EFERT, FFC & FFBL 3QCY20 NPAT up 63% YoY

- The AKD Fertilizer Universe (excl. ENGRO and FATIMA) is expected to post 63/38% YoY/QoQ increase in NPAT in 3QCY20, with FFBL expected to retook back to profitability after six consecutive quarters of losses. Given high base effect in terms of urea offtake, core earnings growth of EFERT and FFC are expected to lag FFBL on QoQ basis. We have not incorporated any sales tax provision on a cumulative payout for 9MCY20 to Pkr8.0/sh.

- To emphasize, FFBL is expected to post 3QCY20 NPAT of Pkr1.2bn (EPS: Pkr1.29), as opposed to loss of Pkr1.2bn (LPS: Pkr1.24) in 2QCY20. Uptrend in local DAP prices, incomplete passing-on of GIDC elimination benefit to consumers and receding finance cost are expected to result in a healthy 3Q for FFBL.

- EFERT increased urea price by Pkr25/bag in Aug'20, driving a sequential uptick of 14% in 3QCY20 NPAT (EPS: PKR3.31; DPS: PKR2.50). FFC’s result is expected to be broadly unventful with NPAT to be flattish sequentially, but up by 36% YoY (3QCY20 EPS: Pkr3.80) on the back of an increase in other income and lower finance cost. Payout is expected at Pkr2.75/sh taking cumulative payout for 9MCY20 to Pkr8.0/sh.

3QCY20 Result Preview: The AKD Fertilizer Universe (excl. ENGRO and FATIMA) is expected to post 63/38% YoY/QoQ increase in NPAT in 3QCY20, with FFBL expected to outshine the rest. GIDC elimination w.e.f 10th Jan’20 and resulting reduction in urea prices by players in 1QCY20 induced a sequential uptick in 2QCY20 volumes. Given this high base effect in the prior quarter, core earnings growth of EFERT and FFC are expected to lag behind FFBL on QoQ basis. Meanwhile, (i) uptick in DAP price and volumetric offtake, (ii) partial pass-on of GIDC elimination (reduction only in urea price – ~40% of total offtake) and (iii) 625bps CYTD decline in discount rate amid having the most leveraged B/S in the industry should result in a sequential turnaround for FFBL in 3QCY20 (back in the green after six quarters of losses).

FFBL: Fauji Fertilizer Bin Qasim Ltd (FFBL) is expected to post 3QCY20 NPAT of Pkr1.2bn (EPS: Pkr1.29), as opposed to a loss of Pkr1.2bn (LPS: Pkr1.24) in 2QCY20. The turnaround in earnings is on the back of (i) 17/70% YoY/QoQ increase in topline, courtesy 24/118% YoY/QoQ uptick in DAP offtake (provisional numbers), (ii) 10/7 ppt YoY/QoQ increase in GMS to 20%, courtesy DAP price hike and GIDC elimination and (iii) 30/17% YoY/QoQ decline in finance cost, amid decline in interest rates. We have not incorporated any dividends from the power subsidiary in 3Q, which may be a potential upside to our estimates. We currently have a Buy call on the scrip with a TP of Pkr30.0/sh, implying an upside of 65.7% at last close. Nonetheless, we remain skeptical on FFBL’s liquidity situation, despite the recently announced right issue of Pkr5bn amidst GIDC payment of Pkr22bn over next two years, advising a cautious stance on scrip.

EFERT: Engro Fertilizer Ltd (EFERT) is expected to post 3QCY20 NPAT of Pkr4.4bn (EPS: PKR3.31), up 33/14% YoY/QoY/QoQ. The increase in earnings is expected on the back of (i) 30/18% YoY/QoQ increase in topline, courtesy 35% YoY uptick in urea offtake with increase in urea price on sequential basis and, (ii) 47/28% YoY/QoQ decline in finance cost, amid falling interest rates. We have not incorporated any sales tax provision in 3Q (PKr603mn recorded in 2QCY20), which may be a potential downside to our estimates. EFERT is also expected to announce a 2nd interim cash dividend of Pkr2.50/sh (conservative because of GIDC payment). We currently have a Sell call on the scrip with a TP of Pkr56/sh, as end of concessionary gas agreement approaches (D/Y expected to come down to 8% in CY23/F vs. 13% in CY21/F).

FFC: Fauji Fertilizer Company Ltd (FFC) is expected to post 3QCY20 NPAT of Pkr4.8bn (EPS: PKR3.80), up 36% YoY, but flattish sequentially. The topline is expected to decline 6% YoY led by 4% YoY decline in urea offtake, where decline on gross profit level is arrested by increase in DAP price and volumes. A 30% YoY increase in other income and 44% YoY decline in finance cost should keep the bottomline on an uptrend. FFC is also expected to announce a DPS of Pkr2.75, taking 9MCY20 payout to Pkr8.0/sh. FFC offers a CY21/22F D/Y of 11.2% at last close, where our TP of Pkr127.0/sh implies a total return of 30.0% at last close – Buy.
Disclosure Section

Neither the information nor any opinion expressed herein constitutes an offer or a solicitation of an offer to transact in any securities or other financial instrument and is for the personal information of the recipient containing general information only. AKD Securities Limited (hereinafter referred to as AKDS) is not soliciting any action based upon it. This report is not intended to provide personal investment advice nor does it provide individually tailored investment advice. This report does not take into account the specific investment objectives, financial situation/financial circumstances and the particular needs of any specific person. Investors should seek financial advice regarding the appropriateness of investing in financial instruments and implementing investment strategies discussed or recommended in this report and should understand that statements regarding future prospects may not be realized. AKDS recommends that investors independently evaluate particular investments and strategies and it encourages investors to seek the advice of a financial advisor.

The appropriateness of a particular investment or strategy will depend on an investor’s individual circumstances and objectives. The securities or strategies discussed in this report may not be suitable for all investors, and certain investors may not be eligible to purchase or participate in some or all of them.

Reports prepared by AKDS research personnel are based on public information. AKDS makes every effort to use reliable, comprehensive information, but we make no representation that it is accurate or complete. Facts and views presented in this report have not been reviewed by and may not reflect information known to professionals in other business areas of AKDS including investment banking personnel. AKDS has established information barriers between certain business groups maintaining complete independence of this research report.

This report has been prepared independently of any issuer of securities mentioned herein and not in connection with any proposed offering of securities or as agent of any issuer of any securities. Neither AKDS, nor any of its affiliates or their research analysts have any authority whatsoever to make any representation or warranty on behalf of the issuer(s). AKDS Research Policy prohibits research personnel from disclosing a recommendation, investment rating, or investment thesis for review by an issuer prior to the publication of a research report containing such rating, recommendation or investment thesis.

We have taken all reasonable care to ensure that the information contained herein is accurate, up to date, and complies with all prevailing Pakistani legislations. However, no liability can be accepted for any errors or omissions, or for any loss resulting from the use of the information provided as any data and research material provided ahead of an investment decision are for information purposes only. We shall not be liable for any errors in the provision of this information, or for any actions taken in reliance thereon. We reserve the right to amend, alter, or withdraw any of the information contained in these pages at any time and without notice. No liability is accepted for such changes.

Stock Ratings

Investors should carefully read the definitions of all ratings used in each research report. In addition, research reports contain information carrying the analyst’s view and investors should carefully read the entire research report and not infer its contents from the rating ascribed by the analyst. In any case, ratings or research should not be used or relied upon as investment advice. An investor’s decision to buy, sell or hold a stock should depend on individual circumstances and other considerations. AKDS uses a three tier rating system: i) Buy, ii) Neutral and iii) Sell with total returns (capital upside + dividend yield) benchmarked against the expected one year forward floating (variable) risk free rate (10yr PIB) plus risk premium.

Valuation Methodology

To arrive at our period end target prices, AKDS uses different valuation techniques including:

- Discounted Cash Flow (DCF, DDM)
- Relative Valuation (P/E, P/B, P/S etc.)
- Equity & Asset return based methodologies (EVA, Residual Income etc.)

Analyst Certification of Independence

The analysts hereby certify that their views about the companies and their securities discussed in this report are accurately conveyed and that they have not received and will not receive direct or indirect compensation in exchange for expressing specific recommendations or views in this report.

The research analysts, strategists or research associates principally having received compensation responsible for the preparation of this AKDS research report based upon various factors including quality of research, investor client feedback, stock picking, competitive factors and firm revenues.

Disclosure of Interest Area

AKDS and the authoring analyst do not have any interest in any companies recommended in this research report irrespective of the fact that AKD Securities Limited may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment.

Regional Disclosures (Outside Pakistan)

The information provided in this report and the report itself is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to law or regulation or which would subject AKDS or its affiliates to any registration or licensing requirements within such jurisdiction or country.

Furthermore, all copyrights, patents, intellectual and other property in the information contained in this report are held by AKDS. No rights of any kind are licensed or assigned or shall otherwise pass to persons accessing this information. You may print copies of the report or information contained within herein for your own private non-commercial use only, provided that you do not change any copyright, trade mark or other proprietary notices. All other copying, reproducing, transmitting, distributing or displaying of material in this report (by any means and in whole or in part) is prohibited.

For the United States

Compliance Notice.

This research report prepared by AKD Securities Limited is distributed in the United States to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Decker & Co, LLC, a broker-dealer registered in the US (registered under Section 15 of Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by Decker & Co, LLC in the US shall be borne by Decker & Co, LLC. All resulting transactions by a US person or entity should be effected through a registered broker-dealer in the US. This report is not directed at you if AKD Securities Limited or Decker & Co, LLC is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that Decker & Co, LLC and AKD Securities Limited are permitted to provide research material concerning investment to you under relevant applicable legislations and regulations.