

Malaysia

July 1, 2022 - 8:11 AM

ADD (no change)

Consensus ratings*:	Buy 8	Hold 1	Sell 0
Current price:			RM1.62
Target price:			RM1.83
Previous target:			RM1.83
Up/downside:			13.0%
CGS-CIMB / Consens	us:		-7.6%
Reuters:		E.	ARM.KL
Bloomberg:			FFB MK
Market cap:		USS	\$682.8m
		RM	13,010m
Average daily turnove	r:	US	S\$2.16m
		R	M9.32m
Current shares o/s			1,858m
Free float:			41.3%
*Source: Bloomberg			

Key financial forecasts

	Mar-23F	Mar-24F	Mar-25F
Net Profit (RMm)	103.3	127.1	157.9
Core EPS (RM)	0.056	0.068	0.085
Core EPS Growth	20.6%	23.1%	24.2%
FD Core P/E (x)	29.15	23.69	19.07
Recurring ROE	16.0%	17.4%	18.8%
P/BV (x)	4.40	3.87	3.36
DPS (RM)	0.014	0.017	0.021
Dividend Yield	0.86%	1.06%	1.31%



		Source:	Bloomberg
Price performance	1M	ЗМ	12M
Absolute (%)	-3.6	-1.8	
Relative (%)	2.8	7	
Major shareholders Rainforest Capital Sdn Farmchoice Foods Sdn		% held 31.3 14.4	

Farmenoice Foods Sun Bhu	14.4
Agrifood Resources Holdings Sdn Bhd	13.0

Ana	lyst	(s)
Walt	er /	W

T (60) 3 2635 9255 E walter.aw@cgs-cimb.com



Farm Fresh Berhad

Acquiring land to build a hub in Klang Valley

- FFB announced yesterday plans to acquire an 8.1 acre plot of freehold industrial land from THP Enstek Development Sdn Bhd for RM18.2m.
- It plans to build a new manufacturing hub on the plot of land to increase its existing production capacity for dairy and plant-based products.
- While this is positive news, it is not a surprise as FFB previously mentioned plans to set up a manufacturing hub closer to Klang Valley.

Plans to acquire 8.1 acres of freehold industrial land in Seremban

- Farm Fresh Berhad (FFB) announced yesterday that it has entered into a Sale and Purchase Agreement to acquire an 8.1 acre plot of freehold industrial land in Seremban, Negeri Sembilan, Malaysia, from THP Enstek Development Sdn Bhd. We believe that this land is located in Techpark@Bandar Enstek. The proposed acquisition is expected to be completed within 6 to 9 months from the date of this announcement (30 Jun 2022).
- The acquisition price of RM18.2m (RM52 per sq feet) was arrived at on a willing-buyerwilling-seller basis. According to FFB, the price was determined after considering the recent transacted prices at Techpark@Enstek Phase 2, Bandar Enstek, and the suitability of the land in terms of size, accessibility, readiness and strategic location.

Ongoing expansion plans as stated in its IPO prospectus

• Based on its latest IPO prospectus, FFB plans to set up a new manufacturing hub in the central region of Peninsular Malaysia and increase its production capacity for dairy and plant-based products by an additional 13.6m litres annually. FFB intends to use this facility to develop new product offerings for the Malaysian market, including ice cream (planned initial annual capacity of 2.3m kg). We estimate that this plant will likely be commissioned by 2HFY3/25F (4QCY24F), which is in line with our expectations.

The proposed acquisition will be funded by FFB's IPO proceeds

• We are positive on this announcement, as it would allow FFB to stay on track with its plans to build a manufacturing hub near Klang Valley. In our view, the purchase price is attractive given that it is lower than the land acquisition cost set aside during its IPO (RM30m). FFB also set aside RM15m from its IPO proceeds to build a new manufacturing hub on this land. Note that FFB is in a net cash position of RM24.1m (as at end-4QFY3/22).

We are positive on this announcement due to the suitability of land

- We believe that this land is strategically located (15 minutes to KLIA and 30-35 minutes to Klang Valley), helping FFB improve its cost-efficiency by optimising logistics costs as the new manufacturing hub will bring FFB closer to its customers in Klang Valley. Its current processing facilities are located in Muadzam Shah, Pahang, and Larkin, Johor.
- In addition, we believe that building a manufacturing hub on this land has its perks, as the land has been granted HALAL MALAYSIA status by the Halal Industry Development Corporation. This will allow FFB to apply for Halal incentives for Halal industry manufacturers, which could include exemption from income tax for certain years, exemption from import duty on raw materials, etc.
- Our channel checks reveal that global and prominent brands such as Coca-Cola, Kellogg's, Ajinomoto (Malaysia) Bhd and Dutch Lady Milk Industries Bhd are existing manufacturers and/or warehouse owners in the area.

Reiterate Add

 With no surprises from the announcement, we keep our FY23-25F EPS estimates and Add call with TP of RM1.83 (28x CY23F P/E, in line with target CY23 P/E of domestic dairy-based beverage manufacturers). We like FFB as a proxy for the growing demand for fresh milk-based goods in Asia, backed by its strong growth profile (FY22-25F EPS CAGR of 22.6%). Re-rating catalysts: better-than-expected sales volume and margin expansion. Downside risks: surge in input costs, weaker-than-expected sales volume.



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Company	Bloomberg	Recom.	Share price	Price	Сар	Core P		3-year EPS	P/BV	' (x)	Recurrii (%		EV/EBI	TDA (x)	Dividen (%	
	Ticker		(local curr)	(local curr)	(US\$ m)	CY22F	CY23F	CAGR (%)	CY22F	CY23F	CY22F	CY23F	CY22F	CY23F	CY22F	CY23
Consumer Staples																
Nestle (Malaysia)	NESZ MK	Hold	132.60	135.00	7,054	52.5	42.5	11.1%	52.8	52.2	101.2%	123.5%	27.6	25.6	1.9%	2.3%
Fraser & Neave Holdings	FNH MK	Add	21.20	25.60	1,764	18.2	16.8	3.4%	2.5	2.3	14.3%	14.3%	10.5	9.8	3.1%	3.3%
QL Resources	QLG MK	Add	5.20	5.60	2,871	46.6	35.5	23.8%	4.9	4.5	11.0%	13.2%	19.7	16.6	0.9%	1.1%
Power Root Bhd	PWRT MK	Hold	1.67	1.65	149	23.9	20.3	14.3%	2.6	2.6	11.4%	13.0%	13.9	12.3	4.1%	4.7%
Kawan Food	KFB MK	Add	1.67	2.50	136	16.2	13.3	17.0%	1.5	1.4	9.8%	11.0%	8.3	6.9	2.1%	2.4%
MSM Malaysia Holdings	MSM MK	Reduce	0.91	0.62	144	na	299.5	-55.9%	0.4	0.4	-3.2%	0.1%	41.4	10.8	0.0%	0.2%
CCK Consolidated Holdings	CCK MK	Add	0.58	0.81	82	10.8	9.4	14.1%	1.1	1.0	10.6%	10.9%	4.4	3.8	3.0%	3.3%
Farm Fresh Berhad	FFB MK	Add	1.62	1.83	683	30.4	24.9	15.9%	4.5	4.0	17.1%	17.1%	22.1	18.2	0.8%	1.0%
Weighted Subsector Avera	ge		-			42.1	37.3	11.6%	30.4	29.9	60.1%	72.9%	21.7	19.4	1.7%	2.1%
Consumer Discretionary 7-Eleven Malaysia Holdings	SEM MK	Add	1.39	1.83	355	17.7	16.7	16.4%	13.2	10.0	89.8%	67.9%	5.0	4.6	3.5%	3.6%
, ,	BFD MK	Add	4.15		339	14.2	13.4		3.7	3.4	27.4%	26.5%	4.3	3.8	5.0%	
Berjaya Food Berhad	BON MK		4.15	5.50 3.00	339	9.9	9.1	17.7% 23.7%	0.9	0.9	9.9%	26.5%	4.3	3.8	5.0% 4.1%	5.2% 4.4%
Bonia Corporation	-	Add					-	23.7%		0.9	9.9%		4.0			
DKSH Holdings (Malaysia)	DKSH MK	Add	4.31	6.20	154	7.2	7.0 5.5		0.8			11.4%		3.9	2.4%	2.3%
Lee Swee Kiat Group	LSKG MK	Add	0.70	1.63	26 62	8.4		27.2%	1.5	1.3	19.6%	25.0%	3.6	2.2	4.7%	7.1%
Mynews Holdings Berhad	MNHB MK	Reduce	0.40	0.33	62	na	na	14.3%	1.3	1.4	-12.6%	-4.8%	11.1	6.5	0.0%	0.0%
Panasonic Manufacturing Malaysia Berhad	PMM MK	Hold	26.70	28.40	368	20.7	14.1	24.5%	2.0	1.9	9.8%	14.0%	9.2	6.6	4.7%	5.9%
	NATURE MK	Hold	0.50	0.62	79	15.8	14.5	18.0%	2.4	2.3	15.9%	16.1%	7.2	6.6	4.5%	4.8%
Mr D.I.Y. Group (M) Bhd	MRDIY MK	Add	2.07	2.40	4,426	25.9	21.1	13.6%	9.0	7.3	39.8%	38.2%	13.5	11.3	1.7%	2.0%
Senheng New Retail Bhd	5305 MK	Add	0.63	0.80	214	13.8	13.6	4.0%	1.7	1.6	17.9%	12.1%	5.0	4.8	2.2%	2.2%
Weighted Subsector Avera	ge					22.4	18.4	14.3%	7.7	6.2	36.8%	34.6%	11.2	9.4	2.2%	2.5%
Sin (Brewers & Tobacco)																
British American Tobacco	ROTH MK	Reduce	10.80	8.77	700	12.8	12.9	-15.1%	8.0	7.9	64.3%	61.1%	8.5	9.2	7.9%	7.6%
Carlsberg Brewery (M)	CAB MK	Add	22.48	25.20	1,559	23.4	19.9	19.4%	26.9	25.2	129.3%	131.0%	15.2	14.2	3.7%	4.8%
Heineken Malaysia Bhd	HEIM MK	Add	23.02	29.00	1,578	22.3	18.6	14.8%	17.5	17.5	80.5%	93.9%	13.1	12.3	4.6%	5.3%
Weighted Subsector Avera	ge					21.0	18.1	11.2%	19.6	18.9	97.3%	103.0%	13.1	12.5	4.8%	5.5%
Weighted Average						34.4	29.9	12.8%	22.7	21.9	60.8%	68.3%	18.1	16.2	2.4%	2.8%

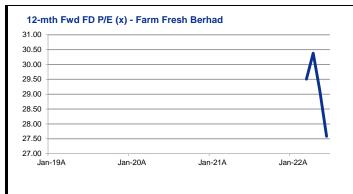


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BY THE NUMBERS

(RMm)	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Total Net Revenues	501.9	644.7	760.5	926.1
Gross Profit	136.3	180.4	219.6	271.8
Operating EBITDA	103.5	144.3	179.5	220.2
Depreciation And Amortisation	(28.6)	(32.3)	(37.5)	(43.3)
Operating EBIT	74.9	112.0	142.0	176.9
Financial Income/(Expense)	(9.2)	(5.0)	(6.1)	(6.2)
Pretax Income/(Loss) from Assoc.	0.0	0.0	0.0	0.0
Non-Operating Income/(Expense)	0.0	0.0	0.0	0.0
Profit Before Tax (pre-El)	65.7	107.0	135.9	170.7
Exceptional Items				
Pre-tax Profit	65.7	107.0	135.9	170.7
Taxation	12.9	(6.4)	(10.9)	(14.5)
Exceptional Income - post-tax				
Profit After Tax	78.6	100.6	125.0	156.2
Minority Interests	1.3	2.7	2.0	1.7
Preferred Dividends				
FX Gain/(Loss) - post tax				
Other Adjustments - post-tax	5.7	0.0	0.0	0.0
Net Profit	85.6	103.3	127.1	157.9
Recurring Net Profit	85.6	103.3	127.1	157.9
Fully Diluted Recurring Net Profit	85.6	103.3	127.1	157.9

Cash Flow				
(RMm)	Mar-22A	Mar-23F	Mar-24F	Mar-25F
EBITDA	103.45	144.34	179.49	220.18
Cash Flow from Invt. & Assoc.				
Change In Working Capital	(21.43)	(35.48)	(28.51)	(52.43)
(Incr)/Decr in Total Provisions				
Other Non-Cash (Income)/Expense	33.24	37.33	43.59	49.46
Other Operating Cashflow	(37.77)	(37.33)	(43.59)	(49.46)
Net Interest (Paid)/Received	(9.82)	(9.96)	(9.96)	(9.96)
Tax Paid	(29.71)	(6.42)	(10.87)	(14.51)
Cashflow From Operations	37.96	92.47	130.14	143.28
Capex	(60.82)	(150.00)	(120.00)	(80.00)
Disposals Of FAs/subsidiaries	9.11	(0.01)	(0.01)	(0.01)
Acq. Of Subsidiaries/investments				
Other Investing Cashflow	(305.62)	(19.56)	(23.14)	(26.19)
Cash Flow From Investing	(357.33)	(169.57)	(143.14)	(106.20)
Debt Raised/(repaid)	(107.10)	0.00	0.00	0.00
Proceeds From Issue Of Shares				
Shares Repurchased				
Dividends Paid	0.00	(25.82)	(31.77)	(39.48)
Preferred Dividends				
Other Financing Cashflow	446.11	(9.96)	(9.96)	(9.96)
Cash Flow From Financing	339.00	(35.78)	(41.73)	(49.44)
Total Cash Generated	19.64	(112.87)	(54.73)	(12.37)
Free Cashflow To Equity	(426.46)	(77.10)	(13.00)	37.07
Free Cashflow To Firm	(308.27)	(67.13)	(3.04)	47.04



Balance Sheet				
(RMm)	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Total Cash And Equivalents	308.7	205.8	161.0	158.6
Total Debtors	100.2	128.8	151.9	190.0
Inventories	118.8	151.0	175.8	216.3
Total Other Current Assets	1.9	1.9	1.9	1.9
Total Current Assets	529.7	487.4	490.7	566.9
Fixed Assets	339.6	465.1	550.1	589.5
Total Investments	110.5	120.8	142.2	166.4
Intangible Assets	20.0	26.4	29.5	32.6
Total Other Non-Current Assets	10.2	10.2	10.2	10.2
Total Non-current Assets	480.3	622.5	732.0	798.7
Short-term Debt	52.3	52.3	52.3	52.3
Current Portion of Long-Term Debt				
Total Creditors	93.1	118.2	137.7	163.9
Other Current Liabilities	1.2	1.2	1.2	1.2
Total Current Liabilities	146.6	171.8	191.2	217.4
Total Long-term Debt	232.3	232.3	232.3	232.3
Hybrid Debt - Debt Component				
Total Other Non-Current Liabilities	12.4	12.4	12.4	12.4
Total Non-current Liabilities	244.7	244.7	244.7	244.7
Total Provisions	7.7	7.7	7.7	7.7
Total Liabilities	399.1	424.2	443.7	469.9
Shareholders' Equity	605.9	683.4	778.7	897.1
Minority Interests	5.0	2.3	0.3	(1.4)
Total Equity	611.0	685.7	779.0	895.7

Key Ratios

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	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Revenue Growth	2.3%	28.5%	18.0%	21.8%
Operating EBITDA Growth	4.8%	39.5%	24.4%	22.7%
Operating EBITDA Margin	20.6%	22.4%	23.6%	23.8%
Net Cash Per Share (RM)	0.01	(0.04)	(0.07)	(0.07)
BVPS (RM)	0.33	0.37	0.42	0.48
Gross Interest Cover	6.75	11.25	14.25	17.76
Effective Tax Rate	0.0%	6.0%	8.0%	8.5%
Net Dividend Payout Ratio	25.0%	25.0%	25.0%	25.0%
Accounts Receivables Days	68.74	64.83	67.54	67.38
Inventory Days	111.8	106.0	110.6	109.4
Accounts Payables Days	87.94	83.05	86.59	84.12
ROIC (%)	18.5%	22.6%	21.4%	22.7%
ROCE (%)	11.0%	12.4%	14.2%	16.0%
Return On Average Assets	11.5%	10.0%	11.2%	12.5%

Key Drivers

	Mar-22A	Mar-23F	Mar-24F	Mar-25F
Actual production (m litres)	76.0	89.1	103.2	115.4
Effective capacity (m litres)	137.0	156.3	206.9	206.9
Utilisation rates (%)	55.5%	57.0%	49.9%	55.8%
Plant-based products	2.0	3.0	3.9	3.9
Fruit jams and sauces	15.7	10.2	10.7	10.7

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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Indonesia	PT CGS-CIMB Sekuritas Indonesia	Financial Services Authority of Indonesia
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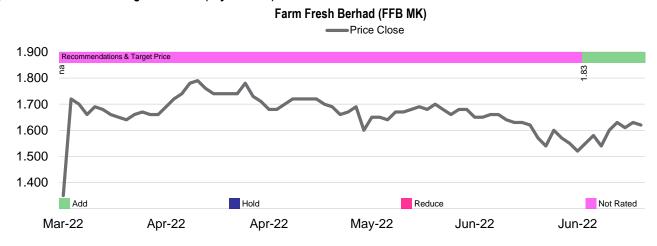
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Spitzer Chart for stock being researched (2 year data)



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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