

PropNex Ltd

More resilient than expected



SINGAPORE | REAL ESTATE (AGENCIES) | 3Q20 RESULTS

16 November 2020

- 3Q20 PATMI rose 10.6% YoY to S\$6.8mn, far exceeding our forecast. 9M20 earnings form 111% of our FY20e forecast. Despite lockdown, new project revenue was more resilient than expected.
- Revenue from new projects rose 15% YoY to S\$51.9mn. Higher market share, billing of earlier projects and successful virtual selling were some of the reasons.
- Net cash of S\$94.7mn, up from 3Q19's S\$74.5mn.
- Maintain BUY with a higher DCF TP of S\$0.85, from S\$0.70. Circuit breaker might have affected resale and rental revenue but not new project sales. Yields of 6% and cash flows of S\$28mn p.a. with modest capex and working-capital requirements are what we like about PropNex.

Results at a glance

SGD mn	3Q20	3Q19	YoY	Comments
Revenue	118.5	122.5	-3%	Growth driven by project marketing sales.
- Agency services	66.3	74.7	-11%	
a) Private resale	20.3	24.0	-15%	Resale sentiment has started to improve.
b) HDB resale	17.7	20.5	-14%	
c) Rental	23.4	24.4	-4%	
- Project Marketing	51.9	45.3	15%	Market share gains and higher industry volume
Staff costs	(3.4)	(3.5)	-3%	
Gross profit	13.3	13.2	0%	
Operating profit	8.7	8.1	7%	Includes JSS grant of S\$0.4mn.
PATMI	6.8	6.1	11%	

Source: Company, PSR, JSS = Job Support Scheme

The Positives

+ Project marketing resilient. 2Q20 new home sales for the industry were down 27% YoY. We had expected the weakness to spill into this quarter as there is usually a lag of 2-3 months before revenue is billable. PropNex was resilient due to market-share gains, delays in prior sales due to options re-issuance and its ability to market projects virtually.

+ Cash kept piling up. 9M20 operating cash flow was S\$30mn (9M19: S\$21mn). As capex was minimal at S\$0.2mn, cash buffer should be sufficient to meet our dividend forecast of S\$14.8mn (DPU of 4 cents).

The Negative

- Nil.

Outlook

Resale volumes are recovering as consumer sentiment improves. HDB resales should be supported by enhanced grants for HBD purchasers introduced late last year and delays in BTO completions. Meanwhile, project sales could enter a near-term lull in October and November due to delays in new launches. In September, URA had restricted developers from re-issuing options. Potential buyers will likely need greater clarity and time before disposing of their existing properties and committing to new purchases.

Maintain BUY with higher TP of S\$0.85, up from S\$0.70

We raise our TP as FY20e/FY21e earnings have been increased by 40%/46% to factor in stronger than expected new-project revenue.

BUY (Maintained)

LAST DONE PRICE	SGD 0.680
FORECAST DIV	SGD 0.040
TARGET PRICE	SGD 0.850
TOTAL RETURN	30.9%

COMPANY DATA

BLOOMBERG CODE:	PROP SP Equity
O/S SHARES (MN):	370.0
MARKET CAP (USD mn / SGD mn):	187 / 252
52 - WK HI/LO (SGD):	0.71 / 0.43
3M Average Daily T/O (mn):	0.3

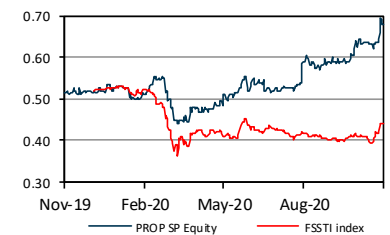
MAJOR SHAREHOLDERS

P&N HOLDINGS PTE LTD	55.6%
ISMAIL MOHAMED	9.1%
SEONG KELVIN FONG KENG	8.2%

PRICE PERFORMANCE (%)

	1MTH	3MTH	1YR
COMPANY	7.1	19.2	41.3
STI RETURN	5.9	5.6	(12.6)

PRICE VS. STI



Source: Bloomberg, PSR

KEY FINANCIALS

Y/E Dec, SGD (mn)	FY18	FY19	FY20e	FY21e
Revenue	431.5	419.8	480.2	507.2
Gross Profit	41.4	44.3	51.9	55.3
Operating Profit	26.4	25.6	23.9	25.1
PAT	19.4	20.0	27.1	27.9
P/E (x)	13.0	12.6	9.3	9.0
P/B (x)	3.6	3.5	2.9	2.5
EPS, SGD cents	5.2	5.4	7.3	7.6
DPS, SGD cents	3.5	3.5	4.0	4.5
Dividend yield, %	5.1	5.1	5.9	6.6
ROE	27.6%	27.9%	31.2%	27.6%

Source: Company Data, PSR

Valuation Method

DCF (Cost of equity 11.0%, Terminal growth 0%)

Paul Chew (+65 6212 1851)

Head of Research

paulchewkl@phillip.com.sg

Financials

Income Statement

SGD mn, Y/E Dec	FY17	FY18	FY19	FY20e	FY21e
Revenue	331.9	431.5	419.8	480.2	507.2
Cost of services	(298.1)	(390.2)	(375.5)	(428.3)	(451.9)
Gross profit	33.8	41.4	44.3	51.9	55.3
Staff costs	(8.3)	(12.1)	(12.8)	(13.8)	(13.5)
Finance and other income	2.9	4.2	6.9	7.5	5.2
Other costs and expenses	(6.2)	(7.1)	(12.8)	(11.2)	(11.8)
Operating profit	22.2	26.4	25.6	34.3	35.1
Profit before tax	22.2	26.4	25.6	34.3	35.1
Tax	(3.3)	(4.4)	(4.5)	(5.5)	(6.0)
PAT	18.9	21.9	21.1	28.8	29.1
Minority Interest	(2.6)	(2.5)	(1.1)	(1.7)	(1.2)
PATMI	16.3	19.4	20.0	27.1	27.9

Per share data

SGD cents, Y/E Dec	FY17	FY18	FY19	FY20e	FY21e
EPS	4.4	5.2	5.4	7.3	7.6
DPS	2.6	3.5	3.5	4.0	4.5
NAV per share	5.7	19.0	19.4	23.5	27.3

Cash Flow

SGD mn, Y/E Dec	FY17	FY18	FY19	FY20e	FY21e
CFO					
PAT	18.9	21.9	21.1	28.8	29.1
Adjustments	4.8	4.7	8.2	8.6	8.7
WC changes	1.1	(0.5)	5.0	(3.4)	0.2
Interest and Taxes paid, others	(1.1)	(3.0)	(5.0)	(5.5)	(6.0)
Cashflow from operations	23.7	23.2	29.3	28.5	32.1
CFI					
Acquisition of plant and equipment	(1.5)	(1.8)	(1.9)	(2.0)	(2.0)
Others	0.1	0.5	0.8	-	-
Cashflow from investments	(1.4)	(1.3)	(1.0)	(2.0)	(2.0)
CFE					
Payment of dividends	(10.8)	(13.3)	(19.6)	(13.9)	(14.8)
Others	-	39.4	-	-	-
Cashflow from financing	(10.8)	26.1	(22.4)	(14.9)	(15.8)
Net change in cash	11.5	48.0	5.9	11.6	14.3
CCE, end	27.6	75.6	81.5	93.2	107.5

Source: Company, Phillip Securities Research (Singapore) Estimates

Balance Sheet

SGD mn, Y/E Dec	FY17	FY18	FY19	FY20e	FY21e
ASSETS					
PP&E	1.7	2.8	3.5	4.1	4.9
Others	0.0	0.2	5.9	4.1	2.6
Total non-current assets	1.8	3.0	9.4	8.2	7.4
Trade & other receivables	62.9	63.5	63.5	74.4	78.6
Cash and cash equivalents	27.7	75.7	81.6	93.3	107.5
Total current assets	90.6	139.1	145.1	167.7	186.1
Total Assets	92.4	142.1	154.4	175.9	193.6
LIABILITIES					
Trade & other payables	67.2	65.8	71.7	79.2	83.6
Current tax liabilities	(3.2)	(4.9)	(4.3)	(4.3)	(4.3)
Others	0.6	0.9	1.0	1.0	1.0
Total current liabilities	71.1	71.5	79.5	86.0	89.4
Deferred tax liability	0.1	0.2	0.2	0.2	0.2
Total non-current liabilities	0.1	0.2	3.0	3.0	3.0
Total Liabilities	71.2	71.7	82.5	89.1	92.4
EQUITY					
Share capital	0.4	57.5	57.5	57.5	57.5
Merger reserve	0.0	(17.7)	(17.7)	(17.7)	(17.7)
Translation reserve	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Capital reserve	0.6	0.6	0.6	0.6	0.6
Accumulated profits	17.1	26.4	28.9	42.1	55.3
Non-controlling interests	3.1	3.5	2.6	4.3	5.4
Total Equity	21.2	70.4	71.9	86.8	101.1

Valuation Ratios

Y/E Dec	FY17	FY18	FY19	FY20e	FY21e
P/E (x)	15.5	13.0	12.6	9.3	9.0
P/B (x)	11.9	3.6	3.5	2.9	2.5
Dividend Yield (%)	3.9	5.1	5.1	5.9	6.6

Growth & Margins

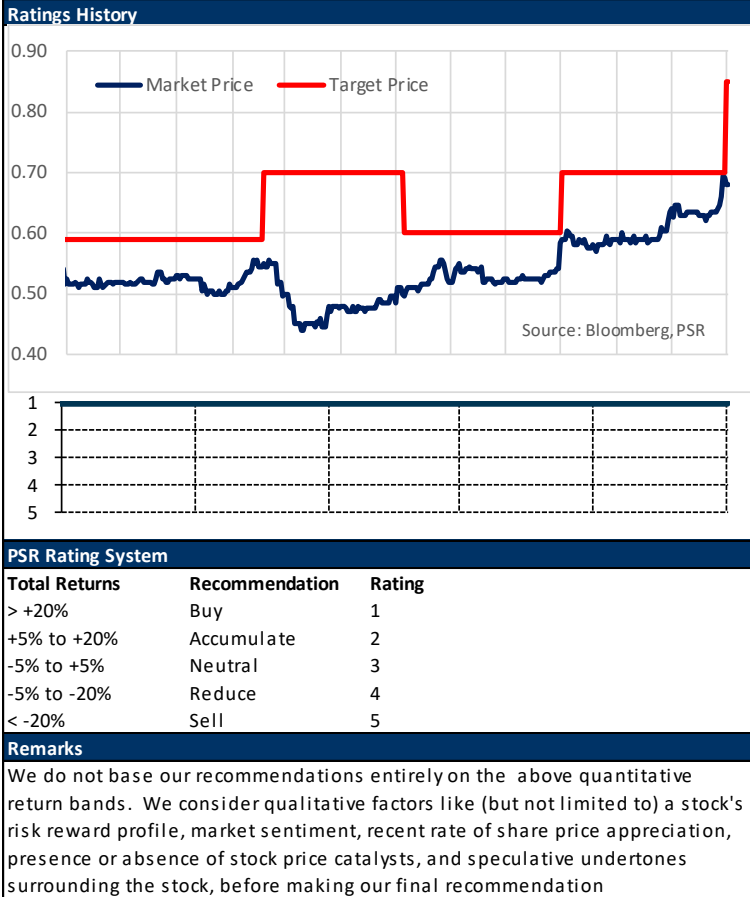
	FY17	FY18	FY19	FY20e	FY21e
Growth					
Revenue	35.4%	30.0%	-2.7%	14.4%	5.6%
Gross profit	76.4%	22.5%	7.1%	17.0%	6.6%
PBT	122.4%	19.0%	-3.0%	34.0%	2.3%
PAT	113.7%	19.3%	3.2%	35.1%	3.2%

Margins

	FY17	FY18	FY19	FY20e	FY21e
GP margin	10.2%	9.6%	10.6%	10.8%	10.9%
PBT margin	6.7%	6.1%	6.1%	7.1%	6.9%
PAT Margin	4.9%	4.5%	4.8%	5.6%	5.5%

Key Ratios

	FY17	FY18	FY19	FY20e	FY21e
ROE (%)	76.9%	27.6%	27.9%	31.2%	27.6%
ROA (%)	17.6%	13.7%	13.0%	15.4%	14.4%
Gearing (x)	Net Cash	Net Cash	Net Cash	Net Cash	Net Cash



Contact Information (Singapore Research Team)

Head of Research

Paul Chew – paulchewkl@phillip.com.sg

Research Admin

Siti Nursyazwina – syazwina@phillip.com.sg

Consumer | Industrial

Terence Chua – terencechuatl@phillip.com.sg

Property | REITs

Natalie Ong – natalieongpf@phillip.com.sg

Banking & Finance | Healthcare

Tay Wee Kuang – taywk@phillip.com.sg

Small-Mid Cap

Tan Jie Hui – tanjh@phillip.com.sg

Small-Mid Cap

Vivian Ye Qianwei – yeqw@phillip.com.sg

Credit Analyst (Bonds)

Timothy Ang – timothyang@phillip.com.sg

US Equity

Yeap Jun Rong – yeapjr@phillip.com.sg

Technical Analyst

Chua Wei Ren – chuawr@phillip.com.sg

Contact Information (Regional Member Companies)

SINGAPORE

Phillip Securities Pte Ltd
Raffles City Tower
250, North Bridge Road #06-00
Singapore 179101
Tel +65 6533 6001
Fax +65 6535 6631
Website: www.poems.com.sg

JAPAN

Phillip Securities Japan, Ltd.
4-2 Nihonbashi Kabuto-cho Chuo-ku,
Tokyo 103-0026
Tel +81-3 3666 2101
Fax +81-3 3666 6090
Website: www.phillip.co.jp

THAILAND

Phillip Securities (Thailand) Public Co. Ltd
15th Floor, Vorawat Building,
849 Silom Road, Silom, Bangrak,
Bangkok 10500 Thailand
Tel +66-2 6351700 / 22680999
Fax +66-2 22680921
Website www.phillip.co.th

UNITED STATES

Phillip Capital Inc
141 W Jackson Blvd Ste 3050
The Chicago Board of Trade Building
Chicago, IL 60604 USA
Tel +1-312 356 9000
Fax +1-312 356 9005
Website: www.phillipusa.com

INDIA

PhillipCapital (India) Private Limited
No.1, 18th Floor, Urmi Estate
95, Ganpatrao Kadam Marg
Lower Parel West, Mumbai 400-013
Maharashtra, India
Tel: +91-22-2300 2999 / Fax: +91-22-2300 2969
Website: www.phillipcapital.in

MALAYSIA

Phillip Capital Management Sdn Bhd
B-3-6 Block B Level 3 Megan Avenue II,
No. 12, Jalan Yap Kwan Seng, 50450
Kuala Lumpur
Tel +603 2162 8841
Fax +603 2166 5099
Website: www.poems.com.my

INDONESIA

PT Phillip Securities Indonesia
ANZ Tower Level 23B,
Jl Jend Sudirman Kav 33A
Jakarta 10220 – Indonesia
Tel +62-21 5790 0800
Fax +62-21 5790 0809
Website: www.phillip.co.id

FRANCE

King & Shaxson Capital Limited
3rd Floor, 35 Rue de la Bienfaisance 75008
Paris France
Tel +33-1 45633100
Fax +33-1 45636017
Website: www.kingandshaxson.com

AUSTRALIA

Phillip Capital Limited
Level 10, 330 Collins Street
Melbourne, Victoria 3000, Australia
Tel +61-03 8633 9803
Fax +61-03 8633 9899
Website: www.phillipcapital.com.au

TURKEY

PhillipCapital Menkul Degerler
Dr. Cemil Bengü Cad. Hak Is Merkezi
No. 2 Kat. 6A Caglayan
34403 Istanbul, Turkey
Tel: 0212 296 84 84
Fax: 0212 233 69 29
Website: www.phillipcapital.com.tr

HONG KONG

Phillip Securities (HK) Ltd
11/F United Centre 95 Queensway
Hong Kong
Tel +852 2277 6600
Fax +852 2868 5307
Websites: www.phillip.com.hk

CHINA

Phillip Financial Advisory (Shanghai) Co Ltd
No 550 Yan An East Road,
Ocean Tower Unit 2318,
Postal code 200001
Tel +86-21 5169 9200
Fax +86-21 6351 2940
Website: www.phillip.com.cn

UNITED KINGDOM

King & Shaxson Capital Limited
6th Floor, Candlewick House,
120 Cannon Street,
London, EC4N 6AS
Tel +44-20 7426 5950
Fax +44-20 7626 1757
Website: www.kingandshaxson.com

CAMBODIA

Phillip Bank Plc
Ground Floor of B-Office Centre, #61-64,
Norodom Blvd Corner Street 306, Sangkat
Boeung Keng Kang 1, Khan Chamkamorn,
Phnom Penh, Cambodia
Tel: 855 (0) 7796 6151/855 (0) 1620 0769
Website: www.phillipbank.com.kh

DUBAI

Phillip Futures DMCC
Member of the Dubai Gold and
Commodities Exchange (DGCX)
Unit No 601, Plot No 58, White Crown Bldg,
Sheikh Zayed Road, P.O.Box 212291
Dubai-UAE
Tel: +971-4-3325052 / Fax: + 971-4-3328895

Important Information

This report is prepared and/or distributed by Phillip Securities Research Pte Ltd ("Phillip Securities Research"), which is a holder of a financial adviser's licence under the Financial Advisers Act, Chapter 110 in Singapore.

By receiving or reading this report, you agree to be bound by the terms and limitations set out below. Any failure to comply with these terms and limitations may constitute a violation of law. This report has been provided to you for personal use only and shall not be reproduced, distributed or published by you in whole or in part, for any purpose. If you have received this report by mistake, please delete or destroy it, and notify the sender immediately.

The information and any analysis, forecasts, projections, expectations and opinions (collectively, the "Research") contained in this report has been obtained from public sources which Phillip Securities Research believes to be reliable. However, Phillip Securities Research does not make any representation or warranty, express or implied that such information or Research is accurate, complete or appropriate or should be relied upon as such. Any such information or Research contained in this report is subject to change, and Phillip Securities Research shall not have any responsibility to maintain or update the information or Research made available or to supply any corrections, updates or releases in connection therewith.

Any opinions, forecasts, assumptions, estimates, valuations and prices contained in this report are as of the date indicated and are subject to change at any time without prior notice. Past performance of any product referred to in this report is not indicative of future results.

This report does not constitute, and should not be used as a substitute for, tax, legal or investment advice. This report should not be relied upon exclusively or as authoritative, without further being subject to the recipient's own independent verification and exercise of judgment. The fact that this report has been made available constitutes neither a recommendation to enter into a particular transaction, nor a representation that any product described in this report is suitable or appropriate for the recipient. Recipients should be aware that many of the products, which may be described in this report involve significant risks and may not be suitable for all investors, and that any decision to enter into transactions involving such products should not be made, unless all such risks are understood and an independent determination has been made that such transactions would be appropriate. Any discussion of the risks contained herein with respect to any product should not be considered to be a disclosure of all risks or a complete discussion of such risks.

Nothing in this report shall be construed to be an offer or solicitation for the purchase or sale of any product. Any decision to purchase any product mentioned in this report should take into account existing public information, including any registered prospectus in respect of such product.

Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report, may provide an array of financial services to a large number of corporations in Singapore and worldwide, including but not limited to commercial / investment banking activities (including sponsorship, financial advisory or underwriting activities), brokerage or securities trading activities. Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report, may have participated in or invested in transactions with the issuer(s) of the securities mentioned in this report, and may have performed services for or solicited business from such issuers. Additionally, Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report, may have provided advice or investment services to such companies and investments or related investments, as may be mentioned in this report.

Phillip Securities Research or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report may, from time to time maintain a long or short position in securities referred to herein, or in related futures or options, purchase or sell, make a market in, or engage in any other transaction involving such securities, and earn brokerage or other compensation in respect of the foregoing. Investments will be denominated in various currencies including US dollars and Euro and thus will be subject to any fluctuation in exchange rates between US dollars and Euro or foreign currencies and the currency of your own jurisdiction. Such fluctuations may have an adverse effect on the value, price or income return of the investment.

To the extent permitted by law, Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report, may at any time engage in any of the above activities as set out above or otherwise hold an interest, whether material or not, in respect of companies and investments or related investments, which may be mentioned in this report. Accordingly, information may be available to Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report, which is not reflected in this report, and Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report, may, to the extent permitted by law, have acted upon or used the information prior to or immediately following its publication. Phillip Securities Research, or persons associated with or connected to Phillip Securities Research, including but not limited to its officers, directors, employees or persons involved in the issuance of this report, may have issued other material that is inconsistent with, or reach different conclusions from, the contents of this report.

The information, tools and material presented herein are not directed, intended for distribution to or use by, any person or entity in any jurisdiction or country where such distribution, publication, availability or use would be contrary to the applicable law or regulation or which would subject Phillip Securities Research to any registration or licensing or other requirement, or penalty for contravention of such requirements within such jurisdiction.

This report is intended for general circulation only and does not take into account the specific investment objectives, financial situation or particular needs of any particular person. The products mentioned in this report may not be suitable for all investors and a person receiving or reading this report should seek advice from a professional and financial adviser regarding the legal, business, financial, tax and other aspects including the suitability of such products, taking into account the specific investment objectives, financial situation or particular needs of that person, before making a commitment to invest in any of such products.

This report is not intended for distribution, publication to or use by any person in any jurisdiction outside of Singapore or any other jurisdiction as Phillip Securities Research may determine in its absolute discretion.

IMPORTANT DISCLOSURES FOR INCLUDED RESEARCH ANALYSES OR REPORTS OF FOREIGN RESEARCH HOUSES

Where the report contains research analyses or reports from a foreign research house, please note:

- (i) recipients of the analyses or reports are to contact Phillip Securities Research (and not the relevant foreign research house) in Singapore at 250 North Bridge Road, #06-00 Raffles City Tower, Singapore 179101, telephone number +65 6533 6001, in respect of any matters arising from, or in connection with, the analyses or reports; and
- (ii) to the extent that the analyses or reports are delivered to and intended to be received by any person in Singapore who is not an accredited investor, expert investor or institutional investor, Phillip Securities Research accepts legal responsibility for the contents of the analyses or reports.