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Sunway Construction SCOG.KL SCGB MK

Global Markets Research 22 November 2024

EQUITY: ENGINEERING & CONSTRUCTION

3Q24: Earnings from DC jobs ramp up Quick Note

Results snapshot – core earnings still slightly below: SunCon's 3Q24 net income of MYR46mn was up 33% y-y and 20% q-q. The sequential growth in earnings was driven by an acceleration in data centre (DC) project billings, and a ~MYR10mn reversal of previously recognized provisions during the quarter related to a legacy hospital project. 9M24 net income formed 63%/66% of our/Bloomberg consensus FY24 estimates, as the pace of recognition from the new DC projects has not yet fully ramped up.

SunCon's net gearing ratio currently stands at 0.34x vs a net cash position of MYR55mn as of end-2022 and net gearing of 0.51x as of end-2023, due to receivables from Indian highways and LSS4 projects which have deferred payment terms.

SunCon declared a second interim dividend of 2.50 sen which came as a surprise to us, as it does not usually declare a dividend in 3Q. One reason for this might be the upcoming introduction of dividend tax in 2025, in our view, and so this 3Q dividend might be a one-off. There was also no change to the company's payout ratio guidance (50-60%, 9M24: 66%).

Construction segment review: Construction revenue for 3Q24 was at MYR832mn, up 39% q-q, driven by the progress in data centre projects. PBT was up 46% q-q, with PBT margin at 8.2% in 3Q24 vs 7.8% in 4Q24. Outstanding orderbook from DC projects stands at MYR3.85bn, and based on our calculations DC jobs burn rate in 3Q24 was at MYR369mn. Management expects DC jobs burn rate to increase further in 4Q24 given project schedules, and further 4Q is also a seasonally strong quarter for the company. As a result, we should see a further pickup in 4Q24F results.

New orderbook replenishment in YTD 2024 stands at MYR4bn, which is within SunCon's orderbook replenishment target of MYR4-5bn for FY24E. With just a month remaining till year-end, management does not foresee any new major job wins for the remainder of the year, and any potential upsizing from existing DC jobs is now expected to come only in 2025. The company's outstanding orderbook currently stands at MYR7.1bn, while the active tender book stands at MYR10.6bn (down from MYR13.7bn as of end-2Q24). Management believes that it will be able to repeat 2024's strong orderbook replenishment next year as well, with MYR4-5bn of new jobs possible. Main contributions to this should be DC projects, warehousing and some E&E factory projects, Sunway Carnival mall in Penang (internal project) and selective infrastructure jobs.

The company reported operating cash flows (OCF) of MYR23mn vs MYR149mn in 2Q24. Long-term receivables balance reduced to MYR374mn vs MYR437mn as of end-2Q24 on its balance sheet. These receivables relate to its two India projects (which have deferred the payment terms for 60% of the project value) and also two LSS4 (Large Scale Solar 4) projects (payment terms 3-6 months after commercial operations date [COD]).

SunCon received a commercial operation date for one of the India highway projects (Meensurutti - Chidambarm) in mid-Feb'24 and has received one annuity payment, and signed a settlement agreement for the other TJ (Thorapalli Jittandahhalli) highway project in India, which removes uncertainty about the status of the project, and sets a definite timeline for the project conclusion, which can pave the way for monetizing receivables by 2025. in our view.

According to management, next year's minimum wage hike, proposed EPF for foreign workers, and subsidy rationalization may lead to an increase in costs, which might impact margins.

Rating Remains	Buy
Target price Remains	MYR 4.80
Closing price 21 November 2024	MYR 4.43

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Pre-cast segment review: Precast revenue/PBT for 3Q24 came in at MYR34mn/ MYR2mn (-38%/ -40% q-q). PBT margin was flat q-q. Management expects precast earnings to grow in 2025 as there has been some delay in the delivery of new projects.

Reiterate Buy: With another strong year of job wins likely in 2025F, we think the stock will maintain its positive momentum. Likely catalysts for the stock are a sharp acceleration in earnings as project progress accelerates, further phases of data center projects, and receivables monetization. Our target price of MYR4.80 is based on target P/E of 19x on FY25F EPS of 25sen. The stock currently trades at 17.8x FY25F P/E.

Fig. 1: SunCon - 9M24 results snapshot

MYR mn	9M24	NMR FY24F	as % of NMR	Cons FY24F	as % of cons
Revenue	2,121	3,465	61%	3,111	68%
Adj PBT	162	242	67%	232	70%
Adj NPATAMI	118	187	63%	175	67%
Reported NPATAMI	118	187	63%	179	66%

Source: Company data, Bloomberg Finance L.P. consensus, Nomura estimates

Fig. 2: SunCon - 3Q24 results review

MYR mn	3Q24	3Q23	% chg y-y	2Q24	% chg q-q	9M24	9M23	% chg y-y	FY24F	as % of FY24F
Revenues	865	674	28 %	651	33 %	2,121	1,800	18%	3,465	61%
Construction	832	591	41%	598	39%	1,973	1,595	24%	3,077	64%
Precast concrete	34	83	(60%)	54	(38%)	148	204	(27%)	388	38%
Operating profit	65	54	20%	53	23%	171	142	20%	286	60%
Construction	60	45	35%	47	29%	153	123	25%		
Precast concrete	5	9	(51%)	6	(25%)	17	20	(12%)		
Adjusted Pretax profit	71	48	47%	50	40%	162	128	27%	242	<i>67</i> %
Construction	69	42	65%	47	46%	153	117	31%	220	70%
Precast concrete	2	6	(69%)	3	(40%)	9	11	(17%)	21	43%
Core PAT	49	36	37%	38	29%	119	97	22%	188	63%
Core PAT - equityholders	46	35	33%	39	20%	118	96	23%	187	63%
Other one-off charges	0	0	NM	0	NM	0	0	NM	0	NM
Headline NPAT - equityholders	46	35	33%	39	20%	118	96	23%	187	63%
Adj Pretax margins	8.2%	7.1%	1 ppt	7.7%	0 ppt	7.7%	7.1%	1 ppt	7.0%	
Construction	8.2%	7.0%	1 ppt	7.8%	0 ppt	7.8%	7.1%	0 ppt	7.2%	
Precast concrete	6.0%	7.8%	-2 ppt	6.2%	0 ppt	6.1%	5.4%	1 ppt	5.5%	

Source: Company data, Nomura estimates

Fig. 3: SunCon's outstanding orderbook

As of end-3Q24

MYR mn	Contract Sum	Outstanding order book
Infrastructure/Piling		
RTS Link Package 1B and 5	605	265
Building		
Oxley Tower + VO	76	25
Daiso	298	229
Data Centre		
JHB1X0 - Data Centre	3,650	3,029
K2 Datacentre	190	21
K2 Datacentre (CIMC)	99	17
ECI and Work order - MNC	60	45
PSR - MNC	748	739
India		
Thorapalli Agraharam - Jittandahalli	508	180
Renewable energy		
Cgpp - Green	46	46
Internal		
Sunway Belfield	428	29
South Quay Square - Superstructure + VO	1,103	544
Sw Carnival Mall - Refurbishment	253	113
Sunway Velocity 2B	276	19
Smc Damansara	234	20
Smc lpoh + VO	217	14
SW Flora	276	161
SMC Fit-out	70	59
SMC4 Phase 3 - Fit-out	80	80
SW Ipoh Mall	721	694
SMC IPOH Phase 2 Fit out	18	18
SMC Damansara Phase 2 Fit out	9	9
Singapore		
Precast	512	281
External - New order 2024	441	430
Total	10,919	7,067
Orderbook burn rate (FY23, including internal)		3,499
Implied earnings visibility (years)		2.0

Source: Company data, Nomura research

Fig. 4: YTD 2024 orderbook replenishment

Project	Duration	Contract Sum (MYR mn)
Sunway Ipoh Mall	Jan-27	721
Early Contractor Involvement (ECI) Services - Package A	Aug-24	34
Early Contractor Involvement (ECI) Services - Package B	Aug-24	26
Ulu Pandan C1 & C2	Jun-27	103
Project Service Request	Apr-27	748
Bedok N2C23 - Watertanks	Sep-25	3
LPS Term Contract Batch 14	Sep-25	82
101 Neythal Road Redevelopment	Aug-25	6
Sunmed Phase 3 - Fit out works	Jun-26	80
JHB1X0 - Revised NTP works	Feb-26	1,500
Kallang Whampoa C53	Jul-27	100
Project C - Site 1	May-26	23
Project C - Site 2	Dec-26	40
Tanglin Halt C2	Oct-27	58
JHB1X0 - Tenant improvement works	Feb-26	83
SMC IPOH Phase 2 Fit out	Apr-25	18
Nursing home at Jelapang Road	Apr-26	11
Nursing home at Tampines Street 42	Apr-26	11
SMC Damansara Phase 2 Fit Out	May-25	9
JHB1X0 - Tenant improvement works	Feb-26	265
Tangah Brickland C2 MSCP LPS	Sep-25	4
JHB1X0 - Tenant improvement works	Feb-26	103
Total		4,028

Source: Company data, Nomura research

Appendix A-1

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Issuer	Ticker	Price	Price date	Stock rating	Sector rating	Disclosures
Sunway Construction	SCGB MK	MYR 4.43	21-Nov-2024	Buy	N/A	

Sunway Construction (SCGB MK) MYR 4.43 (21-Nov-2024) Buy (Sector rating: N/A) Rating and target price chart (three year history) **Sunway Construction** Date Rating Target price Closing price As of 21-Nov-2024 24-Aug-24 4.16 4.80 Currency = MYR 3.31 10-Jun-24 Buv 10-Jun-24 3.90 3.31 5.00 20-Feb-24 2.60 2.61 2 65 09-Feb-24 Neutral 4.50 09-Feb-24 2.70 2.65 4.00 24-Feb-22 2.00 1.47 3.50 3.00 2.50 2.00 1.50 1.00 0.50 0.00 2022/01/01 2022/07/01 2023/01/01 2023/07/01 2024/01/01 2024/07/01 – Closing Price 🛕 Target Price Change 🌔 Recommendation Changes Source: LSEG, Nomura For explanation of ratings refer to the stock rating keys located after chart(s)

Valuation Methodology We value SunCon at a target P/E of 19x on FY25F earnings estimate of MYR327mn. We arrive at our TP of MYR4.80. The benchmark index for the stock is FTSE Bursa Malaysia KLCI Index.

Risks that may impede the achievement of the target price Downside risk to our view are: 1) delays in construction project

awards; 2) lower-than-expected margins; 3) lower pre-cast earnings; 4) a lack of new projects; 5) risk of project cancellation, delays or arbitration, 6) delay in monetisation of receivables.

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