

## Earnings Preview

17 March 2015

### T-BUY (from BUY)

#### CGR Scoring Rating



Share price: THB56.25  
 Target price: THB54.00 (from 55.50)

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#### Stock Information

**Description** : The core business of the Company is the production and distribution of painted circuit boards (PCBs) manufactured from an epoxy glass copper lead laminate. The Company is now able to produce high quality and complex multilayer boards. The PCB is the foundation component of computers, automotive industry, telecommunication devices and most electronic equipment.

Ticker :	KCE
Shares Issued (m):	569
Market Cap (THB m)	31,943
Market Cap (USD m)	970.02
3-mth Avg Daily Turnover (THB m)	109.41
SET INDEX	1,526.81
Free float (%)	56.62

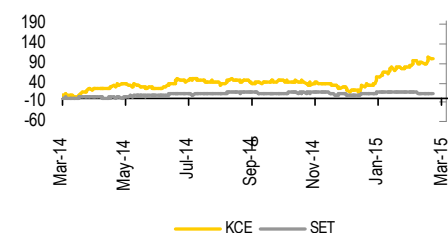
#### Major Shareholders :

	%
Aongkosit Family	34.20
Thai Nvdr	5.30

#### Key Indicators

ROE – annualised (%)	28.1
Net cash (THB m):	(2,790)
NTA/shr (THB):	14.0
Interest cover (x):	12.1

#### Historical Chart



#### Performance

52-week High/Low	THB 59.00/THB 28.25				
	1-mth	3-mth	6-mth	1-yr	YTD
Absolute (%)	10.8	51.0	39.8	92.3	64.2
Relative (%)	18.2	47.3	44.3	74.7	62.3

### KCE electronics (KCE)

## No new story and limited upside

In 1Q15, revenue will still grow but profit will soften slightly QoQ as the new plant's first phase has not yet reached the breakeven point. However, this is partially offset by better margin in other plants. We expect the first phase will reach the breakeven in 2Q15 before generating profit in 3Q15. The second phase will be complete and generate immediate profit in 3Q15, improving the GPM. The share price has largely reflected this positive view. Given limited upside, we downgrade our recommendation to TRADING BUY with a new TP of THB54 (from THB55) to factor in the dilution of the KCE-W2.

**1Q15 norm profit to grow slightly QoQ.** Although revenue is projected to expand 8% QoQ and 5% YoY, it is below the breakeven level of the first phase due to depreciation pressure continuing to affect the GPM. We expect the GPM to drop to 31% from 31.7% in 4Q14 and 31.5% in 1Q14. With lower labour numbers/ unit and lower fuel costs, SG&A expenses will drop 3% YoY but increase 13% QoQ due to abnormal low base last quarter. Norm profit is expected to fall slightly 5% QoQ but grow 10% YoY to THB450m. However, EBITDA excluding depreciation will still grow 3% QoQ and 16% YoY to THB641m.

**Some positive stories in 2H15 has been priced into the model.** The new plant's first phase will breakeven in 2Q15 and phase II will be completed and generate immediate profit in 3Q15 (replacement with a better margin). 2H15 earnings will thus be supported by growing revenue from phase I and an improving margin from phase II. In 2015, we expect baht revenue to grow 15% YoY and expect the GPM to be 32.2% (from 31.6% in 2014). We may revisit our model again, if the GPM beats estimates.

**Limited upside, downgrade to TRADING BUY.** Although we maintain a positive view of long term growth prospects, positive stories in the short to medium term have already been reflected via a surge in the share price (+64% YTD). Moreover, we increased the number of share assumptions due to an exercise of KCE-W2 to 582.6m shares, bringing our TP down to THB54.00 (PER of 14x). The market price has stayed above our TP by 4% which implies a high PER2015 of 14.6x, we downgrade our recommendation to TRADING BUY.

#### KCE – Summary Earnings Table

FYE: Dec 31 (THB m)	2012	2013	2014	2015F	2016F
Revenue	6,478	9,294	11,284	13,014	13,728
EBITDA	887	1,987	2,768	3,472	4,005
Recurring Net Profit	57	1,052	1,883	2,240	2,453
Net profit	712	1,174	2,110	2,240	2,453
EPS (THB)	1.51	2.31	3.73	3.85	4.18
EPS growth (%)	436.6	53.2	61.3	3.1	8.6
DPS (THB)	0.55	0.75	1.15	1.19	1.29
PER	469.64	27.15	16.89	14.63	13.47
EV/EBITDA (x)	32.60	14.22	12.67	9.44	7.78
Div Yield (%)	0.98	1.33	2.04	2.11	2.29
P/BV(x)	8.64	6.58	4.98	4.11	3.41
Net Gearing (%)	179.7	118.3	122.6	63.2	52.6
ROE (%)	23.1	28.5	33.0	28.1	25.3
ROA (%)	3.9	11.8	14.2	13.7	13.4
Cons. Net Profit (THB m)	-	-	-	2,314	2,636

Source: Company reports and MBKET.

Figure 1: KCE - 1Q15 earnings preview

(THBm)	1Q15F	4Q14	QoQ	1Q14	YoY
Revenues	2,907	2,702	7.6%	2,765	5.1%
COGs	2,006	1,846	8.7%	1,893	6.0%
<b>Gross profits</b>	<b>901</b>	<b>856</b>	<b>5.3%</b>	<b>872</b>	<b>3.3%</b>
Gross margin (%)	31.0%	28.9%	7.4%	31.5%	-1.7%
SG&A	430	382	12.5%	443	-2.9%
Operating profit	471	474	-0.5%	429	9.8%
Operating margin (%)	16.21%	17.54%	-7.6%	15.53%	4.4%
<b>EBITDA</b>	<b>641</b>	<b>623</b>	<b>2.9%</b>	<b>554</b>	<b>15.7%</b>
EBITDA margin (%)	22.06%	23.07%	-4.4%	20.05%	10.0%
Profit from associated	8	7	12.4%	11	-30.1%
Interest expense	22	22	0.0%	32	-31.7%
<b>Normalised earning</b>	<b>450</b>	<b>472</b>	<b>-4.6%</b>	<b>411</b>	<b>9.7%</b>
Extra ordinary gain (loss)					
- Forex gain (loss)	25	19	n.m.	29	n.m.
- Insurance claims	0	5	n.m.	0	n.m.
- Other		85			
<b>Net profit</b>	<b>475</b>	<b>581</b>	<b>-18.2%</b>	<b>439</b>	<b>8.2%</b>
EPS (THB) before extra item	0.80	0.83	-4.6%	0.73	9.7%
<b>EPS (THB)</b>	<b>0.84</b>	<b>1.03</b>	<b>-18.2%</b>	<b>0.78</b>	<b>8.2%</b>

Source : Company reports, MBKET

**INCOME STATEMENT (THB m)**

FY December	2013	2014	2015F	2016F
Revenue	9,294	11,284	13,014	13,728
EBITDA	1,828	2,495	3,406	3,939
Depreciation & Amortisation	651	610	960	1,312
<b>Operating Profit (EBIT)</b>	<b>1,349</b>	<b>2,192</b>	<b>2,512</b>	<b>2,694</b>
Interest (Exp)/Inc	-171	-119	-208	-171
Associates	(13)	(34)	-	-
One-offs	33	131	0	0
<b>Pre-Tax Profit</b>	<b>1,165</b>	<b>2,038</b>	<b>2,304</b>	<b>2,523</b>
Tax	-16	-46	-23	-25
Minority Interest	-8	-14	-41	-45
<b>Net Profit</b>	<b>1,174</b>	<b>2,110</b>	<b>2,240</b>	<b>2,453</b>
<b>Recurring Net Profit</b>	<b>1,052</b>	<b>1,883</b>	<b>2,240</b>	<b>2,453</b>
Revenue Growth %	43.5	21.4	15.3	5.5
EBITDA Growth (%)	177.7	36.5	36.5	15.7
EBIT Growth (%)	234.9	61.5	16.4	7.2
Net Profit Growth (%)	64.7	79.8	6.2	9.5
Recurring Net Profit Growth (%)	1,759.2	79.1	19.0	9.5
Tax Rate %	1.0	1.0	1.0	1.0

**CASH FLOW (THB m)**

FY December	2013	2014	2015F	2016F
Profit before taxation	1,165	2,038	2,304	2,523
Depreciation	651	610	960	1,312
Net interest receipts/(payments)	-171	-119	-208	-171
Working capital change	-500	-198	-340	-61
Cash tax paid	-16	-46	-23	-25
Others (incl'd exceptional items)	1,002	685	-965	292
<b>Cash flow from operations</b>	<b>2,131</b>	<b>2,971</b>	<b>1,728</b>	<b>3,869</b>
Capex	-1,624	-3,828	-694	-1,538
Disposal/(purchase)	0	0	1	2
Others	8	-100	492	0
<b>Cash flow from investing</b>	<b>-1,616</b>	<b>-3,928</b>	<b>-201</b>	<b>-1,536</b>
Debt raised/(repaid)	-188	2,102	900	-285
Equity raised/(repaid)	118	593	18	26
Dividends (paid)	-278	-509	-666	-716
Interest payments	-171	-119	-208	-171
Others	9	-1,049	209	173
<b>Cash flow from financing</b>	<b>-509</b>	<b>1,018</b>	<b>252</b>	<b>-973</b>
Change in cash	5	61	1,780	1,359

Source: Company reports and MBKET

**BALANCE SHEET (THB m)**

FY December	2013	2014	2015F	2016F
Fixed Assets	5,539	8,961	9,022	8,962
Other LT Assets	277	577	85	85
Cash/ST Investments	405	467	2,245	3,602
Other Current Assets	5,063	5,155	7,050	7,382
<b>Total Assets</b>	<b>11,284</b>	<b>15,160</b>	<b>18,402</b>	<b>20,031</b>
ST Debt	4,069	3,061	4,743	5,003
Other Current Liabilities	2,206	2,704	3,553	3,747
LT Debt	783	2,849	2,067	1,521
Other LT Liabilities	116	158	72	70
Minority Interest	20	26	0	0
Shareholders' Equity	4,091	6,362	7,968	9,689
<b>Total Liabilities-Capital</b>	<b>11,284</b>	<b>15,160</b>	<b>18,402</b>	<b>20,031</b>
Share Capital (m)	508	566	583	587
Gross Debt/(Cash)	4,861	7,830	5,035	5,097
Net Debt/(Cash)	4,456	7,363	2,790	1,495
Working Capital	-807	-143	1,000	2,233
BVPS	8.55	11.29	13.68	16.49

**RATES & RATIOS**

FY December	2013	2014	2015F	2016F
Gross margin %	26.4	31.6	32.2	32.3
EBITDA Margin %	19.7	22.1	26.2	28.7
Op. Profit Margin %	12.7	16.7	18.8	19.1
Net Profit Margin %	12.6	18.7	17.2	17.9
ROE %	28.5	33.0	28.1	25.3
ROA %	11.8	14.2	13.7	13.4
Net Margin Ex. EI %	11.3	16.7	17.2	17.9
Dividend Cover (x)	3.1	3.2	3.2	3.2
Interest Cover (x)	7.9	18.4	12.1	15.8
Asset Turnover (x)	0.8	0.7	0.7	0.7
Asset/Debt (x)	1.6	1.7	1.8	1.9
Debtors Turn (days)	126.3	117.5	117.5	117.5
Creditors Turn (days)	85.3	85.3	85.3	85.3
Inventory Turn (days)	52.8	47.5	52.1	52.1
Net Gearing %	118.8	123.1	63.2	52.6
Debt/ EBITDA (x)	3.9	3.5	3.1	2.6
Debt/ Market Cap (x)	0.3	0.3	0.3	0.3

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Adex = Advertising Expenditure	FCF = Free Cashflow	PE = Price Earnings
BV = Book Value	FV = Fair Value	PEG = PE Ratio To Growth
CAGR = Compounded Annual Growth Rate	FY = Financial Year	PER = PE Ratio
Capex = Capital Expenditure	FYE = Financial Year End	QoQ = Quarter-On-Quarter
CY = Calendar Year	MoM = Month-On-Month	ROA = Return On Asset
DCF = Discounted Cashflow	NAV = Net Asset Value	ROE = Return On Equity
DPS = Dividend Per Share	NTA = Net Tangible Asset	ROSF = Return On Shareholders' Funds
EBIT = Earnings Before Interest And Tax	P = Price	WACC = Weighted Average Cost Of Capital
EBITDA = EBIT, Depreciation And Amortisation	P.A. = Per Annum	YoY = Year-On-Year
EPS = Earnings Per Share	PAT = Profit After Tax	YTD = Year-To-Date
EV = Enterprise Value	PBT = Profit Before Tax	

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							Score Range	Number of Logo	Description
▲▲▲▲▲▲▲							90-100	▲▲▲▲▲▲▲	Excellent
							80-89	▲▲▲▲▲	Very Good
							70-79	▲▲▲	Good
							60-69	▲▲	Satisfactory
							50-59	▲	Pass
							Lower than 50	No logo given	N/A
▲▲▲▲▲									
BAFS	IRPC	PTTEP	SIM						
BGP	IVL	PTTGC	SPALI						
BTS	KBANK	SAMART	THCOM						
CPN	KKP	SAMTEL	TISCO						
EGCO	KTG	SAT	TMB						
GRAMMY	MINT	SC	TOP						
HANA	PSL	SCB							
INTUCH	PTT	SE-ED							
▲▲▲▲▲									
AAV	CENDEL	GUNKUL	NKI	RATCH	TCAP	TVO			
ACAP	CFRESH	HEMRAJ	NMG	ROBINS	TF	UAC			
ADVANC	CIMBT	HMPRO	NSI	RS	THAI	VGI			
ANAN	CK	ICC	OCC	S&J	THANI	VNT			
AOT	CNT	KCE	OFM	SAMCO	TIP	WACOAL			
ASIMAR	CPF	KSL	PAP	SCC	TIPCO				
ASK	CSL	LANNA	PE	SINGER	TK				
ASP	DELTA	LH	PG	SIS	TKT				
BANPU	DRT	LHBANK	PHOL	SITHAI	TNITY				
BAY	DTAC	LOXLEY	PJW	SNC	TNL				
BBL	DTC	LPN	PM	SNP	TOG				
BECL	EASTW	MACO	PPS	SPI	TRC				
BIGC	EE	MC	PR	SSF	TRUE				
BKI	ERW	MCOT	PRANDA	SSI	TSTE				
BLA	GBX	NBC	PS	SSSC	TSTH				
BMCL	GC	NCH	PT	STA	TTA				
BROOK	GFPT	NINE	QH	SVI	TTW				
▲▲▲▲▲									
2S	BEC	DEMCO	IRCP	MOONG	PTG	SPC	TIC	UPOIC	
AF	BFIT	DNA	ITD	MPG	QLT	SPCG	TICON	UT	
AH	BH	EA	KBS	MTI	QTC	SPPT	TIW	UV	
AHC	BJC	ESSO	KGI	NC	RCL	SST	TKS	UWC	
AIT	BJCHI	FE	KKC	NTV	SABINA	STANLY	TLUXE	VIH	
AJ	BOL	FORTH	KTC	NUSA	SALEE	STEC	TMI	WAVE	
AKP	BTNC	FPI	L&E	NWR	SCBLIF	STPI	TMT	WHA	
AKR	BWG	GENCO	LRH	NYT	SCCC	SUC	TNDT	WIN	
AMANAHA	CCET	GLAND	LST	OGC	SCG	SWC	TPC	WINNER	
AMARIN	CGD	GLOBAL	MAJOR	OISHI	SEAFCO	SYMC	TPCORP	YUASA	
AMATA	CGS	GLOW	MAKRO	PACE	SEAOIL	SYNEX	TRT	ZMICO	
AP	CHOW	GOLD	MATCH	PATO	SFP	SYNTEC	TRU		
APCO	CI	HOTPOT	MBK	PB	SIAM	TASCO	TSC		
APCS	CKP	HTC	MBKET	PDI	SIRI	TBSP	TTCL		
AQUA	CM	HTECH	MEGA	PICO	SKR	TEAM	TUF		
ARIP	CMR	HYDRO	MFC	PPM	SMG	TFD	TVD		
AS	CSC	IFS	MFEC	PPP	SMK	TFI	TWFP		
ASIA	CSP	IHL	MJD	PREB	SMPC	THANA	UMI		
AYUD	CSS	INET	MODERN	PRG	SMT	THIP	UP		
BEAUTY	DCC	IRC	MONO	PRIN	SOLAR	THREL	UPF		

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