15	6.85	922	10.9	9.5	12.4%	2.62	2.17	26.7%	2.3%
Aztech Global Ltd	AZTECH SP	Add	0.83	1.59	458	7.1	6.2	10.7%	1.88	1.64	28.7%	7.1%
Frencken Group Ltd	FRKN SP	Add	1.12	1.77	344	8.1	7.0	6.7%	1.14	1.02	15.0%	3.7%
Grand Venture Technology Ltd	GVTL SP	Add	0.77	1.29	188	11.6	7.8	22.4%	2.13	1.75	20.0%	1.7%
Nanofilm Technologies Int'l Ltd	NANO SP	Add	2.41	3.50	1,139	19.7	16.1	21.8%	3.24	2.82	17.7%	1.3%
UMS Holdings Ltd	UMSH SP	Add	1.13	1.63	541	10.4	10.0	13.3%	2.39	2.11	24.9%	4.4%
Vicplas International Ltd	VPS SP	Add	0.20	0.28	73	8.8	8.0	na	1.21	1.09	14.5%	2.8%
Venture Corporation	VMS SP	Add	17.04	23.32	3,560	13.8	12.7	9.0%	1.73	1.63	12.9%	4.4%
Simple average excluding ISD	N					11.3	9.7	13.7%	2.04	1.78	20.1%	3.5%
					SC	URCES: C	GS-CIMB	RESEARCH ES	TIMATES,	COMPANY	REPORTS, BL	OOMBERG





ESG in a nutshell

ISDN focuses on the motion control industry and provides the full spectrum of integrated precision engineering services from conceptualisation, design and development to prototyping, production, sales and marketing and after-sales engineering support. The group is also involved in mini-hydropower projects in Indonesia. Through its role in industrial automation, ISDN aims to help drive efficiency to save energy and reduce the environmental impact of a multitude of industries.

Keep your eye on

The group's mini-hydropower plant project in Indonesia helps offset carbon emissions and mitigate climate change. The mini-hydropower plants targets the remote and rural areas in Indonesia, generating clean energy and job opportunities.

Implications

ISDN's mini-hydropower plants face delays due to the Covid-19 pandemic. Two of these plants have been operational since end 3Q21, while another plant is scheduled to be completed by FY22F. Mini-hydropower earnings represent upside earnings risk as we have not factored them into our projections.

ESG highlights

At end-FY21, ISDN employs more than 1,050 employees in over 50 locations throughout Asia-Pacific. ISDN has an established whistle-blowing policy which allows the whistle-blower direct access to their superiors, any of the Group's Managing Director and President, or the Chairman of the Audit Committee.

Implications

The large number of subsidiaries in various geographies could pose operational risk. In 2018, ISDN's Beijing subsidiary was served a writ of summons alleging that its ex-employee had borrowed monies for which the Beijing subsidiary has acted as a guarantor. Ineffective risk control could pose financial and reputational risks to ISDN.

Trends

Rising wage costs and increasing competition for talent is a key trend to watch out for. ISDN's employees are its most valuable assets as they understand customer requirements and are able to offer value-added solutions as per management.

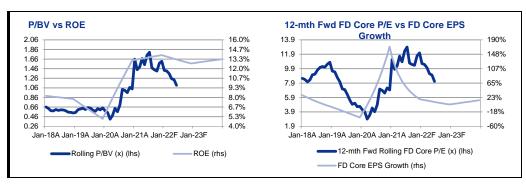
Implications

ISDN provides equal opportunities for employees in respect of recruitment, training and development, job advancement, and remuneration and benefits as per management. According to management, the group does not discriminate on the basis of gender, ethnicity, religion, colour, age, marital status, family status, pregnancy or any other discrimination prohibited by applicable laws. In addition to the basic wage package, ISDN also provides benefits and welfare such as severance pay, mandatory/central provident fund, employment compensation insurance, medical insurance, unlimited reimbursements for doctor visits, annual leave, sick leave, additional remuneration and benefits to reward and recognise performing employees such as performancebased bonus, commissions and variable annual bonuses. Based on the different job duties of employees, local travelling (parking and petrol inclusive) allowance, mobile phone allowance, overseas travelling and meals allowance, and overtime taxi claim are included in the total remuneration and benefits package for employees.

SOURCES: CGS-CIMB RESEARCH, REFINITIVE



BY THE NUMBERS



(S\$m)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	361.9	440.1	428.8	466.2	503.1
Gross Profit	99.7	125.2	122.6	133.7	143.6
Operating EBITDA	38.6	48.7	48.4	55.8	61.8
Depreciation And Amortisation	(4.1)	(4.8)	(5.1)	(5.4)	(5.8)
Operating EBIT	34.5	43.9	43.3	50.3	56.1
Financial Income/(Expense)	(1.4)	(1.1)	(1.6)	(1.6)	(1.8)
Pretax Income/(Loss) from Assoc.	1.0	1.1	0.7	0.5	0.5
Non-Operating Income/(Expense)	4.0	8.6	4.8	5.0	5.0
Profit Before Tax (pre-EI)	38.1	52.5	47.2	54.2	59.8
Exceptional Items	(6.1)	0.0	0.0	0.0	0.0
Pre-tax Profit	32.0	52.5	47.2	54.2	59.8
Taxation	(9.5)	(13.4)	(12.1)	(13.9)	(15.3)
Exceptional Income - post-tax					
Profit After Tax	22.5	39.1	35.1	40.3	44.5
Minority Interests	(7.4)	(13.6)	(8.8)	(10.0)	(11.4)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	15.1	25.5	26.3	30.3	33.1
Recurring Net Profit	21.3	25.5	26.3	30.3	33.1
Fully Diluted Recurring Net Profit	21.3	25.5	26.3	30.3	33.1

Cash Flow					
(S\$m)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
EBITDA	38.62	48.65	48.42	55.77	61.85
Cash Flow from Invt. & Assoc.					
Change In Working Capital	23.44	(28.76)	1.97	(8.11)	(8.20)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	(21.86)	2.80	2.60	2.70	2.70
Net Interest (Paid)/Received	(1.43)	(1.08)	(1.60)	(1.60)	(1.80)
Tax Paid	(8.19)	(12.85)	(12.09)	(13.88)	(15.30)
Cashflow From Operations	30.58	8.77	39.30	34.89	39.24
Capex	(10.51)	(6.84)	(5.00)	(5.00)	(5.00)
Disposals Of FAs/subsidiaries	0.00	0.00	0.00	0.00	0.00
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	4.42	5.35	0.00	0.00	0.00
Cash Flow From Investing	(6.09)	(1.49)	(5.00)	(5.00)	(5.00)
Debt Raised/(repaid)	2.51	6.47	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	(5.74)	(10.33)	(6.58)	(7.59)	(8.27)
Preferred Dividends	0.00	0.00	0.00	0.00	0.00
Other Financing Cashflow	(0.32)	4.83	0.00	0.00	0.00
Cash Flow From Financing	(3.56)	0.97	(6.58)	(7.59)	(8.27)
Total Cash Generated	20.94	8.24	27.72	22.30	25.97
Free Cashflow To Equity	27.00	13.75	34.30	29.89	34.24
Free Cashflow To Firm	26.23	8.75	36.30	31.89	36.34

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



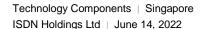
BY THE NUMBERS... cont'd

Balance Sheet					
(S\$m)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	58.5	61.7	91.2	115.5	143.5
Total Debtors	103.0	118.5	122.2	132.8	143.3
Inventories	55.6	77.5	77.6	84.3	91.1
Total Other Current Assets	0.0	0.0	0.0	0.0	0.0
Total Current Assets	217.0	257.7	291.0	332.6	377.9
Fixed Assets	61.6	67.7	67.6	67.1	66.4
Total Investments	5.8	5.3	6.0	6.5	7.0
Intangible Assets	12.2	12.2	12.2	12.2	12.2
Total Other Non-Current Assets	61.4	72.3	72.3	72.3	72.3
Total Non-current Assets	141.0	157.5	158.1	158.2	157.9
Short-term Debt	22.1	27.4	27.4	27.4	27.4
Current Portion of Long-Term Debt					
Total Creditors	84.4	96.9	102.2	111.1	119.9
Other Current Liabilities	22.6	25.9	25.9	25.9	25.9
Total Current Liabilities	129.1	150.2	155.5	164.4	173.2
Total Long-term Debt	9.6	12.8	12.8	12.8	12.8
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	1.7	5.3	5.3	5.3	5.3
Total Non-current Liabilities	11.3	18.1	18.1	18.1	18.1
Total Provisions	0.0	0.0	0.0	0.0	0.0
Total Liabilities	140.4	168.3	173.6	182.5	191.3
Shareholders' Equity	170.0	197.1	216.9	239.6	264.4
Minority Interests	47.6	49.8	58.6	68.6	80.0
Total Equity	217.6	247.0	275.5	308.3	344.5

Key Ratios					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	24.4%	21.6%	(2.6%)	8.7%	7.9%
Operating EBITDA Growth	48.8%	26.0%	(0.5%)	15.2%	10.9%
Operating EBITDA Margin	10.7%	11.1%	11.3%	12.0%	12.3%
Net Cash Per Share (S\$)	0.06	0.05	0.12	0.17	0.24
BVPS (S\$)	0.39	0.45	0.49	0.55	0.60
Gross Interest Cover	19.90	29.72	21.65	25.16	26.70
Effective Tax Rate	29.7%	25.6%	25.6%	25.6%	25.6%
Net Dividend Payout Ratio	3.76%	5.69%	5.70%	5.70%	5.70%
Accounts Receivables Days	98.8	91.8	102.4	99.8	100.5
Inventory Days	75.96	77.14	92.47	88.83	89.26
Accounts Payables Days	105.2	105.0	118.7	117.1	117.6
ROIC (%)	20.6%	23.5%	19.2%	22.5%	24.2%
ROCE (%)	14.6%	16.5%	14.5%	15.3%	15.4%
Return On Average Assets	9.2%	10.4%	8.5%	8.9%	9.0%

Key Drivers					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Motion control rev growth (%)	20.2%	28.3%	-3.0%	10.0%	10.0%
Gross profit margin (%)	26.4%	27.4%	27.4%	27.5%	27.4%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS





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Technology Components | Singapore ISDN Holdings Ltd | June 14, 2022

Country	CGS-CIMB Entity	Regulated by
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India	CGS-CIMB Securities (India) Private Limited	Securities and Exchange Board of India (SEBI)
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Add	70.3%	0.8%			
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Spitzer Chart for stock being researched (2 year data)

ISDN Holdings Ltd (ISDN SP) -Price Close 0.97 0.87 0.77 0.67 0.57 0.47 0.37 0.27 0.17 Reduce Not Rated Jun-19 Dec-19 Jun-20 Dec-20 Jun-21 Dec-21

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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Stock Ratings	Definition:			
Add	The stock's total return is expected to exceed 10% over the next 12 months.			
Hold	The stock's total return is expected to be between 0% and positive 10% over the next 12 months.			
Reduce	The stock's total return is expected to fall below 0% or more over the next 12 months.			
The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.				
Sector Ratings	Definition:			
Overweight Neutral Underweight	An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation. A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation. An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.			
Country Ratings	Definition:			
Overweight Neutral Underweight	An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark. A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark. An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.			