

Ind Goods & Services | Malaysia | August 30, 2022



## Malaysia

ADD (no change)

Consensus ratings*:	Buy 1	Hold 0	Sell 0		
Current price:			RM0.74		
Target price:			RM1.21		
Previous target:			RM1.17		
Up/downside:			63.5%		
CGS-CIMB / Consens	sus:		na		
Reuters:		S	CCE.KL		
Bloomberg:		STC MK			
Market cap:		USS	\$37.76m		
		RM	1169.5m		
Average daily turnove	r:	US	S\$0.03m		
		R	M0.13m		
Current shares o/s:			231.9m		
Free float: *Source: Bloomberg			45.0%		

## Key changes in this note

- FY23-24F EPS forecasts increased by 3.3-4.1%.
- We introduce our FY25F EPS estimates.



		Source: Bi	loomberg
Price performance	1M	ЗM	12M
Absolute (%)	0.7	0	-15
Relative (%)	0.1	2.7	-8.8
Major shareholders			% held
Omega Attraction Sdn	Bhd		45.0
FMR LLC			6.3
Lim Chai Beng			5.3

# **Success Transformer Corp**

## Robust demand to drive FY23F earnings

- FY6/22 net profit of RM20.9m (+5.8% yoy) was below our expectations due to weaker-than-expected local sales (-1.2% yoy) in 4QFY22.
- We continue to expect STC's sales to be driven by higher demand for LED industrial lighting, due to its functional advantages and lower energy usage.
- We retain our Add call with a higher TP of RM1.21, backed by strong net cash position (32.2sen/share) and solid dividend yields (4.1% for FY23-25F).

## FY6/22 core net profit rose 5.8% yoy; below expectations

4QFY6/22 core net profit came in at RM6.3m (+66.3% yoy), after accounting for a one-off loss of RM0.3m (mainly impairment losses on trade receivables). This brought FY6/22 core net profit to RM20.9m (+5.8% yoy). This was below expectations at 95% of our FY22F estimate. The earnings miss in 4QFY22 was due to weaker-than-expected local sales (-1.2% yoy/-5.3 qoq). No dividend was declared in the quarter, below our expectations (total DPS cumulatively at 1.8 sen with payout ratio of 19.7% in FY22).

### 4QFY22: Strong recovery in export sales to offset lower local sales

Revenue rose 3.3% qoq and net profit climbed 24% qoq in 4QFY22 due to i) higher sales from overseas markets (+12.6% qoq, 52.5% of 4QFY22 revenue) to offset lower local sales (-5.3% qoq), and ii) weaker ringgit to increase pricing competitiveness. FY22 sales (-2.4% yoy) were impacted by lower local sales (-9.1% yoy), due to movement restrictions which dampened business activities. As a result, FY22 EBITDA/PBT declined by 2.5%/3.7% yoy.

## Strong demand for LED industrial lighting to drive FY23F earnings

We expect earnings growth of 5.9% yoy in FY23F given rising demand for LED-based industrial lighting on a global scale. We estimate smart lighting and LED-based lighting products contributed 52% of STC's FY22 revenue. This is given LED lighting's functional advantages (smart lighting and better brightness) and lower energy usage (decline in carbon emissions) vs. conventional industrial lighting. With growing importance of ESG compliance, we think that more companies would emphasise lowering carbon emissions, leading to wider usage of LED-based lighting products.

## Backed by strong net cash position (43.5% of its market cap)

STC now trades at only 45.4% of net tangible asset of RM1.63/share. It has a net cash position of RM74.8m (32.2sen/share) at end-FY22, i.e. 43.5% of market cap. We expect its strong net cash position to underpin its ability to pay dividends. We estimate a conservative 3 sen DPS in FY23-25F, i.e. dividend payout ratio of 26-30%.

## Retain Add with a higher TP of RM1.21

We lift our FY23-24F EPS on housekeeping matters and introduce FY25 estimates. Our higher TP of RM1.21 (still based on 12x CY23F P/E, 5-year historical mean) accounts for a recovery in local sales volume. We like STC for: i) LED industrial lighting market leadership in Malaysia (in terms of sales and technology), ii) robust net cash position, and iii) attractive dividend yields (FY23-25F: 4.1%).

Financial Summary	Jun-21A	Jun-22A	Jun-23F	Jun-24F	Jun-25F
Revenue (RMm)	237.1	231.5	262.3	279.9	299.2
Operating EBITDA (RMm)	38.12	37.17	42.49	45.35	48.47
Net Profit (RMm)	19.76	20.92	22.50	24.32	26.20
Core EPS (RM)	0.09	0.09	0.10	0.10	0.11
Core EPS Growth	89.2%	6.9%	5.9%	8.1%	7.7%
FD Core P/E (x)	8.63	8.08	7.63	7.06	6.55
DPS (RM)	0.010	0.018	0.030	0.030	0.030
Dividend Yield	1.35%	2.43%	4.05%	4.05%	4.05%
EV/EBITDA (x)	2.10	3.36	2.10	1.88	1.66
P/FCFE (x)	4.79	NA	5.06	13.52	12.39
Net Gearing	(32.1%)	(19.8%)	(28.4%)	(28.5%)	(28.7%)
P/BV (x)	0.51	0.49	0.47	0.45	0.43
ROE	6.13%	6.21%	6.28%	6.49%	6.67%
% Change In Core EPS Estimates			3.28%	4.12%	
CGS-CIMB/Consensus EPS (x)			1.08	1.05	

Analyst(s)



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SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

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FYE Jun	4Q	4Q	yoy %	qoq %	4QFY22	4QFY21	yoy %	Prev.	Comments
(RM m)	FY22	FY21	chg	chg	Cum	Cum	chg	FY22F	
Revenue	56.9	53.1	7.2	3.3	231.5	237.1	(2.4)	246.0	4QFY22: Stronger yoy thanks to higher sales contribution from overseas market (+16.2% yoy) which more than offset lower local sales (-1.2% yoy)
Operating costs	(46.1)	(45.2)	1.8	0.7	(194.3)	(198.9)	(2.3)	(203.9)	
Core EBITDA	10.8	7.8	38.6	15.9	37.2	38.1	(2.5)	42.1	
EBITDA margin (%	19.1	14.7	4.3	2.1	16.1	16.1	(0.0)	17.1	4QFY22: Thanks to better cost control, higher economies of scale and benefits from a weaker ringgit vs US\$.
Depn & amort.	(2.3)	(2.8)	(18.4)	(2.1)	(9.0)	(9.8)	(8.4)	(11.7)	
Core EBIT	8.6	5.0	70.6	21.9	28.2	28.3	(0.5)	30.4	
Interest expense	(0.2)	(0.1)	28.0	196.5	(0.4)	(0.4)	(2.4)	(0.0)	Net cash position stood at RM74.8m as at end 4QFY22
Interest & invt inc	0.5	0.4	20.8	810.3	1.9	1.4	33.0	2.3	
Associates' contrib	-	0.1	-	-	-	0.1	-	-	
Exceptionals	(0.3)	(0.1)	138.8	nm	(0.4)	1.0	nm	-	4QFY22: PPE written off (RM0.2m), net reversal write down of inventories (RM0.2m), and net impairment losses on trade receivables (RM0.3m)
Pretax profit	8.6	5.3	63.5	16.7	29.3	30.4	(3.7)	32.6	
Тах	(1.3)	(0.9)	37.8	(29.5)	(6.8)	(7.8)	(12.8)	(8.8)	
Tax rate (%)	14.9	17.7	(2.8)	(9.7)	23.1	25.5	(2.4)	27.0	Lower than statutory tax rate thanks to tax refunds and incentives claimed
Minority interests	(1.4)	(0.7)	96.7	756.5	(2.0)	(1.9)	6.7	(1.9)	
Net profit	5.9	3.6	63.6	10.2	20.5	20.7	(1.2)	21.9	
Core net profit	6.3	3.8	66.3	24.0	20.9	19.8	5.8	21.9	Below expectations, at 95% of our FY22F full-year forecast
EPS (sen)	2.6	1.6	63.6	10.2	9.0	9.1	(1.2)	8.8	
Core EPS (sen)	2.7	1.6	66.3	24.0	9.1	8.6	5.8	8.8	Based on 232m outstanding shares

Geographical revenue									
FYE Jun	4Q	4Q	yoy %	3Q	qoq %	4QFY22	4QFY21	yoy %	Comments
(RM m)	FY22	FY21	chg	FY22	chg	Cum	Cum	chg	
									FY22: Weaker yoy due to implementation of movement
Malaysia	27.0	27.4	(1.2)	28.5	(5.3)	119.3	131.2	(9.1)	restrictions starting 1 Jun 2021 with less business activities
									allowed
0	00.0	05.7	40.0	00.5	40.0	440.0	405.0	0.0	4QFY22: Strong overseas sales owing to higher demand and
Overseas	29.9	25.7	16.2	26.5	12.6	112.2	105.8	6.0	easing of shipping constraints
Total	56.9	53.1	7.2	55.1	3.3	231.5	237.1	(2.4)	

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

RM m	2022A		FY23F			FY24F			FY25F	
		Old	New	%chg	Old	New	%chg	Old	New	%chg
Revenue	231	262	262	0.0%	280	280	0.0%	-	299	-
EBITDA	37	45	42	(5.3%)	48	45	(5.3%)	-	48	-
Core pretax profit	30	35	34	(2.9%)	37	36	(2.2%)	-	39	-
Core net profit	21	23	23	(3.6%)	25	24	4.1%	-	26	-
Core EPS (sen)	9	9	10	3.3%	10	10	4.1%	-	11	-

## Re-rating catalysts and downside risks ➤

Potential re-rating catalysts include stronger-than-expected demand for lighting products in both local and overseas markets.

Downside risks: i) a sharp decline in economic conditions leading to less development works, ii) a sharp increase in raw material costs, and iii) stiffer-than-expected competition in the lighting market.



Company			Share price	e Target e Price	warket			() 3-year EPS	• *		Recurring ROE (%)		EV/EBITDA (x)		Dividend Yield (%)	
	rg Ticker	m.	(local curr)	(local curr)	(US\$ m)	CY22F	CY23F	CAGR (%)	CY22F	CY23F	CY22F	CY23F	CY22F	CY23F	CY22F	CY23F
Hartalega Holdings	HART MK	Reduce	1.66	2.30	1,263	1.8	6.3	-55.9%	1.1	1.1	66.8%	17.8%	0.7	2.2	31.0%	9.6%
Top Glove Corporation	TOPG MK	Reduce	0.81	1.00	1,436	1.2	21.1	-56.2%	1.1	1.0	95.3%	5.1%	1.0	8.0	55.1%	1.3%
Kossan Rubber Industries	KRI MK	Hold	1.01	1.38	574	0.9	13.5	-41.8%	0.6	0.6	89.6%	4.8%	0.0	0.1	47.8%	3.1%
Supermax Corp	SUCB MK	Reduce	0.73	0.50	433	0.8	5.4	-67.1%	0.4	0.4	59.1%	7.6%	-0.4	-1.4	29.9%	8.2%
Karex Berhad	(AREX MK	Hold	0.36	0.40	83	393.3	256.0	29.0%	0.8	0.8	0.2%	0.3%	17.0	15.4	0.0%	0.0%
Wellcall Holdings	WELL MK	Hold	1.25	1.25	139	18.1	17.3	NA	4.8	4.5	27.8%	27.5%	9.8	9.5	4.5%	4.4%
Thong Guan Industries	TGI MK	Add	2.56	4.54	220	10.1	8.8	26.2%	1.3	1.2	14.1%	14.4%	5.2	5.0	2.2%	2.5%
Success Transformer Corp	STC MK	Add	0.74	1.21	38	8.3	7.8	12.6%	0.5	0.5	6.3%	6.4%	2.5	2.6	1.9%	3.3%
Weighted Average						10.2	17.8	-46.7%	1.1	1.0	73.0%	10.3%	1.5	4.2	38.2%	4.9%
Simple Average						54.3	42.0	-21.9%	1.3	1.3	44.9%	10.5%	4.5	5.2	21.5%	4.0%

ESG in a nutshell

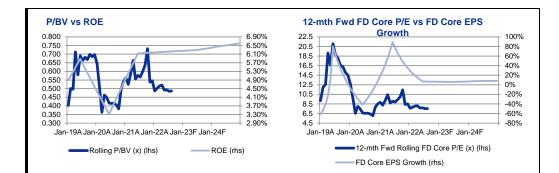


We view Success Transformer (STC) as a good ESG-related play, given that in FY21, revenue attributable from its transformer and lighting segment accounted for 55% of its local sales and 45% of its overseas sales. We believe that the usage of LED products will increase going forward, especially in industrial and public projects, given their benefits in terms of lower energy consumption compared with traditional lighting products. This will allow companies to reduce their energy consumption, which will aid in improving the environmental aspect of their businesses.

Keep your eye on	Implications
At end-FY21, STC only had two independent representatives and three female members on its board of directors, out of a total of seven members.	We are negative on this matter as the Malaysia Code of Corporate Governance (MCCG) advocates for at least half of the board to comprise independent directors. Meanwhile, we are positive that 30% of STC's board members is female.
ESG highlights	Implications
STC derives its revenue from LED-related lighting products (both industrial and street lighting). LED lighting products are better than traditional lighting products in terms of energy efficiency.	We are positive on this matter, as STC's LED lighting products are able to benefit users in terms of lower energy cost and reduction in energy wastage. Hence, we view STC's LED-lighting products as ESG-friendly products, especially in the environmental aspect.
Trends	Implications
The company does not reveal key specifics (details, targets etc.) about its environmental and social aspects, such as its waste management, and data of its utilities usage.	We view this negatively, as investors are unable to identify, analyse and understand the company's effort in these environmental aspects.



## **BY THE NUMBERS**



## Profit & Loss

(RMm)	Jun-21A	Jun-22A	Jun-23F	Jun-24F	Jun-25F
Total Net Revenues	237.1	231.5	262.3	279.9	299.2
Gross Profit	80.6	78.6	90.3	96.4	103.0
Operating EBITDA	38.1	37.2	42.5	45.3	48.5
Depreciation And Amortisation	(9.8)	(9.0)	(9.7)	(10.3)	(10.9)
Operating EBIT	28.3	28.2	32.7	35.1	37.6
Financial Income/(Expense)	1.1	1.5	0.9	1.0	1.1
Pretax Income/(Loss) from Assoc.	0.1	0.0	0.0	0.0	0.0
Non-Operating Income/(Expense)	0.0	0.0	0.0	0.0	0.0
Profit Before Tax (pre-El)	29.4	29.7	33.6	36.1	38.7
Exceptional Items	1.0	(0.4)	0.0	0.0	0.0
Pre-tax Profit	30.4	29.3	33.6	36.1	38.7
Taxation	(7.8)	(6.8)	(9.1)	(9.7)	(10.4)
Exceptional Income - post-tax					
Profit After Tax	22.7	22.5	24.5	26.4	28.2
Minority Interests	(1.9)	(2.0)	(2.0)	(2.0)	(2.0)
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax	(1.0)	0.4	0.0	0.0	0.0
Net Profit	19.8	20.9	22.5	24.3	26.2
Recurring Net Profit	19.9	21.2	22.5	24.3	26.2
Fully Diluted Recurring Net Profit	19.9	21.2	22.5	24.3	26.2

#### **Cash Flow**

(RMm)	Jun-21A	Jun-22A	Jun-23F	Jun-24F	Jun-25F
EBITDA	38.12	37.17	42.49	45.35	48.47
Cash Flow from Invt. & Assoc.	(0.07)	0.00	0.00	0.00	0.00
Change In Working Capital	13.20	(29.22)	14.66	(8.95)	(10.28)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	0.62	0.00	0.00	0.00	0.00
Net Interest (Paid)/Received	1.44	1.54	0.87	1.04	1.10
Tax Paid	(6.80)	(5.35)	(9.07)	(9.75)	(10.44)
Cashflow From Operations	46.51	4.14	48.94	27.69	28.85
Capex	(11.08)	(27.02)	(15.00)	(15.00)	(15.00)
Disposals Of FAs/subsidiaries	1.04	0.01	0.00	0.00	0.00
Acq. Of Subsidiaries/investments	(0.26)	(5.59)	0.00	0.00	0.00
Other Investing Cashflow	0.00	0.04	0.00	0.00	0.00
Cash Flow From Investing	(10.31)	(32.56)	(15.00)	(15.00)	(15.00)
Debt Raised/(repaid)	(0.35)	9.75	0.00	0.00	0.00
Proceeds From Issue Of Shares	0.00	0.43	0.00	0.00	0.00
Shares Repurchased	(1.55)	(0.37)	0.00	0.00	0.00
Dividends Paid	(3.67)	(6.74)	(6.96)	(6.96)	(6.96)
Preferred Dividends					
Other Financing Cashflow	0.00	(0.34)	0.00	0.00	0.00
Cash Flow From Financing	(5.56)	2.72	(6.96)	(6.96)	(6.96)
Total Cash Generated	30.63	(25.70)	26.99	5.73	6.89
Free Cashflow To Equity	35.85	(18.68)	33.94	12.69	13.85
Free Cashflow To Firm	36.57	(28.06)	34.08	12.82	13.98

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



## BY THE NUMBERS... cont'd

(RMm)	Jun-21A	Jun-22A	Jun-23F	Jun-24F	Jun-25F
Total Cash And Equivalents	115.8	87.3	114.0	119.7	126.6
Total Debtors	72.3	80.0	90.6	96.7	103.4
Inventories	84.7	105.8	84.3	89.5	95.7
Total Other Current Assets	11.1	9.7	9.7	9.7	9.7
Total Current Assets	283.9	282.8	298.6	315.6	335.3
Fixed Assets	68.6	96.2	90.6	95.3	99.4
Total Investments	31.9	34.0	34.0	34.0	34.0
Intangible Assets	0.0	0.0	0.0	0.0	0.0
Total Other Non-Current Assets	12.7	13.2	13.2	13.2	13.2
Total Non-current Assets	113.1	143.4	137.8	142.5	146.6
Short-term Debt	0.4	0.9	0.4	0.4	0.4
Current Portion of Long-Term Debt					
Total Creditors	33.6	30.8	34.6	37.0	39.5
Other Current Liabilities	2.9	0.9	0.9	0.9	0.9
Total Current Liabilities	36.9	32.6	35.9	38.2	40.8
Total Long-term Debt	1.0	11.6	1.0	1.0	1.0
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	2.1	3.1	3.1	3.1	3.1
Total Non-current Liabilities	3.0	14.7	4.1	4.1	4.1
Total Provisions	0.0	0.0	0.0	0.0	0.0
Total Liabilities	39.9	47.3	40.0	42.3	44.9
Shareholders' Equity	333.6	350.3	365.8	383.2	402.4
Minority Interests	23.5	28.5	30.6	32.6	34.6
Total Equity	357.1	378.8	396.4	415.8	437.1

## **Key Ratios**

	Jun-21A	Jun-22A	Jun-23F	Jun-24F	Jun-25F
Revenue Growth	6.3%	(2.3%)	13.3%	6.7%	6.9%
Operating EBITDA Growth	36.5%	(2.5%)	14.3%	6.7%	6.9%
Operating EBITDA Margin	16.1%	16.1%	16.2%	16.2%	16.2%
Net Cash Per Share (RM)	0.49	0.32	0.49	0.51	0.54
BVPS (RM)	1.44	1.51	1.58	1.65	1.74
Gross Interest Cover	75.5	77.0	248.4	266.1	285.1
Effective Tax Rate	25.5%	23.1%	27.0%	27.0%	27.0%
Net Dividend Payout Ratio	12.4%	19.6%	30.9%	28.6%	26.6%
Accounts Receivables Days	90.5	105.1	105.0	108.3	108.0
Inventory Days	219.4	227.4	201.8	173.3	172.3
Accounts Payables Days	45.45	48.00	43.52	44.75	44.59
ROIC (%)	9.6%	10.1%	9.1%	10.5%	10.7%
ROCE (%)	8.54%	8.03%	8.55%	8.89%	9.07%
Return On Average Assets	5.16%	5.40%	5.54%	5.72%	5.83%

Key Drivers					
	Jun-21A	Jun-22A	Jun-23F	Jun-24F	Jun-25F
Transformer revenue growth (%)	-5.0%	5.0%	3.0%	3.0%	3.0%
Lighting segment utilisation rate (%)	40.0%	43.0%	46.0%	49.0%	52.0%
Price per lighting stick	677.0	687.2	697.5	711.4	729.2

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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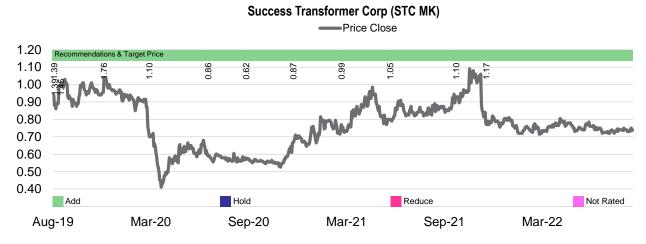
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	Rating Distribution (%)	Investment Banking clients (%)
Add	68.4%	0.8%
Hold	24.6%	0.0%
Reduce	7.0%	0.2%



## Spitzer Chart for stock being researched ( 2 year data )



Recommendation F	ramework
Stock Ratings	Definition:
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