

23 December 2020

Consumer Cyclical | Retailing

Mega Lifesciences (MEGA TB)

Buy (Maintained)

Long-Term Outlook Remains Solid; Still BUY

Target Price (Return): THB42.00 (15.1%)
 Price: THB36.50
 Market Cap: USD1,056m
 Avg Daily Turnover (THB/USD) 59.9m/1.96m

- Keep Buy with TP rolled over to THB42.00 from THB38.00, 15% upside.** Plans to maintain a high single-digit growth rate in core segments' revenue and double-up bottomline by 2025 look solid – despite the MSN Laboratories (MSN) JV termination – given the logistics unit's scaling up, untapped markets penetration, and solid branded products demand. Still long-term catalysts: Demographics shift and rise in health awareness.
- Doubling up bottomline.** The aging population demographic shift and rise in post-COVID-19-health awareness should solidify existing pharmaceutical and supplementary medicinal products' long-term demand. Additionally, Mega Lifesciences' plan to ramp up its natural healthcare (NHC) businesses – ie plant-based herbal drinks and baby natural products – should allow it enter into new markets during this household wellness trend rise. The South-East Asia logistics business – the spearhead of MEGA's short-term growth – should also be a competitive edge for its brand businesses expansion into underpenetrated markets in the long run. While we remain optimistic on management's revenue target, we also expect to see margins improvement in both its core businesses. This is thanks to the scaling up of distribution channels and production facilities' utilisation rates, change in import regulations in Vietnam and Myanmar, and plans to increase the pharmaceutical proportion of its portfolio to 40% from 30%.
- Following Myanmar's regulatory framework change,** MEGA and MSN have mutually terminated their pharmaceutical manufacturing JV. MEGA has shifted least developed countries expansion plan to the original equipment manufacturing model. While the original capex will partly be allocated to acquire product dossiers for oncology, diabetes, and other products planned under the JV, MEGA thinks its commercialisation target will stay intact, with more time and cost-effective measures put in place.
- Indonesia will need more time.** Although the operational transition has been mostly completed, plans to upgrade production facilities there might be delayed slightly, no thanks to border lockdowns. While the new products registration process might also require more time until it is ready for commercialisation, MEGA has reaffirmed its 5-year USD30m sales target, which should be bolstered by existing products on hand.
- No Regional Comprehensive Economic Partnership (RCEP) impact, not yet for cannabis-related products.** While MEGA sees only limited benefits from Thailand RCEP participation, it also sees limited downside risk on patent linkage, which could delay the drug registration process. Management also reiterated its conservative view on cannabis-based products, due to uncertainties on yet-to-be-finalised regulations.
- Keep BUY with new THB42.00 TP.** While its outlook should remain solid – supported by strong branded products demand and MEGA's net cash position – potential asset liquidation from the MSN JV and further M&A should be upsides. Key risks: Uncertainties in the pharmaceutical regulatory framework and weaker-than-expected nutraceutical consumption.

Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	40.4	4.3	0.7	(2.0)	27.0
Relative	50.2	1.8	(11.7)	(7.3)	36.5
52-wk Price low/high (THB)				18.2	40.8

Mega Lifesciences PCL (MEGA TB)



Source: Bloomberg

Forecasts and Valuation	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Total turnover (THBm)	10,207	11,129	12,321	13,052	13,697
Recurring net profit (THBm)	1,076	1,243	1,240	1,338	1,439
Recurring net profit growth (%)	(3.5)	15.6	(0.3)	7.9	7.6
Recurring P/E (x)	29.66	25.45	25.52	23.65	21.98
P/B (x)	5.6	5.1	4.6	4.1	3.7
P/CF (x)	80.49	24.21	67.50	39.11	34.71
Dividend Yield (%)	1.9	2.0	1.9	2.0	2.1
EV/EBITDA (x)	26.98	23.50	23.40	21.53	19.48
Return on average equity (%)	19.6	20.9	19.0	18.4	17.9
Net debt to equity (%)	0.6	net cash	0.7	net cash	net cash

Source: Company data, RHB

Financial Exhibits

Asia	Financial summary (THB)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
Thailand	Recurring EPS	1.23	1.43	1.43	1.54	1.66
Consumer Cyclical	DPS	0.71	0.71	0.68	0.73	0.78
Mega Lifesciences	BVPS	6.55	7.12	7.94	8.82	9.76
MEGA TB	Return on average equity (%)	19.6	20.9	19.0	18.4	17.9
Buy						
Valuation basis	Valuation metrics	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
DCF.	Recurring P/E (x)	29.66	25.45	25.52	23.65	21.98
	P/B (x)	5.6	5.1	4.6	4.1	3.7
	FCF Yield (%)	1.2	4.1	1.5	2.6	2.9
	Dividend Yield (%)	1.9	2.0	1.9	2.0	2.1
	EV/EBITDA (x)	26.98	23.50	23.40	21.53	19.48
	EV/EBIT (x)	23.92	20.92	20.91	19.08	17.35
Key drivers	Income statement (THBm)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
i. Faster-than-expected urbanisation in Cambodia, Myanmar, and Vietnam markets;	Total turnover	10,207	11,129	12,321	13,052	13,697
ii. Stronger contributions from the branded business, which has higher margins.	Gross profit	4,446	4,609	4,862	5,182	5,496
	EBITDA	1,165	1,311	1,342	1,436	1,551
	Depreciation and amortisation	149	162	160	184	190
	Operating profit	1,314	1,473	1,501	1,620	1,742
	Net interest	(34)	(65)	(50)	(54)	(57)
	Pre-tax profit	1,280	1,408	1,451	1,566	1,685
	Taxation	(203)	(160)	(209)	(225)	(242)
	Reported net profit	1,076	1,243	1,240	1,338	1,439
	Recurring net profit	1,076	1,243	1,240	1,338	1,439
Key risks	Cash flow (THBm)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
i. Weaker-than-expected economic growth;	Change in working capital	(203)	158	(412)	(114)	(62)
ii. Fluctuating gross margins at its branded business.	Cash flow from operations	396	1,307	469	809	911
	Cash flow from investing activities	(647)	(172)	(1,010)	(300)	(200)
	Cash flow from financing activities	262	(638)	(339)	(561)	(615)
	Cash at beginning of period	477	559	1,248	886	1,424
	Net change in cash	11	496	(880)	(52)	97
	Ending balance cash	559	1,231	876	1,386	2,128
Company Profile	Balance sheet (THBm)	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
MEGA is a leading international manufacturer and distributor of pharmaceutical and nutraceutical products, and fast-moving consumer goods.	Total cash and equivalents	926	1,455	1,093	1,631	2,374
	Tangible fixed assets	1,426	1,771	2,439	2,475	2,405
	Total investments	496	272	286	300	315
	Total assets	9,632	10,532	11,789	12,717	13,661
	Short-term debt	957	890	1,139	1,207	1,266
	Total long-term debt	3	3	3	3	3
	Total liabilities	3,908	4,358	4,949	5,154	5,319
	Total equity	5,724	6,175	6,839	7,563	8,341
	Total liabilities & equity	9,632	10,532	11,789	12,717	13,661
Key metrics	Key metrics	Dec-18	Dec-19	Dec-20F	Dec-21F	Dec-22F
	Revenue growth (%)	6.4	9.0	10.7	5.9	4.9
	Recurrent EPS growth (%)	(3.5)	16.5	(0.3)	7.9	7.6
	Gross margin (%)	43.6	41.4	39.5	39.7	40.1
	Operating EBITDA margin (%)	11.4	11.8	10.9	11.0	11.3
	Net profit margin (%)	10.5	11.2	10.1	10.2	10.5
	Dividend payout ratio (%)	57.1	49.7	47.5	47.0	46.9
	Interest cover (x)	38.6	22.6	30.0	29.9	30.5

Source: Company data, RHB

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Figure 1: DCF valuation

THBm	2021F	2022F	2023F	2024F	2025F	2026F	2027F	2028F	2029F	2030F
EBIT	1,620	1,742	1,857	1,983	2,125	2,302	2,468	2,645	2,836	3,039
EBIT (1-T)	1,395	1,499	1,598	1,707	1,829	1,981	2,124	2,277	2,440	2,615
Depreciation & amortisation	184	190	196	202	208	214	220	226	232	238
Change in net working capital	(114)	(62)	(71)	(69)	(67)	(74)	(62)	(58)	(53)	(47)
Capex	(300)	(200)	(200)	(200)	(200)	(200)	(200)	(200)	(200)	(200)
FCFF	1,166	1,428	1,524	1,640	1,770	1,922	2,082	2,244	2,419	2,606
Terminal growth	2.5%									
WACC	7.8%									
PV of FCFF	35,300									
Less: Net debt	(1,107)									
Total equity value	36,406									
Number of share (M)	866.76									
Equity value per share (THB)	42.0									

Source: RHB

Recommendation Chart



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2020-06-07	Buy	38.0	35.0
2020-02-26	Buy	35.0	24.8
2019-08-23	Buy	36.0	30.0
2019-03-06	Buy	39.5	31.8
2018-08-30	Buy	44.0	35.0

Source: RHB, Bloomberg

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ช่วงคะแนน Score	สัญลักษณ์ Rang Number of Logo	ความหมาย	Description
90 - 100		ดีเลิศ	Excellent
80 - 89		ดีมาก	Very Good
70 - 79		ดี	Good
60 - 69		ดีพอใช้	Satisfactory
50 - 59		ผ่าน	Pass
ต่ำกว่า 50	No logo give	N/A	N/A

Website: www.thai-iod.com

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ผลสำรวจการกำกับดูแลกิจการบริษัทจดทะเบียนที่แสดงไว้นี้ เป็นผลที่ได้จากการสำรวจและประเมินข้อมูลของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทย และตลาดหลักทรัพย์ เอ็ม เอ ไอ (“บริษัทจดทะเบียน”) เปิดเผยต่อสาธารณะและเป็นข้อมูลให้ผู้ลงทุนทั่วไปสามารถเข้าถึงได้ ผลสำรวจดังกล่าวจึงเป็นการนำเสนอข้อมูลในมุมมองของบุคคลภายนอกต่อมาตรฐานการกำกับดูแลกิจการของบริษัทจดทะเบียน โดยไม่ได้เป็นการประเมินผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนอื่นทั้งมิได้ใช้ข้อมูลภายในของบริษัทจดทะเบียนในการประเมิน ดังนั้นผลสำรวจที่แสดงนี้จึงไม่ได้เป็นการรับรองถึงผลการปฏิบัติงานหรือการดำเนินการของบริษัทจดทะเบียนและไม่ถือเป็นการให้คำแนะนำในการลงทุนในหลักทรัพย์ของบริษัทจดทะเบียนหรือคำแนะนำใดๆ ผู้ใช้ข้อมูลจึงควรใช้วิจารณญาณของตนเองในการวิเคราะห์และตัดสินใจในการใช้ข้อมูลใดๆ ที่เกี่ยวกับบริษัทจดทะเบียนที่แสดงในผลสำรวจนี้

ทั้งนี้บริษัทหลักทรัพย์ อาร์เอชบี (ประเทศไทย) จำกัด (มหาชน) มิได้ยืนยันหรือรับรองถึงความครบถ้วนและถูกต้องของผลสำรวจดังกล่าวแต่อย่างใด

ข้อมูล Anti-Corruption Progress Indicator 2560

ประกาศเจตนาธรรม CAC

A	ASK	CHG	FC	GREEN	JUTHA	MATCH	NINE	PIMO	RWI	SPPT	TFI	TU	VNT
AI	AU	CHOTI	FER	GSTEL	KASET	MATI	NMG	PK	SANKO	SPRC	THE	TVD	WAVE
AIE	BCH	CHOW	FPI	GUNKUL	KBS	MBAX	NNCL	PL	SAUCE	SR	TICON	TVO	WHA
AIRA	BJC	CIG	FSMART	HARN	KCAR	MC	NTV	PLANB	SC	SRICHA	TIP	TVT	WICE
AJ	BJCHI	COL	GEL	IFS	KTECH	MFEC	NUSA	POST	SCCC	SST	TKN	TWPC	WIJK
ALUCON	BLAND	COM7	GFPT	ILINK	KWC	MIDA	NWR	PRINC	SCN	STA	TLUXE	U	TRUE
AMATAV	BR	CPALL	GGC	INET	KYE	MILL	OGC	PRO	SEAOIL	SUPER	TMILL	UPA	
AOT	BROCK	CPF	GIFT	IRC	L&E	ML	PACE	PSTC	SE-ED	SUSCO	TMT	UREKA	
APCO	BRR	CPR	GJS	J	LEE	MTLS	PAF	PYLON	SENA	SWC	TNP	UWC	
AQUA	CEN	CSC	GLOBAL	JMART	LIT	NBC	PAP	QTC	SIRI	SYMC	TPA	VGI	
ARROW	CGH	EKH	GOLD	JMT	LVT	NCL	PATO	ROH	SMART	TAKUNI	TSE	VIBHA	
ASIA	CHEWA	EPCO	GPSC	JUBILE	MAKRO	NEP	PCSGH	ROJNA	SPACK	TBSP	TTI	VIH	

ได้รับการรับรอง CAC

ADVANC	BKI	CPN	FE	INTUCH	LANNA	MSC	PLAT	PTT	SAT	SNP	TCMC	TMD	UOBKH
AKP	BLA	CSL	FNS	IRPC	LHBANK	MTI	PM	PTTEP	SCB	SORKON	TFG	TNITY	WACOAL
AMANAH	BROOK	DCC	FSS	IVL	LHK	NKI	PPP	PTTGC	SCC	SPC	TGCI	TNL	
AP	BTS	DEMCO	GBX	K	LPN	NSI	PPS	Q-CON	SCG	SPI	THANI	TOG	
ASP	BWG	DIMET	GCAP	KBANK	MBK	OCC	PRANDA	QH	SGP	SSF	THCOM	TOP	
AYUD	CENTEL	DRT	GLOW	KCE	MBKET	OCEAN	PREB	QLT	SINGER	SSI	THRE	TPCORP	
BAFS	CFRESH	DTAC	HANA	KGI	MCOT	PB	PRG	RATCH	SIS	SSSC	THREL	TRU	
BANPU	CIMBT	DTC	HMPRO	KKP	MFC	PDI	PSH	RML	SITHAI	SVI	TIPCO	TSC	
BAY	CM	EASTW	HTC	KSL	MINT	PE	PSL	ROBINS	SMIT	SYNTEC	TISCO	TSSTH	
BBL	CNS	ECL	ICC	KTB	MONO	PG	PT	S & J	SMPC	TAE	TKT	TTCL	
BCP	CPI	EGCO	IFEC	KTC	MOONG	PHOL	PTG	SABINA	SNC	TCAP	TMB	TVI	

N/A

2S	ARIP	BSM	CSS	FMT	INOX	LTX	NPK	RCL	SFP	SUC	TITLE	TSR	VPO
AAV	AS	BTC	CTW	FN	INSURE	M	NPP	RICH	SGF	SUN	TIW	TSTE	VTE
ABICO	ASAP	BTNC	CWT	FOCUS	IRCP	MACO	NVD	RICHY	SHANG	SUTHA	TK	TTA	WG
ACAP	ASEFA	BTW	D	FORTH	IT	MAJOR	NYT	RJH	SIAM	SVH	TKS	TTL	WHAUP
ACC	ASIAN	BUI	DCON	FTE	ITD	MALEE	OHTL	ROCK	SIMAT	SVOA	TM	TTTM	WIN
ADAM	ASIMAR	CBG	DCORP	FVC	ITEL	MANRIN	OISHI	RP	SKE	SYNEX	TMC	TTW	WINNER
ADB	ASN	CCET	DDD	GC	JAS	MAX	ORI	RPC	SKN	T	TMI	TUCC	WORK
AEC	ATP30	CCP	DELTA	GENCO	JCT	M-CHAI	OTO	RPH	SKR	TACC	TMW	TWP	WORLD
AEONTS	AUCT	CGD	DIGI	GL	JKN	MCS	PAE	RS	SKY	TAPAC	TNDT	TWZ	WP
AF	BA	CHARAN	DNA	GLAND	JSP	MDX	PDG	RSP	SLP	TASCO	TNH	TYCN	WPH
AFC	BAT-3K	CHO	DTCI	GPI	JTS	MEGA	PERM	S	SMK	TC	TNPC	UAC	WR
AGE	BCPG	CHUO	EA	GRAMMY	JWD	METCO	PF	S11	SMM	TCB	TNR	UBIS	XO
AH	BDMS	CI	EARTH	GRAND	KAMART	MGT	PICO	SAFARI	SMT	TCC	TOA	UEC	YCI
AHC	BEAUTY	CITY	EASON	GTB	KC	MJD	PJW	SALEE	SOLAR	TCCC	TOPP	UKEM	YNP
AIT	BEC	CK	ECF	GULF	KCM	MK	PLANET	SAM	SPA	TCJ	TPAC	UMI	YUASA
AJA	BEM	CKP	EE	GYT	KDH	MM	PLE	SAMART	SPALI	TCOAT	TPBI	UMS	ZIGA
AKR	BFIT	CMO	EFORL	HFT	KIAT	MODERN	PMTA	SAMCO	SPCG	TEAM	TPCH	UNIQU	ZMICO
ALLA	BGRIM	CMR	EIC	HOTPOT	KKC	MPG	POLAR	SAMTEL	SPG	TFD	TIPL	UP	
ALT	BGT	CNT	EMC	HPT	KOOL	MPIC	POMPUI	SAPPE	SPORT	TFMAMA	TIPIP	UPF	
AMA	BH	COLOR	EPG	HTECH	KTIS	NC	PORT	SAWAD	SPVI	TGPRO	TPOLY	UPOIC	
AMARIN	BIG	COMAN	ERW	HUMAN	KWG	NCH	PPM	SAWANG	SQ	TH	TPP	UT	
AMATA	BIZ	CPH	ESSO	HYDRO	LALIN	NDR	PRAKIT	SCI	SSC	THAI	TR	UTP	
AMC	BKD	CPL	ESTAR	ICHI	LDC	NETBAY	PRECHA	SCP	SSP	THANA	TRC	UV	
ANAN	BLISS	CPT	ETE	ICN	LH	NEW	PRIN	SDC	STANLY	THG	TRITN	UVAN	
APCS	BM	CRANE	EVER	IEC	LOXLEY	NEWS	PRM	SE	STAR	THIP	TRT	VARO	
APEX	BOL	CRD	F&D	IHL	LPH	NFC	PTL	SEAFCO	STEC	THL	TRUBB	VCOM	
APURE	BPP	CSP	FANCY	III	LRH	NOBLE	RAM	SELIC	STHAI	THMUI	TSF	VI	
AQ	BSBM	CSR	FLOYD	INGRS	LST	NOK	RCI	SF	STPI	TIC	TSI	VNG	

Source: Thai Institute of Directors

ข้อมูลบริษัทที่เข้าร่วมโครงการแนวร่วมปฏิบัติของภาคเอกชนไทยในการต่อต้านทุจริต (Thai CAC) ของสมาคมส่งเสริมสถาบันกรรมการบริษัทไทย (ข้อมูล ณ วันที่ 17 ต.ค.)

- ได้ประกาศเจตนาธรรมนี้เข้าร่วม CAC
- ได้รับการรับรอง CAC

การเปิดเผยการประเมินดัชนีชี้วัดความคืบหน้าการป้องกันกรมีส่วนเกี่ยวข้องกับการทุจริตคอร์รัปชัน (Anti-Corruption Progress Indicators) ของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยที่จัดทำโดยสถาบันที่เกี่ยวข้องซึ่งมีการเปิดเผยโดยสำนักงานคณะกรรมการกำกับหลักทรัพย์และตลาดหลักทรัพย์นี้เป็นการดำเนินการตามนโยบายและตามแผนพัฒนาความยั่งยืนสำหรับบริษัทจดทะเบียนโดยผลการประเมินดังกล่าว สถาบันที่เกี่ยวข้องอาศัยข้อมูลที่ได้รับจากบริษัทจดทะเบียนตามบริษัทจดทะเบียนได้ระบุในแบบแสดงข้อมูลเพื่อการประเมิน Anti-Corruption ซึ่งอ้างอิงข้อมูลมาจากแบบแสดงรายงานข้อมูลประจำปี แบบ (56-1) รายงานประจำปีแบบ (56-2) หรือในเอกสารหรือรายงานอื่นที่เกี่ยวข้องซึ่งเป็นบุคคลภายนอก โดยมีได้เป็นการประเมินการปฏิบัติของบริษัทจดทะเบียนในตลาดหลักทรัพย์แห่งประเทศไทยและมิได้ใช้ข้อมูลภายในเพื่อการประเมิน เนื่องจากผลการประเมินดังกล่าวเป็นเพียงผลการประเมิน ณ วันที่ ปรากฏในผลการประเมินเท่านั้น ดังนั้นผลการประเมินจึงอาจเปลี่ยนแปลงได้ภายหลังวันดังกล่าว หรือรับรองความถูกต้องครบถ้วนของผลประเมินดังกล่าวได้อย่างใด