

# Stock Digest

Wednesday, 24 May, 2023

## Nova Wellness Group Bhd

### Declined sales order and increased expenses dragged margin

#### Summary

- Nova Wellness Group Bhd's (NOVA) 3Q23 core net profit tumbled 39.8% YoY to RM2.9m, bringing 9M23 core net profit to RM10.9m (-24.9% YoY). The results came in below expectations, amounting to 62.6% of our full year forecast of RM17.4m and 60.6% of the consensus forecast of RM18.0m. Key deviation was mainly attributed to a lower-than-expected contribution from the House Brand segment.
- YoY, core net profit fell 39.8% YoY to RM2.9m, primarily resulted from (i) a decrease in revenue from House Brand segment as compared to the higher revenue from the OEM segment, and (ii) higher cost of sales, admin costs (employee bonus and benefits) and other operating expenses (higher R&D costs) despite the decrease in selling and distribution expenses due to lower salesman commission expenses in tandem with the decline in revenue. Overall, core net profit margin shrank from 40.7% to 26.6% YoY.
- QoQ, core net profit plummeted 20.1%, resulted primarily from the (i) decrease in sales order for the House Brand products, and (ii) increase in admin and operating expenses.
- The House Brand segment continued to be the primary source of revenue, accounting for 86.1% of the total revenue in the current quarter, with the OEM revenue contributing the remaining 13.9%. The revenue from OEM witnessed an increase of 275.2% YoY and 150.8% QoQ, as the group focused more on selling OEM products in view of the lower demand in the House Brand segment.
- Production facilities wise, the ongoing construction of Phase 2 of NOVA's new plant is underway. The upcoming factory will serve as an expansion of its current supplement and skin care manufacturing. As for the skincare manufacturing, it will introduce a fresh lineup of products including cream, balms, ointment, and shampoos. Since this will involve a new product range and brand, it is expected to take approximately 2-3 years for it to establish a strong presence in the market.
- Moving forward, we expect a slower growth on NOVA's performance as the group navigates the post-Covid-19 landscape and global economic uncertainties. Nonetheless, NOVA remains committed to expand its product portfolio and market presence while striving for enhanced production efficiencies. Additionally, the group is working on introducing new programmes for its partners.

#### Results Note - 3QFY23

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#### SELL

Share price	RM0.86
Target price	RM0.73
Previous TP	RM0.75
Capital upside	-15.1%
Dividend return	1.8%
Total return	-13.3%

#### Company profile

Principally involved in the development, production and sales of nutraceutical and skincare products.

#### Stock information

Bursa Code	0201
Bloomberg ticker	NOVA MK
Listing market	MAIN
Share issued (m)	318.7
Market Cap (m)	274.1
52W High/Low	0.957 / 0.814
Est. Free float	14.0
Beta	0.5
3-mth avg vol ('000)	39.3
Shariah compliant	Yes

#### Major shareholders

	%
Tan Sok Mooi	42.4
Phang Nyie Lin	7.9
Phang Yeen Nung	7.9

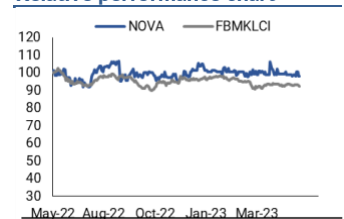
#### Share price vs. KLCI (%)

	1M	3M	12M
Hist. return	-1.1	-3.2	-4.1
Absolute	-0.4	0.0	4.0
Relative			

#### Earnings snapshot

FYE (Dec)	FY22	FY23f	FY24f
PATMI (m)	16.1	14.8	16.6
EPS (sen)	5.1	4.6	5.2
P/E (x)	17.0	18.5	16.5

#### Relative performance chart



Quarterly performance FYE Jun (RM m)	3QFY22	2QFY23	3QFY23	QoQ (%)	YoY (%)	9MFY22	9MFY23	YoY (%)
Revenue	12.0	12.0	11.0	(8.0)	(8.0)	38.6	35.1	(9.1)
EBITDA	6.0	5.4	4.2	(21.2)	(29.0)	19.2	15.3	(20.0)
PBT	5.6	5.1	3.9	(22.9)	(31.1)	18.4	14.6	(20.6)
PAT	4.9	3.7	2.9	(20.1)	(39.8)	14.5	10.9	(24.9)
Core PATMI	4.9	3.7	2.9	(20.1)	(39.8)	14.5	10.9	(24.9)
Reported PATMI	4.9	4.3	2.9	(31.4)	(39.8)	14.5	11.5	(20.7)
Core EPS (sen)	1.5	1.3	0.9	(31.4)	(39.8)	4.5	3.6	(20.7)
EBITDA margin (%)	49.7	44.8	38.3			49.7	43.7	
PBT margin (%)	47.1	42.1	35.3			47.7	41.6	
Core PATMI margin (%)	40.7	30.6	26.6			37.6	31.1	

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## Valuation & Recommendation

- As the reported earnings came in below our expectations, we slashed the earnings forecast by 12.9%, 11.2%, and 15.2% to RM14.8m, RM16.6m, and RM17.8m for FY23f, FY24f, and FY25f respectively. The forecasted earnings take into account the slower than expected growth on the contribution from House Brand segment, as well as the higher contribution from OEM segment.
- We remained our **SELL** recommendation on NOVA, with a revised target price of RM0.73 (previous TP: RM0.75) as we rolled over to FY24f forecasted earnings. The target price is derived by ascribing a P/E of 14.0x to FY24f EPS of 5.2 sen. Meanwhile, NOVA remained committed to deliver its dividend policy of distributing not less than 30.0% of its annual net profit after tax.
- Risks to our recommendation include the possibility of supply chain disruptions, both domestically and internationally, which may impact the availability of raw materials. Besides, the group is exposed to foreign currency risk relating to USD as a significant portion of its raw material purchases from abroad are denominated in USD. Any depreciation in ringgit against USD will result in increased costs for raw materials and packaging materials, potentially affecting the group's margin.

## Financial Highlights

All items in (RM m) unless otherwise stated

Income Statement						Balance Sheet					
FYE Jun (RM m)	FY21	FY22	FY23f	FY24f	FY25f	FYE Jun (RM m)	FY21	FY22	FY23f	FY24f	FY25f
Revenue	40.5	49.1	47.1	49.7	52.3	Cash	27.7	20.4	30.4	37.6	43.6
EBITDA	19.8	21.3	20.5	23.1	24.8	Receivables	15.2	17.9	16.1	16.3	17.2
EBIT	18.7	19.8	19.2	21.6	23.2	Inventories	14.5	19.7	15.5	13.8	14.2
Net finance income/ (cost)	0.6	0.4	0.5	0.5	0.5	PPE	33.8	41.7	47.8	53.8	59.6
Associates & JV	-	-	-	-	-	Others	13.3	12.7	13.4	14.2	15.0
<b>Profit before tax</b>	<b>19.3</b>	<b>20.3</b>	<b>19.7</b>	<b>22.1</b>	<b>23.7</b>	<b>Assets</b>	<b>104.5</b>	<b>112.4</b>	<b>123.2</b>	<b>135.7</b>	<b>149.7</b>
Tax	(4.7)	(4.2)	(4.9)	(5.5)	(5.9)	Debts	-	-	-	-	-
<b>Net profit</b>	<b>14.6</b>	<b>16.1</b>	<b>14.8</b>	<b>16.6</b>	<b>17.8</b>	Payables	3.2	5.9	5.2	5.0	5.1
Minority interest	-	-	-	-	-	Others	7.3	6.0	7.7	8.9	10.2
<b>Core earnings</b>	<b>14.6</b>	<b>16.1</b>	<b>14.8</b>	<b>16.6</b>	<b>17.8</b>	<b>Liabilities</b>	<b>10.5</b>	<b>11.9</b>	<b>13.0</b>	<b>13.8</b>	<b>15.3</b>
Exceptional items	(0.0)	-	-	-	-	Shareholder's equity	93.9	100.5	110.2	121.9	134.3
Reported earnings	14.6	16.1	14.8	16.6	17.8	Minority interest	-	-	-	-	-
						<b>Equity</b>	<b>93.9</b>	<b>100.5</b>	<b>110.2</b>	<b>121.9</b>	<b>134.3</b>
Cash Flow Statement						Valuation & Ratios					
FYE Jun (RM m)	FY21	FY22	FY23f	FY24f	FY25f	FYE Jun (RM m)	FY21	FY22	FY23f	FY24f	FY25f
Profit before taxation	19.3	20.3	19.7	22.1	23.7	Core EPS (sen)	4.6	5.1	4.6	5.2	5.6
Depreciation & amortisation	1.1	1.4	1.3	1.5	1.7	Diluted EPS (sen)	4.6	5.1	4.6	5.2	5.6
Changes in working capital	(6.7)	(5.2)	5.3	1.2	(1.2)	P/E (x)	18.8	17.0	18.5	16.5	15.4
Share of JV profits	-	-	-	-	-	DPS (sen)	3.0	3.2	1.4	1.6	1.7
Taxation	(4.7)	(4.2)	(4.9)	(5.5)	(5.9)	Dividend yield	3.5%	3.7%	1.6%	1.8%	1.9%
Others	0.1	(0.1)	1.4	1.2	1.4	BVPS (RM)	0.29	0.32	0.35	0.38	0.42
<b>Operating cash flow</b>	<b>9.1</b>	<b>12.3</b>	<b>22.8</b>	<b>20.5</b>	<b>19.7</b>	P/B (x)	2.9	2.7	2.5	2.2	2.0
Net capex	(0.9)	(13.5)	(8.1)	(8.8)	(6.4)	EBITDA margin	48.9%	43.3%	43.5%	46.5%	47.5%
Others	(0.3)	-	-	-	-	EBIT margin	46.2%	40.4%	40.7%	43.5%	44.3%
<b>Investing cash flow</b>	<b>(5.8)</b>	<b>(9.5)</b>	<b>(8.3)</b>	<b>(8.3)</b>	<b>(8.3)</b>	PBT margin	47.6%	41.3%	41.9%	44.6%	45.3%
Changes in borrowings	-	-	-	-	-	PAT margin	36.0%	32.8%	31.4%	33.4%	34.0%
Issuance of shares	-	0.0	-	-	-	Core PAT margin	36.0%	32.8%	31.4%	33.4%	34.0%
Dividends paid	(9.5)	(10.2)	(4.4)	(5.0)	(5.3)	ROE	16.1%	16.6%	14.0%	14.3%	13.9%
Others	1.0	-	-	-	-	ROA	14.5%	14.9%	12.5%	12.8%	12.5%
<b>Financing cash flow</b>	<b>(8.5)</b>	<b>(10.1)</b>	<b>(4.4)</b>	<b>(5.0)</b>	<b>(5.3)</b>	<b>Net gearing</b>	<b>CASH</b>	<b>CASH</b>	<b>CASH</b>	<b>CASH</b>	<b>CASH</b>
<b>Net cash flow</b>	<b>(5.2)</b>	<b>(7.3)</b>	<b>10.0</b>	<b>7.2</b>	<b>6.0</b>						
Forex	-	-	-	-	-						
Others	0.0	-	-	-	-						
Beginning cash	32.9	27.7	20.4	30.4	37.6						
Ending cash	27.7	20.4	30.4	37.6	43.6						