

Sembcorp Marine Ltd

Some drizzle in this drought

SINGAPORE | OIL & GAS | UPDATE

- SMM managed to resell nine jackup rigs for US\$1.3bn.
- The deal will provide crucial liquidity but weaken profitability.
- We upgrade our call to NEUTRAL with a higher TP of \$\$1.82, based on a blended 12month forward PER of 33.6x.

What is the news?

SMM's wholly-owned subsidiary PPL Shipyard Pte Ltd has signed <u>agreements</u> for the sale of nine Pacific Class 400 jackup drilling rigs to Borr Drilling Limited and its subsidiaries at an aggregate consideration of approximately US\$1.3bn (S\$1.77bn), plus a market-based fee calculated based on an uplift in value of the rigs sold. The delivery window is scheduled for 14 months, starting from 4Q17 to 1Q19. SMM will receive an upfront payment of c.US\$500mn at the moment and the balance amount of c.US\$800mn in five years from the respective delivery dates of the rigs. SMM is expected to be subject to c.S\$15mn losses from the deal, excluding all interest and market fee payable by Borr Drilling.

How do we view this?

Positives

- + The sizable deal will provide liquidity: SMM's working capital required was \$\$438mn in 1H17, compared to \$\$168mn in 1H16, and the jump of which exacerbated the net cash outflows from operations. As a result, SMM borrowings rose from \$\$4bn in Jun-16 to \$\$4.4bn in Jun-17and stretched its interest burden. Cash in hand was reported at \$\$1bn as of 2Q17. The U\$\$500mn (\$\$681mn) of advanced payments from Borr Drilling is a significant amount for SMM to fund working capital without escalating indebtedness. Moreover, SMM could repay part of the borrowing to mitigate interest payments.
- + SMM is catching up with the market turnaround: as shown in Figure 1, the total world rig count by the end of 3Q17 had recovered to c.2,100 units, and crude oil (Brent) is a few cents shy of US\$60/bbl, a new high since 2Q15, by the end of Sep-17. It signalled that the oil drilling activities are rejuvenating gradually with a slow pace. The jack-up rigs under the deal are categorised into the specification of 350+ feet water depth and the respective utilisation and rig count of which, shown in Figure 2, bottomed out since 1Q17. The success of reselling the package of nine rigs, out of which six rigs were terminated with the previous buyer, shows momentums that upstream players are defrosting their capex after more than a year's budget cut. It is quite a positive signal to the market that SMM has been tracking the market closely to grapple opportunities from the market turnaround.

Negatives

- The deal deteriorates profitability: The loss of c.S\$15mn from the reselling may be a compromised outcome for SMM given the current improving but still relative gloomy market conditions. However, the loss is regarded as significant given the prolonged weakened profitability in the near term. According to the announcement, the amount would have reduced net profit by 19% if it occurred in FY16. As of now, due to lacking of new sizable orders replenishment, SMM's profit margin will be further lower.



9 October 2017

Neutral (Upgrade)

CLOSING PRICE SGD 1.735
FORECAST DIV SGD 0.025
TARGET PRICE SGD 1.820
TOTAL RETURN 6.3%

COMPANY DATA

BLOOMBERG CODE:	SMM SF
O/S SHARES (MN):	2,090
MARKET CAP (USD mn / SGD mn):	2656 / 3626
52 - WK HI/LO (SGD) :	2.09 / 1.27
3M Average Daily T/O (mn):	3.601

MAJOR SHAREHOLDERS (%)

SEMBCORP INDUSTRIES LTD	61.0%
FRANKLIN RESOURCES	5.0%

PRICE PERFORMANCE (%)

	1M TH	3 M T H	1Y R
COMPANY	10.2	3.6	32.5
STIRETURN	1.9	3.4	17.9

PRICE VS. STI



Source: Bloomberg, PSR

KEY FINANCIALS

Y/E Dec, SGD mn	FY 15	FY16	FY 17e	FY 18 e
Revenue	4,968	3,545	2,916	3,363
Gross profit	131	293	233	269
Net Profit	(290)	79	113	110
P/E (x)	10.0	36.6	33.6	34.6
P/B (x)	1.2	1.2	1.2	1.3
EV/EBITDA (x)	7.7	16.0	16.8	13.8
Dividend (SG Cents)	6.0	2.5	2.5	2.5
Dividend Yield, %	4.2	1.8	1.6	1.6

Source: Company, PSR

VALUATION METHOD

P/E Multiple (PER: 33.6x)

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Ref. No.: SG2017_0227



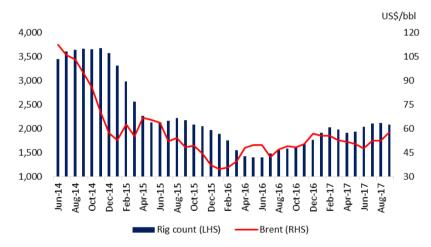
Outlook

We believe this is an early sign that the market is starting to thaw. Because the rig owners who unwind capex will primarily source deals that are below fair value from the stockpile of newly-built rigs without contracts or from builder's facing insolvency issues. We still hold the view that it will take longer than expected period before the new orders come in. SMM has to continue to ride out an extended market downturn.

Upgrade to NEUTRAL with a higher target price of S\$1.82

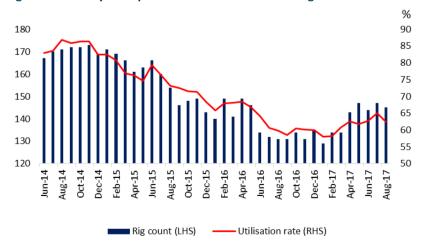
We maintained FY17e EPS 5.4 SG cents, due to weaker than expected performance in 1H17. Based on updated blended forward 12-month PER of 33.6x, we derive an updated TP of S\$1.82 (previous TP: S\$1.55). This implies an upside of 4.6% from the last done price of S\$1.74, and we upgrade our call from REDUCE to NEUTRAL, as the bottoming out process for the industry is underway.

Figure 1: Total world rig count and Brent price



Source: Bloomberg, PSR

Figure 2: Monthly Jackup IC 350+ utilisation rate and rig count



Source: Bloomberg, PSR



Financials

Income Statement					
Y/E Dec, SGD mn	FY14	FY15	FY16	FY17e	FY18e
Revenue	5,833	4,968	3,545	2,916	3,363
Gross profit	844	131	293	233	269
EBITDA	822	(18)	363	353	413
Depreciation & Amortisation	115	132	138	179	185
EBIT	707	(150)	225	174	228
Net Finance (Expense)/Inc	(11)	(36)	(81)	(85)	(86)
Associates & JVs	10	(173)	(35)	(14)	(13)
Profit Before Tax	707	(378)	91	122	129
Taxation	(106)	78	(15)	(5)	(16)
Profit After Tax	601	(300)	75	117	113
Non-controlling interest	41	(10)	(4)	3	3
Net Income, reported	560	(290)	79	113	110
Net Income, adj.	560	384	79	113	110

Per share data					
Y/E Dec (SG Cents)	FY14	FY15	FY16	FY17e	FY18e
EPS, basic	26.8	(13.9)	3.8	5.4	5.3
EPS, diluted	26.8	(13.9)	3.8	5.4	5.3
DPS, basic	13.0	6.0	2.5	2.5	2.5
DPS, diluted	13.0	6.0	2.5	2.5	2.5
BVPS (SGD)	1.4	1.2	1.2	1.2	1.3

Cash Flow					
Y/E Dec, SGD mn	FY14	FY15	FY16	FY17e	FY18e
CFO					
Operating profit	707	(150)	225	174	228
Adjustments	144	686	159	180	185
WC changes	(1,267)	(1,364)	284	893	366
Cash generated from ops	(417)	(828)	669	1,246	779
Others	(91)	(161)	(100)	(90)	(101)
Cashflow from ops	(508)	(989)	569	1,156	677
CFI					
CAPEX, net	(738)	(932)	(421)	(300)	(350)
Others	(32)	0	(69)	-	-
Cashflow from investments	(770)	(932)	(490)	(300)	(350)
CFF					
Loans, net of repayments	964	1,744	768	280	160
Dividends to shareholders	(272)	(251)	(73)	(42)	(52)
Dividends to non-controlling interest	(13)	(15)	(1)	(13)	(14)
Others	(10.8)	(11.4)	(160.0)	-	-
Cashflow from financing	668	1,467	534	225	94
Net change in cash	(611)	(454)	612	1,082	421
Effects of exchange rates	(7)	5	(22.7)	-	-
Ending cash	1,077	627	1,217	2,299	2,720

Source: Company, PSR

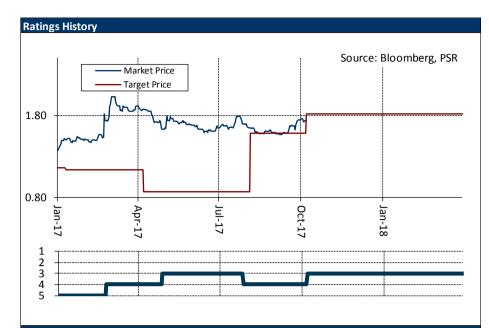
Y/E Dec, SGD mn	FY14	FY15	FY16	FY17e	FY186
ASSETS					
PP&E	3,009	3,541	3,987	4,127	4,312
Trade receivables	41	54	53	53	53
Intangible assets	53	47	202	182	162
Associates & JVs	470	312	75	75	75
Others	98	131	80	76	74
Total non-current assets	3,671	4,084	4,397	4,513	4,676
Cash	1,079	629	1,217	2,299	2,720
Trade receivables	469	590	492	608	793
Inventories & WIP	3,005	3,833	3,067	2,768	2,157
Others	14	65	242	54	54
Total current assets	4,567	5,117	5,018	5,729	5,724
Total Assets	8,238	9,201	9,415	10,243	10,400
LIABILITIES					
Trade payables	84	78	91	100	110
Borrowings	1,308	2,465	2,791	2,971	3,031
Others	266	97	177	152	152
Total non-current liabilities	1,658	2,640	3,059	3,223	3,293
Trade payables	1,853	2,519	2,120	1,853	1,694
Borrowings	434	915	1,364	1,464	1,564
Progress billings in excess of WIP	1,005	288	193	980	1,078
Others	184	175	70	74	78
Total current liabilities	3,476	3,897	3,748	4,371	4,414
Total Liabilities	5,133	6,537	6,807	7,594	7,706
Shareholder Equity	2,965	2,511	2,562	2,608	2,649
Non-controlling interest	167	153	46	41	44

Valuation Bation					
Y/E Dec	FY14	FY15	FY16	FY17e	FY18e
P/E (x)	15	10	37	34	35
P/B (x)	3	2	1	1	1
EV/EBITDA (x)	10	8	16	17	14
Dividend Yield (%)	3	4	2	2	2
Growth & Margins (%)					
Growth					
Revenue	6%	-15%	-29%	-18%	15%
EBITDA	10%	n.m.	n.m.	-3%	17%
EBIT	10%	n.m.	n.m.	-3%	17%
Net Income, adj.	1%	-31%	-79%	44%	-3%
Margins					
EBITDA margin	14%	0%	10%	12%	12%
EBIT margin	12%	-3%	6%	6%	7%
NP margin, adj.	10%	8%	2%	4%	3%
Key Ratios					
ROE (%), adj.	19%	15%	3%	4%	4%
ROA (%), adj.	7%	4%	1%	1%	1%
Net Debt or (Net Cash)	663	2,751	2,938	2,136	1,875
Net Gearing (x)	0.2	1.0	1.1	0.8	0.7

n.m.: not meaningful

^{*}Forward multiples & yields based on current market price; historical multiples & yields based on historical market price.





PSR Rating System		
Total Returns	Recommendation	Rating
> +20%	Buy	1
+5% to +20%	Accumulate	2
-5% to +5%	Neutral	3
-5% to -20%	Reduce	4
< -20%	Sell	5
Remarks		

We do not base our recommendations entirely on the above quantitative return bands. We consider qualitative factors like (but not limited to) a stock's risk reward profile, market sentiment, recent rate of share price appreciation, presence or absence of stock price catalysts, and speculative undertones surrounding the stock, before making our final recommendation



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