# FIRST SPONSOR GROUP LIMITED

# Dongguan projects see better sales

# SINGAPORE | REAL ESTATE | 3Q22 RESULTS

- No financials provided in a voluntary 3Q22 business update.
- Housing policy relaxation measures in Dongguan drove sales higher. Time Zone saw faster sales in 3Q22 vs. 1H22.
- The Group's European property holdings (PH) segment saw stronger performances for both its office and hotel portfolio.
- Lower tax liabilities saw a higher recovery of Group's RMB330mn PRC defaulted loan. The Group's total tax liabilities for its Pudong Villa and Pudong Mall were settled at about RMB35mn lower than expected.
- Maintain ACCUMULATE with unchanged SOTP target price of S\$1.39. Catalysts for a TP upgrade are a recovery in the Chinese property market and its China hotel portfolio.

# **The Positives**

**+ Time Zone saw faster sales in 3Q22 vs. 1H22.** Residential sales of its 17.3%-owned Humen development saw sales accelerate in 3Q22 to 306 units vs. 329 units sold in 1H22. The better sales reflect the recent ease in housing policy restrictions in Dongguan as the Group released another 255 units during the quarter. Housing policy restrictions in Dongguan have been mostly lifted except for the five core districts, where some degree of restrictions are still in place.

+ European PH saw stronger performances for both its office and hotel portfolio. The Group's operating results in this segment came in at 77% of FY22e. Its Bilderberg hotel portfolio saw a strong recovery with occupancy increasing to 73.2% vs. 64% in the same period last year. The recovery in its hotel properties was driven by a combination of fewer Covid-19 restrictions and strong leisure and meeting business.

**+ Group's PRC PF loanbook decline less than expected.** During the quarter, the Group's PRC PF loan book stood at RMB1.2bn (-9% YoY) as at 30 Sept 2022, above our estimate of RMB1.09bn. The repayment came from the repayment from the S\$97mn and S\$89mn junior and senior convertible bonds which it hold for the purpose of financing the acquisition and conversion of the land parcel, and the development of Oasis Mansion.

+ Lower tax liabilities see higher recovery of Group's RMB330mn PRC defaulted loans. The Group's total tax liabilities for its Pudong Villa and Pudong Mall were settled at about RMB35mn lower than was initially projected. The net effect of this is an overall improvement in its overall net auction proceeds to RMB306mn from RMB271.6mn previously and an improvement to the overall book exposure to RMB80.9mn from RMB112.8mn

(RMB'mn)	Pudong Villa - RMB50mn	Pudong Mall – RMB280mn	Total RMB330mn defaulted loan		
Gross proceeds	127.8	281.9	409.7		
Less: Expected deductions	(60.7)	(42.9)	(103.7)		
Estimated net auction proceeds	57.5	214.1	271.6		
Outstanding debt (Principal + Interest)	62.1	360.7	422.7		
Final shortfall	0	(116.7)	(116.7)		
Book exposure to borrowers	0	(80.9)	(80.9)		

Figure 1: Update on the RMB330mn PRC defaulted loans

Source: Company, PSR





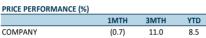
# 2 November 2022

# ACCUMULATE (Maintained)

LAST CLOSE PRICE	SGD 1.240
FORECAST DIV	SGD 0.035
TARGET PRICE	SGD 1.390
TOTAL RETURN	14.9%

COMPANY DATA	
BLOOMBERG CODE:	FSG SP
O/S SHARES (MN) :	913
MARKET CAP (USD mn / SGD mn) :	964 / 1279
52 - WK HI/LO (SGD) :	1.44 / 1.08
3M Average Daily T/O (mn) :	0.03

MAJOR SHAREHOLDERS (%)	
REPUBLIC HOT & RES LTD	31.7%
FIRST SPONSOR CAPITAL LTD	31.4%
TAI TAK ASIA PROPERTIES LTD	12.6%







Source: Bloomberg, PSR

KEY FINANCIALS				
Y/E Dec (S\$'000)	FY20	FY21	FY22e	FY23e
Gross Rev	203,936	589,170	407,558	274,098
Gross Profit	171,906	241,316	154,284	111,953
EBITDA	143,423	217,064	172,076	104,669
PATMI	103,174	121,469	107,646	59,920
P/NAV (x)	0.68	0.57	0.55	0.54
P/E (x)	10.36	9.35	10.55	18.95
ROE (%)	5.90	6.14	5.21	2.84
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(+65 6212 1852)

Source: Company, PSR

#### VALUATION METHOD SOTP (20% discount)

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# FIRST SPONSOR GROUP LIMITED RESULTS



**Potential recovery from the disposal of Pudong Mall.** The legal title of the Pudong Mall as well as net auction proceeds of the Pudong Villa are expected to be transferred to the Group in 3Q22. As the Group managed to win the title of the mall through an auction process, we believe there is upside to the valuation of the mall at the end of the year when a valuation is done. We believe the Group will attempt to divest the mall to recover the shortfall, which we estimate to be in FY23e.

#### **The Negatives**

- Primus Bay residential apartment blocks continue to see slower sales. The pre-sales for the three residential blocks in Panyu, Guangzhou, with 177 units was launched on 26 May this year, with only 13% of the units sold as the weak macro backdrop weighed on sales. ASP of RMB26,200sqm is on the lower end of the spectrum, but we expect pricing to remain stable as the Group will launch the smaller units in 2H22, which should support pricing.

### Outlook

Two new property projects in Dongguan set for launch in FY2023. The Group has won four new residential projects in Dongguan. The first two are JVs to develop two residential projects in Dongguan, one in Dalingshan and the other in Wanjiang, both won in public tender exercises. Subsequently, it acquired another two more Dongguan residential development projects in Shilong and Shijie respectively. With most of the housing restrictions now lifted in Dongguan, except for its five core districts, we expect sales to be robust for its projects in Shilong and Shijie.

The Group's PRC PF loanbook is expected to see a further reduction in 4Q22, in line with our forecasts. We expect further repayments from the Group's 48.2%-owned Oasis Mansion as it is already under development and has generated healthy pre-sale results. For FY22, we expect the Group's PRC PF loanbook to be ~RMB1bn.

**Strong balance sheet to capitalise on new opportunities.** FSG is backed by a strong balance sheet, substantial unutilised committed credit facilities and potential equity infusion from the exercise of outstanding warrants. Its gearing improved to 0.18x in 1H22 vs. 0.38x for FY21, as it realised a substantial infusion of cash ~S\$258mn in PRC loan repayment during the period. We continue to model for these repayments to continue in FY22e and FY23e against the banks more aggressive lending policy. All of this will further strengthen the cash resources of the Group and enable it to capitalise on any new business opportunities when they arise.

**Maintain ACCUMULATE with unchanged SOTP-TP of S\$1.39.** We view the latest round of property relaxation measures in Dongguan positively. We believe the relaxation measures will provide support for the upcoming projects the Group will launch in 2H22. Catalysts for a TP upgrade are a recovery in the Chinese property market and its China hotel portfolio.

# Dongguan projects

- a) Star of East River \*
- b) Emerald of the Orient \*
- c) The Pinnacle \*
- d) Skyline Garden \*
- e) Humen TOD \*\*
- f) Fenggang \*\*
- g) New Humen (NEW)

#### Chengdu project

Millennium Waterfront

- a) Plot E \*\*
  - b) Plot F \*

# Guangzhou project

a) Panyu \*\*

\*Launched and largely sold \*\* Not launched/ sold

#### Figure 1: New Humen project



Source: FSG

# FIRST SPONSOR GROUP LIMITED RESULTS



# **Financials**

Income statement					
Y/E Dec, (S\$'000)	FY19	FY20	FY21	FY22e	FY23e
Revenue	319,164	203,936	589,170	407,558	274,098
Cost of sales	(130,129)	(32,030)	(347,854)	(253,274)	(162,144)
Gross Profit	189,035	171,906	241,316	154,284	111,953
Net finance income	870	(3,588)	(9,804)	(9,687)	(9,546)
Administrative expenses	(38,206)	(28,726)	(36,138)	(43,731)	(29,411)
Share of profits from JVs and associates	71,222	(12,373)	11,075	59,973	11,822
Otheritems	(28,722)	(1,607)	(3,854)	(10,321)	(6,942)
Profit Before Tax	194,199	125,612	202,595	150,517	77,877
Taxation	(28,623)	(24,501)	(72,350)	(37,629)	(19,469)
Profit After Tax	165,576	101,111	130,245	112,888	58,408
PATMI	167,088	103,174	121,469	107,646	59,920
EBIT	194,841	131,263	203,623	154,962	88,935
EBITDA	205,197	143,423	217,064	172,076	104,669

Per share data					
Y/E Dec	FY19	FY20	FY21	FY22e	FY23e
NAVPS (S\$)	1.97	1.83	2.16	2.26	2.30
NAVPS (S\$, diluted)	1.65	1.70	1.78	1.85	2.85
EPS (S\$ cents)	21.64	11.97	13.26	11.75	6.54
EPS (S\$ cents, diluted)	17.12	8.87	10.21	9.44	10.44
DPS (S\$ cents)	2.70	3.10	3.45	3.29	1.83
DPS (SS cents, diluted)	2 14	2.30	2.55	2.64	2.92

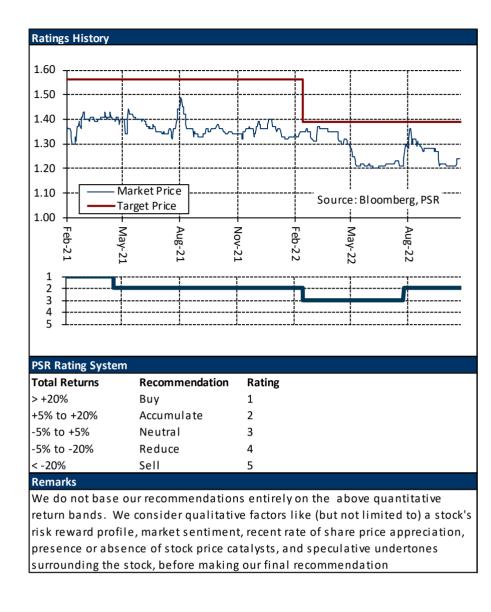
Cash Flow	EV(4.0	51/20	51/24	51/22-	FV(22 -
Y/E Dec, (\$\$'000)	FY19	FY20	FY21	FY22e	FY23e
CFO					
Profit for the year	165,576	101,111	130,245	112,888	58,408
Adjustments	(55,097)	120,193	33,896	(597)	(1,751)
WC changes	27,838	(18,512)	(277,398)	(134,166)	231,182
Cash generated from ops	138,317	202,792	(113,257)	(31,871)	294,761
Others	20,005	(32,947)	(39,654)	(16,058)	-
Cashflow from ops	158,322	169,845	(152,911)	(49,614)	294,761
CFI					
Acquisition of subsidiaries	(156,770)	(5,037)	(241,867)	-	-
Advances to associates (net)	(86,867)	(216,620)	(4,155)	-	-
Payment - other investments	(357)	(16,097)	-	-	-
Payment - additions to PPE	(37,482)	(16,496)	(7,867)	-	-
Payment - associates and JVs	(81,242)	(18,027)	(13,353)	-	-
Others	154,632	32,176	77,863	21,911	22,686
Cashflow from investments	(208,086)	(240,101)	(189,379)	21,911	22,686
CFF					
Advances from associates (net)	120,261	73,329	120,807	-	-
Dividends to the owners of FSG	(19,078)	(22,855)	(28,386)	(30,141)	(16,778)
Proceeds from issuance of MTN	-	100,000	-	-	-
Repayment of bank borrowings	(632,633)	(1,222,658)	(941,492)	(130)	(20)
Proceeds from bank borrowings	611,205	1,274,264	1,007,381	-	-
Others	164,773	16,952	(29,819)	(22,996)	8,262
Cashflow from financing	244,528	219,032	128,491	(53,267)	(8,536)
Net change in cash	194,764	148,776	(213,799)	(82,442)	307,732
Cash at the start of the period	125,711	313,389	476,304	343,967	261,525
Currency translation	(7,086)	14,139		(11,506)	-
Ending cash	313,389	476,304	262,505	250,019	569,257

Source: Company, Phillip Securities Research (Singapore) Estimates

Y/E Dec, (\$\$'000)	FY19	FY20	FY21	FY22e	FY23e
ASSETS					
PPE and IP	440,674	469,324	481,262	470,888	460,81
Interest in assoc and JVs	298,062	549,943	1,027,535	1,087,168	1,098,954
Others	971,690	862,040	777,395	777,395	777,39
Total non-current assets	1,710,426	1,881,307	2,286,192	2,335,508	2,337,214
Development properties	390,046	530,542	704,679	754,007	806,78
Trade receivables	315,255	482,401	946,133	1,020,682	776,74
CCE	313,389	476,304	343,932	261,525	569,25
Inventories	550	394	376	406	43
Others	30,830	53,633	22,203	22,203	22,20
Total current assets	1,050,070	1,543,274	2,017,323	2,075,090	2,189,09
Total Assets	2,760,496	3,424,581	4,303,515	4,410,597	4,526,30
LIABILITIES					
Trade payables	307,085	348,603	840,864	831,439	861,12
ST borrowings	251,220	124,560	151,158	151,028	151,00
Contract liabilities	39,288	372,236	173,904	173,199	183,59
Others	65,663	49,432	101,315	101,315	101,31
Total current liabilities	663,256	894,831	1,267,241	1,256,981	1,297,03
LT borrowings	369,943	615,012	937,749	937,749	937,74
Others	128,708	167,419	116,448	116,448	116,44
Total non-current liabilities	498,651	782,431	1,054,197	1,054,197	1,054,19
Total liabilities	1,161,907	1,677,262	2,321,438	2,311,178	2,351,23
Represented by:					
Share Capital	101,251	117,329	118,357	118,357	118,35
Reserves	1,320,670	1,553,818	1,744,725	1,827,472	1,869,10
Others	176,668	76,172	115,772	120,629	120,62
Total equity	1,598,589	1,747,319	1,978,854	2,066,458	2,108,08

Y/E Dec	FY19	FY20	FY21	FY22e	FY23e
P/NAV (x)	0.6	0.7	0.6	0.5	0.5
P/E (x)	5.7	10.4	9.4	10.6	19.0
Dividend yield (%)	2.2	2.5	2.8	2.7	1.5
Growth & Margins (%)					
Growth					
Revenue	15.1%	-36.1%	188.9%	-30.8%	-32.7%
Gross profit	17.0%	-9.1%	40.4%	-36.1%	-27.4%
EBITDA	48.4%	-30.1%	51.3%	-20.7%	-39.2%
EBIT	47.5%	-32.6%	55.1%	-23.9%	-42.6%
Margins					
Gross profit margin	59.2%	84.3%	41.0%	37.9%	40.8%
EBITDA margin	64.3%	70.3%	36.8%	41.3%	37.2%
EBIT margin	61.0%	64.4%	34.6%	38.0%	32.4%
Key Ratios					
ROE	10.5%	5.9%	6.1%	5.2%	2.8%
ROA	6.1%	3.0%	2.8%	2.6%	1.4%
Net Gearing	19.3%	15.1%	37.6%	40.1%	24.6%





# FIRST SPONSOR GROUP LIMITED RESULTS



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