

Media - Integrated | Malaysia | June 20, 2022



Malaysia

ADD (no change)

Consensus ratings*:	Buy 8	Hold 1	Sell 0
Current price:	_	F	RM0.435
Target price:			RM0.51
Previous target:			RM0.96
Up/downside:			17.2%
CGS-CIMB / Consens	SUS:		-31.2%
Reuters:		Μ	PRM.KL
Bloomberg:		Ν	/IPR MK
Market cap:		USS	\$109.6m
		RM	1482.5m
Average daily turnove	r:	US	\$\$0.23m
		R	M1.00m
Current shares o/s:			1,109m
Free float: *Source: Bloomberg			42.7%

Key changes in this note

- FY22-24F EPS cut by 6-22% on lower TV advertising and home shopping sales assumptions as the economy is expected to slow down.
- Valuation basis slashed from 1.5x CY23F P/BV to 0.8x, equivalent to the mean P/BV when the group was making core net losses in CY17-1H20.



Media Prima Bhd

Not the best time to tell a feel-good story

- While Media Prima has made all the right moves to turn around, we fear that the heightening recessionary risks could eat into its bottomline's growth.
- Therefore, we cut our FY22-24F EPS by 6-22% by reducing our assumptions for the home shopping and TV divisions' sales.
- Our TP falls from 96 sen to 51 sen, primarily as we lower our CY23F P/BV to 0.8x. This is to reflect the earnings growth risks under the current economy.

Recessionary fears can affect media companies, too

No matter how sound the strategic changes are and how disciplined Media Prima's management is about putting all its plans to work, we are wary about the impact of increasing recessionary signs on the group's earnings growth momentum.

MPTN's ex-discounting factor ad sales shed 0.6% yoy in 4M22

The two areas that we are concerned about are its television ad sales and the Wow Shop home shopping division. Since much of Media Prima's turnaround has been anchored on its TV ad sales, the 0.6% yoy drop in Media Prima Television Networks's (MPTN) 4M22 ad expenditure (adex) prior to discounting factor prompts us to wonder if the economic re-opening has failed to spur advertisers' revenge spending throughout 2022. Of course, the reduced 4M22 ad sales value could be due to advertisers saving up for the Eid festivities, which fell in May 2022. And the ad value tabulated by Nielsen Malaysia does not cover in-programme advertising and product placements, which MPTN is actively doing with its primetime live programming. However, its advertising clients may have been forced to rein in their overheads and advertising and promotion (A&P) budgets to protect their margins in case the ringgit's value erosion and goods' price hikes persist as the year progresses.

Heightening inflation could hit Wow Shop, in our view

Wow Shop fell into a net loss of RM4.6m in 1Q22 vs. a net profit of RM2.5m in 1Q21. Complaints over the rising prices of food and everyday items all over social media cast doubt on Wow Shop's ability to bounce back in FY22F. Wow Shop focuses on discretionary and big-ticket items that consumers will likely hold off from purchasing if their daily expenses are eating up bigger chunks of their incomes.

Reiterate Add with lower TP of 51 sen

We cut our FY22-24F EPS by 6-22% as we dial down our assumptions for the home shopping and TV divisions' sales. We also lower our prescribed valuation for Media Prima from 1.5x CY23F P/BV to 0.8x, the average when it was making core net losses (FY17-1H20). We do this to reflect the earnings risks from a potential economic downturn. Yet, after the 23.3% pullback in Media Prima's share price since it announced its 1Q22 results, our revised TP of 51 sen provides 17.2% potential upside. It also offers handsome 5-7.2% CY22-24F yields. Hence, we retain our Add call. Downside risks: ad and content sales plummet.

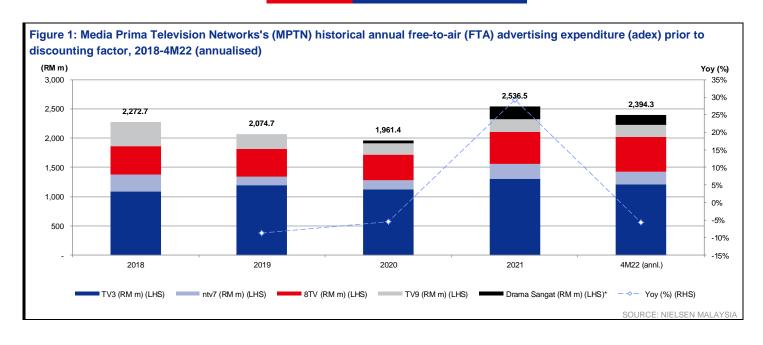
Financial Summary	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue (RMm)	1,042	1,120	1,177	1,242	1,297
Operating EBITDA (RMm)	120.3	207.0	182.5	216.5	221.7
Net Profit (RMm)	(13.23)	71.24	59.70	73.66	86.34
Core EPS (RM)	(0.012)	0.064	0.054	0.066	0.078
Core EPS Growth	(75.7%)		(16.2%)	23.4%	17.2%
FD Core P/E (x)	NA	6.77	8.08	6.55	5.59
DPS (RM)	-	0.015	0.022	0.027	0.031
Dividend Yield	0.00%	3.45%	4.95%	6.11%	7.16%
EV/EBITDA (x)	2.47	1.38	1.35	0.60	0.05
P/FCFE (x)	1,561	4	10	4	3
Net Gearing	(31.1%)	(30.1%)	(34.9%)	(49.5%)	(61.7%)
P/BV (x)	0.84	0.76	0.74	0.69	0.65
ROE	(2.3%)	11.8%	9.3%	10.9%	12.0%
% Change In Core EPS Estimates	. ,		(22.0%)	(7.7%)	(6.4%)
CGS-CIMB/Consensus EPS (x)			0.90	0.91	0.93

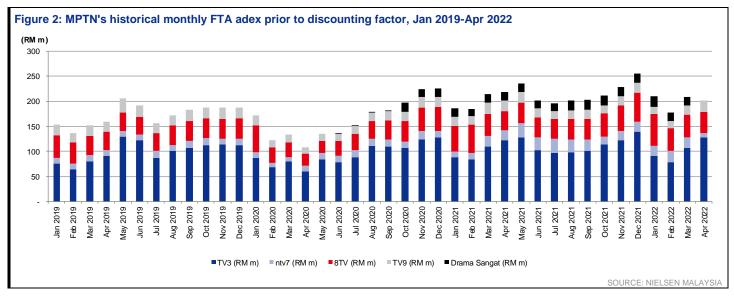


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SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS









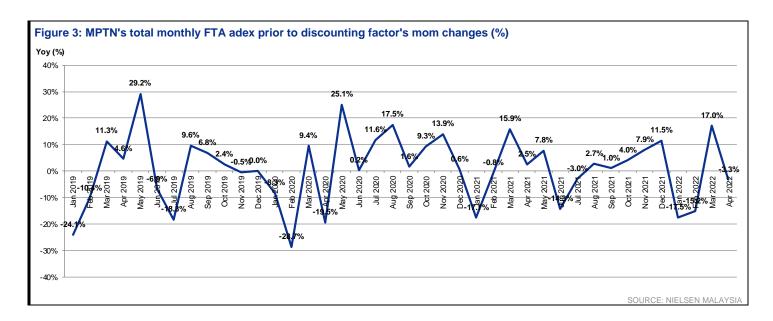




Figure 5: Ea	Figure 5: Earnings revision								
		Previous			Current		0	% chang	e
	2022F	2023F	2024F	2022F	2023F	2024F	2022F	2023F	2024F
Revenue	1,199	1,249	1,304	1,177	1,242	1,297	(1.9)	(1)	(1)
EBIT	112.5	114.4	127.6	90.3	106.7	120.2	(20)	(7)	(6)
Pre-tax profit	102.0	106.4	123.1	79.6	98.2	115.1	(22)	(8)	(6)
Net profit	76.5	79.8	92.3	59.7	73.7	86.3	(22)	(8)	(6)
			S	OURCES: CG	S-CIMB RESE	ARCH ESTI	MATES, CO	DMPANY F	REPORTS



CGS-CIMB Research's	s Malaysia m	edia secto	or covera	ge												
Company	Bloomberg	Recom.	Share price	Target Price	Market Cap		P/E (x)	3-year EPS	P/B	/ (x)	Recu ROE	rring E (%)	EV/EBI	TDA (x)		dend d (%)
Company	Ticker	Reconn	(local curr)	(local curr)	(US\$ m)	CY22F	CY23F	CAGR (%)	CY22F	CY23F	CY22F	CY23F	CY22F	CY23F	CY22F	CY23F
Astro Malaysia	ASTRO MK	Add	0.94	1.43	1,114	10.3	8.4	6.8%	4.1	3.7	40.9%	46.2%	5.4	4.9	7.5%	9.2%
Media Chinese Int'l	MCIL MK	Add	0.175	0.20	67	na	na	na	0.4	0.4	-0.3%	-0.3%	1.3	4.0	0.9%	0.0%
Media Prima Bhd	MPR MK	Add	0.435	0.51	110	8.1	6.6	4.5%	0.7	0.7	9.6%	10.9%	1.3	0.6	5.1%	6.1%
Star Media Group Bhd	STAR MK	Add	0.295	0.42	49	na	na	na	0.3	0.4	-0.6%	-1.0%	-24.1	-397.3	6.8%	0.0%
Average						9.2	7.5	5.7%	1.4	1.3	12.4%	14.0%	-4.0	-97.0	5.1%	3.8%
Average (ex-Astro)						8.1	6.6	4.5%	0.5	0.5	2.9%	3.2%	-7.2	-130.9	4.3%	2.0%

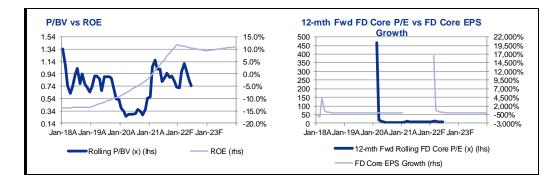
		Refinitiv ESG Scores					
ESG in a nutshell	ESG	B ESG Score	A+ ESG Controversies Score	B ESG Combined Score	B ESG Environment Pillar Score	A ESG Social Pillar Score	C ESG Government Pillar Score

Media Prima, like other media organisations, can have a significant social impact. Media Prima's change in major shareholder has led to organisational changes. It has also trimmed its workforce. The company's partnerships with international streaming giants have provided a platform to springboard Malaysian talent to the world stage and nurture the local entertainment industry to catch up with global standards.

Keep your eye on	Implications
Media Prima is attempting to further monetise its digital assets and 38-year-old content library.	As one of the largest production companies in Malaysia, Media Prima could further propel Malaysia's entertainment industry and talent forward. Knowledge transfer from international media giants could be a significant boon to Media Prima, the entertainment industry and Malaysia as a whole.
ESG highlights	Implications
National Organisation (UMNO), a political party that ruled	Media Prima sank into core net losses from FY17 to 1H20 as the digital revolution opened up avenues for Malaysians to consume content. We view UMNO's exit as its largest shareholder as a positive given that this has brought about changes in its reporting.
Trends	Implications
With the entry of its current controlling shareholder, Aurora Mulia, Media Prima has initiated an aggressive cost restructuring and streamlining of its operations.	



BY THE NUMBERS



Profit & Loss

(RMm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	1,042	1,120	1,177	1,242	1,297
Gross Profit	1,042	1,120	1,177	1,242	1,297
Operating EBITDA	120	207	182	216	222
Depreciation And Amortisation	(113)	(92)	(92)	(110)	(101)
Operating EBIT	7	115	90	107	120
Financial Income/(Expense)	(8)	(9)	(11)	(8)	(5)
Pretax Income/(Loss) from Assoc.	(0)	(0)	0	0	0
Non-Operating Income/(Expense)	0	0	0	0	0
Profit Before Tax (pre-El)	(1)	106	80	98	115
Exceptional Items					
Pre-tax Profit	(1)	106	80	98	115
Taxation	(12)	(39)	(24)	(29)	(35)
Exceptional Income - post-tax					
Profit After Tax	(13)	68	56	69	81
Minority Interests	(0)	4	4	5	6
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	(13)	71	60	74	86
Recurring Net Profit	(13)	71	60	74	86
Fully Diluted Recurring Net Profit	(13)	71	60	74	86

Cash Flow

(RMm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
EBITDA	120.3	207.0	182.5	216.5	221.7
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(211.1)	26.1	5.4	6.2	5.2
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow					
Net Interest (Paid)/Received	(7.9)	(8.8)	(10.6)	(8.4)	(5.1)
Tax Paid	(3.0)	(29.0)	(17.9)	(22.1)	(25.9)
Cashflow From Operations	(101.8)	195.3	159.3	192.2	195.9
Сарех	(11.2)	(8.4)	(100.0)	(50.0)	(50.0)
Disposals Of FAs/subsidiaries	0.4	0.5	0.0	0.0	0.0
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	5.3	(88.0)	10.8	13.0	16.4
Cash Flow From Investing	(5.5)	(96.0)	(89.2)	(37.0)	(33.6)
Debt Raised/(repaid)	107.6	10.4	(21.4)	(21.4)	(21.4)
Proceeds From Issue Of Shares	0.0	0.0	0.0	0.0	0.0
Shares Repurchased					
Dividends Paid	0.0	(16.6)	(23.9)	(29.5)	(34.5)
Preferred Dividends					
Other Financing Cashflow	(18.9)	0.0	(0.0)	(0.0)	(0.0)
Cash Flow From Financing	88.6	(6.2)	(45.3)	(50.9)	(56.0)
Total Cash Generated	(18.6)	93.1	24.7	104.3	106.3
Free Cashflow To Equity	0.3	109.7	48.6	133.7	140.9
Free Cashflow To Firm	(92.6)	114.1	91.5	176.6	183.7

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



Media - Integrated | Malaysia Media Prima Bhd | June 20, 2022

BY THE NUMBERS... cont'd

(RMm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	303.8	341.5	376.9	489.6	601.0
Total Debtors	220.1	185.8	195.2	206.0	215.1
Inventories	24.1	15.0	15.7	16.6	17.3
Total Other Current Assets	21.2	21.5	8.1	8.1	8.1
Total Current Assets	569.2	563.8	595.9	720.3	841.5
Fixed Assets	367.4	277.1	403.1	343.3	291.8
Total Investments	30.8	17.3	17.3	17.3	17.3
Intangible Assets	387.1	384.5	384.5	384.5	384.5
Total Other Non-Current Assets	12.5	171.7	171.7	171.7	171.7
Total Non-current Assets	797.9	850.6	976.6	916.8	865.3
Short-term Debt	45.9	33.6	33.6	33.6	33.6
Current Portion of Long-Term Debt					
Total Creditors	324.9	307.6	323.1	341.0	356.1
Other Current Liabilities	161.3	188.5	188.5	188.5	188.5
Total Current Liabilities	532.1	529.6	545.1	563.0	578.1
Total Long-term Debt	79.6	120.1	120.1	120.1	120.1
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	144.8	101.8	223.2	223.2	223.2
Total Non-current Liabilities	224.4	221.8	343.3	343.3	343.3
Total Provisions	37.5	38.3	44.3	51.6	60.3
Total Liabilities	794.0	789.8	932.7	957.9	981.6
Shareholders' Equity	576.9	632.1	651.3	695.5	747.3
Minority Interests	(3.8)	(7.5)	(11.5)	(16.4)	(22.1)
Total Equity	573.1	624.6	639.8	679.1	725.2

Key Ratios

	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	(5.83%)	7.55%	5.04%	5.53%	4.42%
Operating EBITDA Growth	53.2%	72.0%	(11.9%)	18.7%	2.4%
Operating EBITDA Margin	11.6%	18.5%	15.5%	17.4%	17.1%
Net Cash Per Share (RM)	0.16	0.17	0.20	0.30	0.40
BVPS (RM)	0.52	0.57	0.59	0.63	0.67
Gross Interest Cover	0.51	7.79	4.21	4.98	5.61
Effective Tax Rate	0.0%	36.4%	30.0%	30.0%	30.0%
Net Dividend Payout Ratio	NA	23.4%	40.0%	40.0%	40.0%
Accounts Receivables Days	82.62	66.14	59.10	58.96	59.43
Inventory Days	N/A	N/A	N/A	N/A	N/A
Accounts Payables Days	N/A	N/A	N/A	N/A	N/A
ROIC (%)	1.0%	15.2%	11.6%	11.5%	14.4%
ROCE (%)	2.1%	15.6%	12.2%	13.9%	15.0%
Return On Average Assets	(0.52%)	5.32%	4.24%	4.66%	5.04%

Key Drivers					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
TV yoy growth (%)	-18.7%	37.8%	13.0%	7.0%	5.0%
Print yoy growth (%)	-30.9%	-7.3%	-5.0%	-15.0%	-3.0%
Outdoor yoy growth (%)	-26.2%	-18.8%	8.0%	4.0%	3.0%
Radio yoy growth (%)	-26.3%	37.8%	10.0%	3.0%	3.0%
Digital & Content yoy growth (%)	115.5%	-25.2%	40.0%	20.0%	10.0%
Home shopping yoy growth (%)	33.0%	-13.2%	-10.0%	5.0%	3.0%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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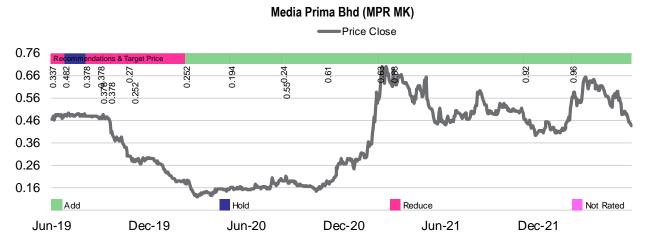
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Spitzer Chart for stock being researched (2 year data)



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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