Singapore Company Guide China Merchants Hldgs (Pacific)

Edition 1 Version 1 | Bloomberg: CMH SP | Reuters: CAEP.SI

Refer to important disclosures at the end of this report

DBS Group Research . Equity

13 Oct 2015

BUY

Last Traded Price: S\$0.91 (STI : 3,032.11) Price Target : S\$1.45 (59% upside)

Potential Catalyst: Earnings growth and execution

Analyst

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Forecasts and Valuation				
FY Dec (HK\$ m)	2014A	2015F	2016F	2017F
Revenue	2,019	2,271	2,762	3,033
EBITDA	1,900	2,054	2,511	2,759
Pre-tax Profit	1,348	1,548	1,514	1,733
Net Profit	739	932	853	1,004
Net Pft (Pre Ex.)	675	714	853	1,004
EPS (S cts)	11.0	12.2	8.2	9.7
EPS Pre Ex. (S cts)	10.1	9.4	8.2	9.7
EPS Gth (%)	7	11	(33)	18
EPS Gth Pre Ex (%)	6	(7)	(12)	18
Diluted EPS (S cts)	11.0	12.2	8.2	9.7
Net DPS (S cts)	7.0	7.0	7.0	7.0
BV Per Share (S cts)	95.1	106.8	109.2	112.1
PE (X)	8.2	7.4	11.1	9.4
PE Pre Ex. (X)	9.0	9.7	11.1	9.4
P/Cash Flow (X)	5.0	4.5	5.9	5.2
ev/ebitda (X)	6.2	8.6	7.6	6.5
Net Div Yield (%)	7.7	7.7	7.7	7.7
P/Book Value (X)	1.0	0.9	0.8	0.8
Net Debt/Equity (X)	0.4	0.6	0.5	0.4
ROAE (%)	11.6	8.4	7.5	8.6
Earnings Rev (%):		-	(4)	(4)
Other Broker Recs:		B: 2	S: 0	H: 0

Source of all data: Company, DBS Bank, Bloomberg Finance L.P

GROWING GREATNESS

Acquisitions to drive bottom line expansion. The recently completed acquisitions of Jiurui Expressway and three toll roads in Guangxi Zhuang Autonomous Region should propel the group's top and bottom lines in the medium to long term. We project CMHP's core earnings will grow by nearly 50% from HK\$675m in 2014 to HK\$1,004m by 2017F, driven by contribution from these recent acquisitions.

Value-accretive acquisitions a potential catalyst. Over the last four years, the group has acquired six expressways, disposed off a Class 1 highway (Yuyao Highway), and its property development business in New Zealand, which have streamlined and expanded its core expressway business. We believe the group will continue to look for expressway acquisitions to expand its business, which could be a catalyst for a re-rating of its share price.

Consistent and attractive dividend yields. CMHP has been consistently paying attractive dividends to its shareholders (7Scts per share per annum in the last two years). We project CMHP will maintain 7Scts payout for FY15 and FY16 (<85% payout), translating into an attractive 7.7% yield currently.

Valuation:

Our 12-month target price of \$\$1.45 is based on DCF valuation with WACC of 9.8%, and offers >60% upside. We see the stock re-rating as it delivers earnings growth.

Key Risks to Our View:

Exposure to Chinese economy and regulatory risks. Key risks for the group are a) its 100% exposure to the Chinese economy and Rmb, b) its earnings would be negatively impacted if toll rate tariffs are revised downwards.

At A Glance

Issued Capital (m shrs)	1,196
Mkt. Cap (S\$m/US\$m)	1,089 / 781
Major Shareholders	
China Merchants Group (%)	75.9
Liu Qiang (%)	6.0
Free Float (%)	18.1
3m Avg. Daily Val (US\$m)	0.52
ICB Industry : Industrials / Industrial Transportation	



CRITICAL DATA POINTS TO WATCH

Earnings Drivers:

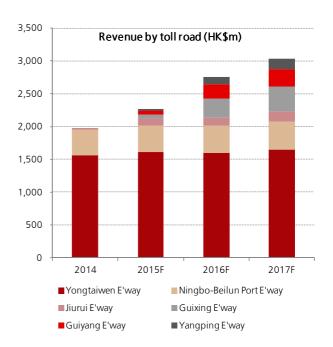
New road acquisitions to help drive revenue growth. We project the group's total revenue to grow from HK\$2,019m in FY14 to HK\$3,033 by 2017F, or c. 50%, driven largely by contribution from newly acquired roads Jiurui E'way (acquired end-2014), Guiyang E'way, Guixing E'way and Yangping E'way (all three were acquired end-2015). Revenue contribution from these four roads is expected to amount to HK\$954m in 2017F or 31.5% of group revenue. Meanwhile, revenue from the more mature Yongtaiwen E'way and Ningbo-Beilun Port E'way are expected to increase at a modest pace.

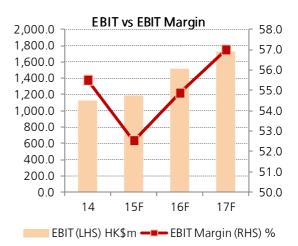
Expect modest traffic volume growth for mature roads, and stronger growth for younger roads. For mature roads like the Yongtaiwen E'way and Ningbo-Beilun Port E'way, we are projecting 3%-4% per annum growth in traffic volumes in the medium to long-term while for the younger, newly acquired roads, traffic volume growth is projected (by independent traffic consultants) to range from the mid-teens to over 20% per annum over the next few years, driven by rapid economic growth in the less developed regions of Jiangxi and Guangxi, as well as increased connections to these roads over time. Beyond 2017, traffic on these young roads are still projected to grow at least in the high single digits to low teens.

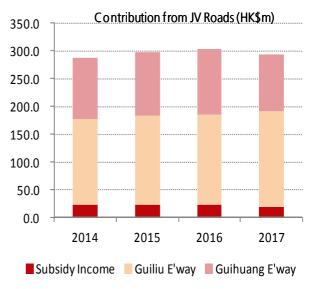
Stable earnings contribution from JV roads. We expect contribution from the group's two jointly controlled roads Guiliu E'way and Guihuang Highway, to be stable at between HK\$294m to HK\$303m over the next few years, as these are fairly mature roads with predictable cash flows and earnings.

No rate hike assumed in our projections. Toll rates are determined at the provincial level, and while toll road companies can propose changes to toll rate schemes to the respective provincial government, the final decision lies with the provincial government. Although there have been instances of rate hikes in recent years in various provinces, we have not assumed any rate hikes for any of the group's toll roads in the short or long term. This represents upside risk to our long term revenue forecasts, and ultimately DCF-based valuation for CMHP.

14% net profit CAGR over 2014 to 2017F. Driven by steady growth in revenue, we project the group's EBIT to grow by 54% from HK\$1,121m in 2014 to HK\$1,729m in 2017F. Coupled with stable contribution from jointly controlled roads, this should drive net earnings to grow by c. 50% from HK\$675m in 2014 to HK\$1,1004m by 2017F.





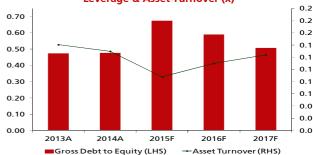


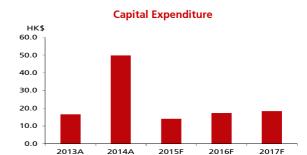
Source: Company, DBS Bank

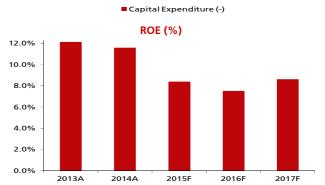
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Company Guide China Merchants Hldgs (Pacific)

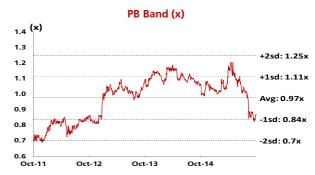
Leverage & Asset Turnover (x)













Comfortable gearing position following recent rights issue to fund acquisitions. The group recently completed a rights issue that raised S\$599.5m in gross proceeds (>99% was taken up by the parent company, China Merchants Group), which will be used to partially fund the Rmb3.04bn acquisition of three toll roads in Guangxi. With the remainder of the consideration to be funded by debt, we estimate that the group's net debt to equity ratio will rise from 0.36x at the end of 2014 to 0.59x by end-2015F. Thereafter, we project net gearing to subsequently fall to 0.51x by end-2016 and 0.42x by end-2017 on positive free cash flow generation from its toll road operations.

Share Price Drivers:

Earnings improvement to drive share price re-rating.

Following the acquisition of the three roads in Guangxi, we project CMHP's core earnings to improve 20% in 2016F to HK\$853m, and 18% in 2017F to HK\$1,004m. In EPS terms, this translates to a 12% decline (due to dilution from the rights issue) to 8.4Scts in 2016F and 18% growth in 2017F to 9.9Scts. A sustained improvement in earnings could drive a re-rating of its share price.

Value-accretive acquisitions a potential catalyst. Over the last four years, the group has acquired six expressways, disposed off a Class 1 highway (Yuyao Highway), and its property development business in New Zealand, which has streamlined and expanded its core expressway business. We believe the group will continue to look for expressway acquisitions to expand its business, which could be a re-rating catalyst for its share price.

Key Risks:

Exposed to China's growth. CMHP's core earnings are derived entirely from its toll road operations in China, which leaves it vulnerable to China's country risks. As the group's functional currency is the Rmb, EPS in S\$ terms is subject to SGD-Rmb volatility.

Regulatory changes could affect earnings. Any downward revision in tariff rates would hurt the group's bottom line and cash flows.

COMPANY BACKGROUND

China Merchants Holdings (Pacific) currently operates eight toll roads in China, with a total length of 576km, in four different provinces (Zhejiang, Guangxi Zhuang Autonomous Region, Jiangxi and Guizhou) in the country. It is majorityowned by China Merchants Group.

Company Guide

China Merchants Hldgs (Pacific)

Income Statement (HK\$ m)

ncome Statement (HK\$ m)	20124	20144	20155	20165	20175
FY Dec	2013A	2014A	2015F	2016F	2017F
Revenue	1,886	2,019	2,271	2,762	3,033
Cost of Goods Sold	(841)	(907)	(967)	(1,095)	(1,148)
Gross Profit	1,045	1,113	1,303	1,666	1,884
Other Opng (Exp)/Inc	(60)	8	(110)	(151)	(156)
Operating Profit	985	1,121	1,193	1,515	1,729
Other Non Opg (Exp)/Inc	22	24	24	24	20
Associates & JV Inc	248	264	275	280	274
Net Interest (Exp)/Inc	(154)	(125)	(161)	(305)	(289)
Exceptional Gain/(Loss)	49	64	218	0	0
Pre-tax Profit	1,150	1,348	1,548	1,514	1,733
Tax	(253)	(289)	(283)	(328)	(385)
Minority Interest	(283)	(320)	(333)	(333)	(345)
Preference Dividend	6	0	0	0	0
Net Profit	620	739	932	853	1,004
Net Profit before Except.	571	675	714	853	1,004
EBITDA	1,731	1,900	2,054	2,511	2,759
Growth					
Revenue Gth (%)	30.6	7.1	12.4	21.6	9.8
EBITDA Gth (%)	35.4	9.8	8.1	22.3	9.8
Opg Profit Gth (%)	32.3	13.8	6.4	27.0	14.1
Net Profit Gth (Pre-ex) (%)	48.2	18.2	5.7	19.5	17.6
Margins & Ratio					
Gross Margins (%)	55.4	55.1	57.4	60.3	62.1
Opg Profit Margin (%)	52.2	55.5	52.5	54.9	57.0
Net Profit Margin (%)	32.9	36.6	41.0	30.9	33.1
ROAE (%)	12.1	11.6	8.4	7.5	8.6
ROA (%)	4.6	4.7	3.6	3.4	4.1
ROCE (%)	6.3	6.2	4.1	5.1	6.0
Div Payout Ratio (%)	50.3	56.4	64.4	82.7	75.4
Net Interest Cover (x)	6.4	9.0	7.4	5.0	6.0

Source: Company, DBS Bank





FY Dec 2Q2014 4Q2014 1Q2015 2Q2015 3Q2014 494 Revenue 529 532 494 537 Cost of Goods Sold (216)(219) (260) (219) (221) 310 316 Gross Profit 278 272 276 Other Oper. (Exp)/Inc 10 26 (16)(13)22 **Operating Profit** 289 336 255 263 338 Other Non Opg (Exp)/Inc 6 6 6 6 6 71 72 45 64 64 Associates & JV Inc Net Interest (Exp)/Inc (32) (28) (34) (33) (28) Exceptional Gain/(Loss) 68 0 0 0 0 **Pre-tax Profit** 385 272 299 379 402 (70) (82) (70) (74)(89) Tax Minority Interest (83) (92) (82) (95) (71)Net Profit 195 249 211 131 142 Net profit bef Except. 181 211 131 142 195 EBITDA 334 385 272 299 379 Growth Revenue Gth (%) 6.4 7.0 0.7 (7.1)8.6 14.0 (29.3)9.9 26.9 EBITDA Gth (%) 15.3 Opg Profit Gth (%) 19.8 16.2 (23.9) 2.9 28.7 Net Profit Gth (Pre-ex) (%) 18.9 16.6 (37.8) 8.4 37.1 Margins 56.3 58.6 51.1 55.8 58.8 Gross Margins (%) Opg Profit Margins (%) 58.4 63.5 48.0 53.2 63.0 Net Profit Margins (%) 50.5 39.9 24.7 28.8 36.3 Balance Sheet (HK\$ m) 2014A 2015F 2017F FY Dec 2013A 2016F Net Fixed Assets 188 209 195 178 160 1,551 Invts in Associates & JVs 1,927 1,702 1,626 1,475 Other LT Assets 9,285 12,429 22,784 22,126 21,426 1,448 1,049 1,119 Cash & ST Invts 1,215 1,123 Inventory 1 1 1 1 1 71 200 200 200 200 Debtors Other Current Assets 512 0 0 0 0 **Total Assets** 13,432 15,591 25,925 25,178 24,476 ST Debt 249 402 402 402 402 Creditor 482 633 633 633 633 Other Current Liab 807 660 1,331 1,331 1,331 LT Debt 3,419 3,845 8,800 7,800 6,800 Other LT Liabilities 1,121 1.121 1,121 1,121 713 Shareholder's Equity 5,109 6,374 11,082 11,335 11,633 2,556 2,556 2,556 2,556 Minority Interests 2,652 Total Cap. & Liab. 15,591 25,925 13,432 25,178 24,476 (1,093) (1,764) Non-Cash Wkg. Capital (706) (1.764)(1,764)Net Cash/(Debt) (3,198) (8,083) (7,079)(5,987) (2, 220)Debtors Turn (avg days) 36 1 32 1 26.4 24.0 137 560.9 Creditors Turn (avg days) 482.4 556.9 571.1 573.6 Inventory Turn (avg days) 0.8 0.9 0.9 0.9 0.9 Asset Turnover (x) 0.1 0.1 0.1 0.1 0.1 Current Ratio (x) 0.7 0.6 0.6 1.3 0.6 Quick Ratio (x) 1.0 0.7 0.6 0.6 0.6 Net Debt/Equity (X) 0.3 0.4 0.6 0.5 0.4 Net Debt/Equity ex MI (X) 0.4 0.5 0.7 0.6 0.5

Quarterly / Interim Income Statement (HK\$ m)

Source: Company, DBS Bank

Capex to Debt (%) Z-Score (X) 05

1.4

12

1.2

02

0.7

02

0.8

03

0.9

Three new roads

acquired in 2015

Company Guide

China Merchants Hldgs (Pacific)

Cash Flow Statement (HK\$ m)

FY Dec	2013A	2014A	2015F	2016F	2017F
Pre-Tax Profit	1,101	1,348	1,548	1,514	1,733
Dep. & Amort.	477	506	563	692	736
Tax Paid	(198)	(337)	(283)	(328)	(385)
Assoc. & JV Inc/(loss)	(248)	(264)	(275)	(280)	(274)
Chg in Wkg.Cap.	(28)	88	0	0	0
Other Operating CF	2	(131)	0	0	0
Net Operating CF	1,107	1,209	1,553	1,599	1,811
Capital Exp.(net)	(17)	(50)	(14)	(17)	(18)
Other Invts.(net)	0	(695)	(5,326)	0	0
Invts in Assoc. & JV	76	104	104	104	104
Div from Assoc & JV	234	373	247	252	246
Other Investing CF	0	0	0	0	0
Net Investing CF	293	(269)	(4,990)	338	332
Div Paid	(427)	(754)	(750)	(934)	(1,051)
Chg in Gross Debt	(839)	(607)	848	(1,000)	(1,000)
Capital Issues	0	25	3,409	0	0
Other Financing CF	0	0	0	0	0
Net Financing CF	(1,266)	(1,335)	3,507	(1,934)	(2,051)
Currency Adjustments	58	(5)	0	0	0
Chg in Cash	193	(400)	70	4	92
Opg CFPS (HK cts)	104.8	93.0	113.3	85.6	97.0
Free CFPS (HK cts)	100.7	96.2	112.2	84.7	96.0

Source: Company, DBS Bank

Target Price & Ratings History



S.No.	Date	Closing Price	Target Price	Rating
1:	17 Oct 14	0.84	1.36	BUY
2:	07 Nov 14	0.88	1.36	BUY
3:	20 Jan 15	0.93	1.36	BUY
4:	02 Mar 15	1.02	1.35	BUY
5:	04 May 15	1.09	1.35	BUY
6:	25 Jun 15	1.08	1.54	BUY
7:	10 Aug 15	1.03	1.45	BUY

Source: DBS Bank





DBS Bank recommendations are based an Absolute Total Return* Rating system, defined as follows:

STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)

BUY (>15% total return over the next 12 months for small caps, >10% for large caps)

HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)

FULLY VALUED (negative total return i.e. > -10% over the next 12 months)

SELL (negative total return of > -20% over the next 3 months, with identifiable catalysts within this time frame)

Share price appreciation + dividends

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	/ · Wong Ming Tek, Executive Director, ADBSR
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