Singapore Company Update Silverlake Axis

Bloomberg: SILV SP | Reuters: SLVX.SI

Refer to important disclosures at the end of this report

DBS Group Research . Equity

BUY

Last Traded Price (27 Aug 2020): S\$0.30 (STI: 2,542.08) Price Target 12-mth: S\$0.40 (32% upside) (Prev S\$0.38)

Analyst

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What's New

- FY20 revenue stable despite COVID-19; net profit boosted by lower tax rate. Without tax benefit, net profit would have plunged c.40%
- Weak project related revenue offset by stronger recurring revenue from Maintenance and Insurtech
- Healthy project pipeline, with c.RM300m close to signing. Expect a better FY21F
- Reiterate BUY with slightly higher TP of S\$0.40



Forecasts and Valuation FY Jun (RMm) 2019A 2020A 2021F 2022F Revenue 748 681 664 693 EBITDA 277 278 287 307 Pre-tax Profit 285 213 246 265 Net Profit 246 185 175 188 Net Pft (Pre Ex.) 190 185 175 188 Net Pft Gth (Pre-ex) (%) 417 (2.8)(5.5)79 EPS (S cts) 2.98 2.24 2.21 2.38 EPS Pre Ex. (S cts) 2.31 2.24 2.21 2.38 EPS Gth Pre Ex (%) 47 (3) (2)8 Diluted EPS (S cts) 2.98 2.24 2.21 2.38 Net DPS (S cts) 1.77 0.91 0.88 0.95 BV Per Share (S cts) 7 1 9 9 07 107 122 PE (X) 10.1 13.4 13.6 12.6 PE Pre Ex. (X) 13.0 13.4 13.6 12.6 P/Cash Flow (X) 7.6 11.8 nm 11.2 EV/EBITDA (X) 6.9 6.4 6.6 5.8 Net Div Yield (%) 5.9 3.0 2.9 3.2 P/Book Value (X) 42 33 28 25 Net Debt/Equity (X) CASH CASH CASH CASH ROAE (%) 44.0 27.6 21.9 20.8 Earnings Rev (%): 1 Consensus EPS (S cts): 1.67 1.74 Other Broker Recs: B: 3 S: 0 H: 1

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



27 Aug 2020

Fintech accelerator

Investment Thesis

Attractive valuations. At the current PE of 13.6x/12.6x for FY21F and FY22F, the stock is trading below its 4-year average forward PE of 17.6x, and at a 40% discount to its global peers.

Recurrent revenues resilient amid COVID-19. We like Silverlake for its high recurring revenue of at least 60% of total revenue, and high gross margins of c.60%.

Beneficiary of digitalisation, accelerated by COVID-19. Though order win momentum for larger contracts has been slow amid the uncertain economic outlook, we expect the award of smaller contracts to fill the gap and maintain its order backlog of about RM300m.

Valuation:

Maintain BUY with higher TP of S\$0.40. Our S\$0.40 TP is pegged to its average PE of 17.6x on FY21F earnings. Its global peers are trading at average forward PEs of 26.5x and 23.3x over the next two years. We expect a better FY21F supported by award of projects that were postponed due to COVID.

Where we differ:

More optimistic, expect rebound in project revenue. We remain optimistic on Silverlake Axis' business given its market leader position in core banking solutions segment. Digitalisation has now become a necessity instead of good to have. The Maintenance & Enhancement and the Insurtech divisions are expected to expand at a high single digit rate of about 8% to generate a healthy increase in recurring revenues.

Key Risks to Our View:

1) Slowdown in IT spending on the back of the weak global economy could lead to lower orderbook; 2) Concerns on corporate governance issues. Interested party transactions with Mr Goh's private companies over the past few years have raised concerns on corporate governance.

At A Glance

Issued Capital (m shrs)	2,589
Mkt. Cap (S\$m/US\$m)	777 / 569
Major Shareholders (%)	
Goh Peng Ooi	68.0
Ntasian Discovery Master Fund	5.1
HNA Group Co Ltd	5.0
Free Float (%)	21.9
3m Avg. Daily Val (US\$m)	1.7
GIC Industry : Information Technology / Software & Services	





WHAT'S NEW

FY20 revenue stable despite COVID; net profit boosted by lower tax rate

FY20 revenue stable; weak project related revenue offset by stronger Maintenance and Insurtech. Full year revenue at RM663.7m was a marginal 3% reduction from FY19. Software licensing revenue was down 44% to RM56.1m and project services revenue down 28% to RM74.3m. The Maintenance and Enhancement, and Insurtech divisions grew by 9% and 4% respectively.

On a quarterly basis, 4QFY20 revenue of RM156.8m was 17% lower y-o-y, mainly dragged down by the slowdown in project related segments. Insurtech was also weak, down 30% y-o-y, impacted by governments movement restriction orders that affected transaction volumes.

Robust growth momentum in recurring revenue segments.

Recurring revenue (from Maintenance and Enhancement, and Insurtech divisions), remained strong, representing 75% of total revenue in FY20, vs 67% in FY19.

Lower gross margin due to lower contribution from project related segment. Silverlake Axis recorded gross profit of RM391.7m in FY2020, 8% lower y-o-y. Gross profit margin of 59% was also lower than the 63% in FY19, mainly due to lower contribution from higher margin business segments such as software licensing and software project services.

Net profit boosted by lower tax rate; without the tax allowance, net profit would have plunged c.40%. FY20 pretax profit of RM212.6m (-25.3% y-o-y) was in line but net profit of RM184.7m (-24.8% y-o-y) was boosted by lower tax rate of 13%, vs c.26% in 9MFY20. Without the tax benefit, net profit would have plunged about 40%. The lower tax was mainly due to the recognition of deferred tax assets on tax allowance claimable on the intellectual property rights acquired in Singapore in the current financial year. The decrease was partially offset by higher tax expenses due to the expiry of pioneer status of a Malaysian subsidiary in 1QFY20. Beyond FY20, we expect tax rate to normalise to close to the 30% level. **Lower DPS; payout ratio 40% vs 60% last year.** A final DPS of 0.33 Scts was declared. Together with the interim DPS, this works out to a full year dividend payout ratio of 40%, vs 60% in FY19. The group prefers to conserve cash, especially during the current uncertainties due to COVID-19.

Healthy project pipeline, with c.RM300m close to signing. The deal pipeline is healthy at c.RM1.6bn to RM1.7bn, from Southeast Asia, as well as Eastern Europe and Africa. Out of this, about RM300m is close to signing. Though the award of larger contracts in excess of RM100m has been slow, to close the gap, the group is targeting smaller contracts of c.RM10m each and these include digital contracts which are generally smaller in size.

With these smaller contracts, orderbook backlog is now about RM390m. Over the last one to two years, new order wins were about RM50m to RM70m per quarter, to be completed within 12 to 18 months from the signing of the contracts, which helps to maintain the orderbook at above the RM200m level. In 4QFY20, Silverlake clinched RM41m of new contracts, which was lower than the RM65m order wins in 3QFY20.

Expect a better FY21F. The award of a number of projects had been postponed due to the COVID-19. We expect some of these projects to be awarded in FY21F. Furthermore, the pandemic has also led to the acceleration of digitalisation, hence financial institutions need to have robust core banking systems to avoid being rendered obsolete by the rising Fintech trend.

Reiterate BUY with slightly higher TP of \$\$0.40. We have tweaked our FY21F earnings up slightly, mainly to account for the slightly higher gross margin of 60%, vs 56% previously, as we are expecting the resumption of contract wins that were postponed due to COVID, which should contribute to the higher-margin project related revenue. Our TP of \$\$0.40 (prev \$\$0.38) is pegged to its 4-year average PE level of 17.6x on FY21F earnings.

Quarterly / Interim Income Statement (RMm)

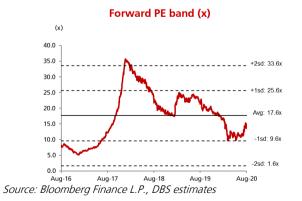
FY Jun	4Q2019	3Q2020	4Q2020	% chg yoy	% chg qoq
Revenue	189	1 5 1	157	(17.2)	5 7
		151	157	(17.2)	3.7
Cost of Goods Sold	(67.8)	(69.0)	(69.2)	2.1	0.3
Gross Profit	121	82.1	87.5	(28.0)	6.6
Other Oper. (Exp)/Inc	(39.4)	(48.8)	(36.6)	(7.2)	(24.9)
Operating Profit	82.1	44.8	50.9	(38.0)	13.6
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	-	-
Associates & JV Inc	(0.4)	0.0	0.0	nm	-
Net Interest (Exp)/Inc	(6.0)	(8.0)	(7.9)	(31.1)	1.7
Exceptional Gain/(Loss)	0.0	0.0	0.0	nm	nm
Pre-tax Profit	75.7	36.8	43.0	(43.1)	16.9
Tax	(8.2)	(11.3)	16.0	nm	nm
Minority Interest	0.00	0.0	0.01	156.8	-
 Net Profit	67.5	25.6	59.1	(12.4)	131.2
Net profit bef Except.	67.5	25.6	59.1	(12.4)	131.2
EBITDA	88.2	53.6	59.6	(32.5)	11.2
Margins (%)					
Gross Margins	64.2	54.3	55.8		
Opg Profit Margins	43.3	29.6	32.5		
Net Profit Margins	35.6	16.9	37.7		

Source of all data: Company, DBS Bank

Peer comparison table

Company	Mkt Cap (US\$m)	PE (Act) PE	(Yr 1) PE	(Yr 2)	Revenue (US\$m)	Net Profit (US\$m)	Net Profit Margin (%)
SILVERLAKE AXIS	576	16.2	13.8	12.8	163	44	27.8
FIDELITY NATIONA	90,072	71.4	26.4	21.6	10,333	298	2.9
FISERV INC	65,786	44.5	22.4	18.4	10,187	893	8.8
INFOSYS LTD	52,033	23.4	22.9	20.3	11,803	2,157	18.3
ORACLE FINANCIAL	3,431	18	16.1	14.7	632	190	30.1
SAP SE-SPONS ADR	203,416	n.a.	28.5	25.3	32,514	3,919	12.1
TATA CONSULTANCY	108,294	26.7	26.7	23.6	20,403	4,204	20.6
TEMENOS AG-REG	11,532	70.1	42.7	38.9	972	181	18.6
Average (ex Silverlake)		42.3	26.5	23.3			

Historical PE and PB band [PIs always check if PE/ PB band is correctly represented]







Key Assumptions

FY Jun	2018A	2019A	2020A	2021F	2022F
Revenue growth (%)	6.98	25.7	(2.5)	4.42	8.00
Gross Margins (%)	56.3	62.6	59.0	60.0	60.0

Segmental Breakdown

FY Jun	2018A	2019A	2020A	2021F	2022F
Revenues (RMm)					
Software Licensing	40.0	101	56.1	61.7	67.9
Software Project Services	51.8	103	74.3	81.7	89.9
Maintenance &	392	422	460	497	537
Sale of Software &	8.04	11.0	26.9	5.39	1.08
Others	19.6	11.0	10.9	5.44	2.72
Total	542	681	663	693	748

Income Statement (RMm)

FY Jun	2018A	2019A	2020A	2021F	2022F	
Revenue	542	681	664	693	748	
Cost of Goods Sold	(237)	(255)	(272)	(277)	(299)	National and the
Gross Profit	305	426	392	416	449	Mainly due to
Other Opng (Exp)/Inc	(143)	(171)	(150)	(163)	(177)	impairment loss by joir
Operating Profit	162	255	242	253	272	venture entity, Silverla
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0	HGH
Associates & JV Inc	(15.9)	(1.7)	1.39	0.0	0.0	
Net Interest (Exp)/Inc	1.51	(23.8) ~	(30.7)	(6.7)	(6.7)	
Exceptional Gain/(Loss)	0.0	55.6	-0.0_	0.0	0.0	
Pre-tax Profit	147	285	213	246	265	
Тах	(13.1)	(39.2)	(28.0)	(71.3)	(76.9)	
Minority Interest	0.0	0.01	0.0	0.0	0.0	
Preference Dividend	0.0	0.0	0.0	0.0	0.0	Fair value adjustment fo
Net Profit	134	246	185	175	188	past acquisitions
Net Profit before Except.	134	190	185	175	188	
EBITDA	167	277	278	287	307	
Growth						
Revenue Gth (%)	7.0	25.7	(2.5)	4.4	8.0	
EBITDA Gth (%)	(82.7)	65.9	0.4	3.3	6.8	
Opg Profit Gth (%)	(83.0)	57.7	(5.0)	4.4	7.7	
Net Profit Gth (Pre-ex) (%)	(84.2)	41.7	(2.8)	(5.5)	7.9	
Margins & Ratio						
Gross Margins (%)	56.3	62.6	59.0	60.0	60.0	High payout ratio in
Opg Profit Margin (%)	29.8	37.4	36.5	36.4	36.3	FY18 from proceeds
Net Profit Margin (%)	24.7	36.1	27.8	25.2	25.2	of GIT sale
ROAE (%)	16.0	44.0	27.6	21.9	20.8	
ROA (%)	11.0	22.4	13.9	12.7	14.0	
ROCE (%)	13.9	24.5	21.6	17.5	17.0	
Div Payout Ratio (%)	175.0	59.3	40.7	40.0	40.0	
Net Interest Cover (x)	NM	10.7	7.9	37.8	40.7	
ource: Company, DBS Bank						

Quarterly Income Statement (RMm)

FY Jun	4Q2019	1Q2020	2Q2020	3Q2020	4Q2020
Revenue	189	164	191	151	157
Cost of Goods Sold	(67.8)	(59.2)	(74.5)	(69.0)	(69.2)
Gross Profit	121	105	116	82.1	87.5
Other Oper. (Exp)/Inc	(39.4)	(42.1)	(33.1)	(48.8)	(36.6)
Operating Profit	82.1	63.1	83.1	44.8	50.9
Other Non Opg (Exp)/Inc	0.0	0.0	0.0	0.0	0.0
Associates & JV Inc	(0.4)	0.97	0.42	0.0	0.0
Net Interest (Exp)/Inc	(6.0)	(7.3)	(7.5)	(8.0)	(7.9)
Exceptional Gain/(Loss)	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	75.7	56.8	76.0	36.8	43.0
Тах	(8.2)	(9.6)	(23.2)	(11.3)	16.0 ~
Minority Interest	0.00	0.00	0.01	0.0	0.01
Net Profit	67.5	47.2	52.8	25.6	59.1
Net profit bef Except.	67.5	47.2	52.8	25.6	59.1
EBITDA	88.2	72.6	92.3	53.6	59.6
Growth					
Revenue Gth (%)	22.8	(13.1)	16.0	(20.7)	3.7
EBITDA Gth (%)	19.8	(17.7)	27.1	(42.0)	11.2
Opg Profit Gth (%)	22.1	(23.1)	31.7	(46.1)	13.6
Net Profit Gth (Pre-ex) (%)	28.1	(30.0)	11.9	(51.6)	131.2
Margins		. ,		. ,	
Gross Margins (%)	64.2	64.0	60.9	54.3	55.8
Opg Profit Margins (%)	43.3	38.4	43.6	29.6	32.5
Net Profit Margins (%)	35.6	28.7	27.7	16.9	37.7

Ba	lance	Sheet	(RMm)	
	- and -	Direct	(

					<u>2022F</u>	
Net Fixed Assets	20.4	14.9	13.6	15.7	17.8	
Invts in Associates & JVs	9.67	8.62	0.00	0.00	0.00	
Other LT Assets	223	317	404	429	404	Includes software
Cash & ST Invts	498	623	837	624	756	development expenditure,
Inventory	0.0	0.97	1.08	0.0	1.00	proprietary software and
Debtors	139	134	140	146	158	goodwill from acquisitions
Other Current Assets	117	83.6	72.9	72.9	72.9	5
Total Assets	1,007	1,182	1,468	1,288	1,409	
ST Debt	25.4	11.3	9.66	9.66	9.66	
Creditor	68.0	70.7	359	19.0	20.5	
Other Current Liab	115	140	136	191	197	The increase was mainly due
LT Debt	2.93	63.1	141	141	141	to the contingent
Other LT Liabilities	272	305	76.5	76.5	76.5	consideration for acquisition
Shareholder's Equity	523	592	747	850	964	of SIL Group, which is likely
Minority Interests	0.08	0.06	0.06	0.06	0.06	to be settled via issue of
Total Cap. & Liab.	1,007	1,182	1,468	1,288	1,409	treasury shares
Non-Cash Wkg. Capital	72.4	7.94	(280)	8.63	14.2	
Net Cash/(Debt)	470	549	686	473	605	
Debtors Turn (avg days)	95.6	73.3	75.4	75.3	74.1	
Creditors Turn (avg days)	113.7	109.7	330.1	284.0	27.2	
Inventory Turn (avg days)	N/A	0.8	1.6	0.8	0.7	
Asset Turnover (x)	0.4	0.6	0.5	0.5	0.6	
Current Ratio (x)	3.6	3.8	2.1	3.8	4.3	
Quick Ratio (x)	3.1	3.4	1.9	3.5	4.0	
Net Debt/Equity (X)	CASH	CASH	CASH	CASH	CASH	
Net Debt/Equity ex MI (X)	CASH	CASH	CASH	CASH	CASH	
Capex to Debt (%)	10.3	6.8	3.9	4.0	4.0	
Z-Score (X)	5.0	4.8	4.5	4.5	4.5	
Source: Company, DBS Bank						

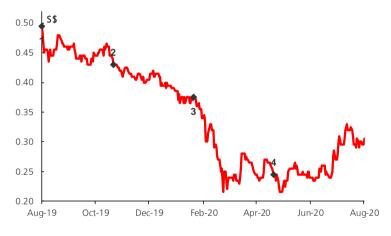


Cash Flow Statement (RMm)

FY Jun	2018A	2019A	2020A	2021F	2022F
Pre-Tax Profit	147	285	213	246	265
Dep. & Amort.	21.3	24.0	34.6	34.6	34.6
Tax Paid	(20.0)	(40.2)	(65.8)	(71.3)	(76.9)
Assoc. & JV Inc/(loss)	15.9	1.72	(1.4)	0.0	0.0
Chg in Wkg.Cap.	271	58.5	292	(345)	(11.2)
Other Operating CF	(291)	(3.6)	(262)	0.0	0.0
Net Operating CF	145	325	210	(135)	212
Capital Exp.(net)	(2.9)	(5.1)	(5.9)	(6.0)	(6.0)
Other Invts.(net)	0.0	16.2	(9.0)	0.0	0.0
Invts in Assoc. & JV	(0.8)	(52.7)	0.0	0.0	0.0
Div from Assoc & JV	0.20	0.0	0.82	0.0	0.0
Other Investing CF	295	(30.2)	(22.6)	0.0	0.0
Net Investing CF	292	(71.7)	(36.7)	(6.0)	(6.0)
Div Paid	(387)	(152)	(105)	(71.2)	(74.0)
Chg in Gross Debt	127	37.1	48.0	0.0	0.0
Capital Issues	0.0	0.0	0.0	0.0	0.0
Other Financing CF	(305)	(17.9)	(56.8)	0.0	0.0
Net Financing CF	(564)	(133)	(114)	(71.2)	(74.0)
Currency Adjustments	11.2	17.7	(4.7)	0.0	0.0
Chg in Cash	(116)	138	54.7	(213)	132
Opg CFPS (S cts)	(1.5)	3.24	(1.0)	2.65	2.82
Free CFPS (S cts)	1.72	3.89	2.48	(1.8)	2.60

Source: Company, DBS Bank

Target Price & Ratings History



Note : Share price and Target price are adjusted for corporate actions.

Source: DBS Bank Analyst: Lee Keng LING

S.No.	Date of Report	Closing Price	12-mth Target Price	Rating
1:	26 Aug 19	0.50	0.60	BUY
2:	15 Nov 19	0.43	0.57	BUY
3:	14 Feb 20	0.38	0.48	BUY
4:	15 May 20	0.25	0.38	BUY



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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 share price catalysts within this time frame)

*Share price appreciation + dividends

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