







REGIONAL

HKD0.52

Company Update, 20 June 2013

Event

Initiation

Preview

Results

Strategy

Update

CSI Properties (497 HK)

Property - Real Estate

Il Estate Target Price:

Market Cap: USD417m Pri

Buy (Maintained)

up from HKD0.50

Price: HKD0.34

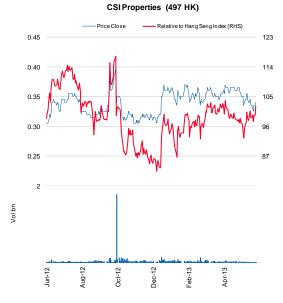
Macro

Risks **d**Growth **d**

Growth

Value

Profits Marred By Sale Delay But All Is Well



Source: Bloomberg

Avg Turnover (HKD/USD)	4.90m/0.63m
Cons. Upside (%)	41.2
Upside (%)	52.9
52-wk Price low/high (HKD)	0.30 - 0.40
Free float (%)	54

Shareholders (%)

Mico Chung 46.2

In CSI's FY13 results released after market close yesterday, recurring net profit fell 49% y-o-y to HKD903m, 37% below consensus, due to delay in selling AXA Center. Still, the company kept its dividend payout ratio guidance. Since CSI now plans to retain some commercial properties (including AXA Centre) for rental, we lower our FY14F and FY15F recurring net profit estimates by 32% and 40% but retain our end-FY14 ENAV at HKD1.21/share, which factors in a higher ASP and a new revised project delivery schedule. Our 4% higher HKD0.52 TP is at the existing 57% discount to our ENAV. Maintain BUY.

- Lower profit due to delay in selling off AXA Center. The company missed our earnings estimates mainly due to the fact that it did not manage to sell the seven floors in AXA Center it intended amid Government measures to cool down on the property market. We had initially estimated that the seven floors would potentially contribute about HKD800m in recurring net profit. That said, we are heartened by the fact that CSI is being prudent in not forcing through the sale and deciding to continue renting out the space for the time being.
- ◆ Fulfilling 56% of FY14F net profit. We estimate that CSI has already secured HKD559m in net profit from sales of properties at: i) H8, ii) 2 units of the Hampton, and iii) 703 Nathan Road, representing 56% of our FY14F estimate. We like the fact that earnings visibility has improved and believe that CSI will meet our full year HKD1.0bn target when it completes the sale of its 50% stake in Platinum in 2HFY3/14F.
- ♦ Cutting FY14-15F earnings estimates by 32% and 40%. Since CSI aims to hold more properties (mainly AXA Center, InPoint and the Ashley Road project) for rental instead of selling them, we cut our earnings estimates by 32% and 40% for FY14F and FY15F respectively (please see Figures 1 and 2 for CSI's new property sale schedule).
- Maintain BUY, HKD0.50 TP. We like CSI's: i) value-enhancing expertise, and ii) deep 72% discount to our new end-FY3/14 ENAV of HKD1.21/share. We arrive at our new HKD0.52 TP (up 4% from HKD0.50/share) based on same 57% discount to our new ENAV vs our end-FY3/13 ENAV of HKD1.17/share previously. Maintain BUY.

Forecasts and Valuations	Mar-12	Mar-13	Mar-14F	Mar-15F	Mar-16F
Total turnover (HKDm)	3,218	1,162	2,131	2,625	3,241
Recurring net profit (HKDm)	1,754	903	1,007	1,199	1,287
Recurring net profit growth (%)	104.5	(48.5)	11.5	19.1	7.3
Consensus EPS (HKD)		0.16	0.11	0.10	
EPS (HKD)	0.21	0.10	0.11	0.13	0.14
DPS (HKD)	0.02	0.01	0.01	0.02	0.02
Dividend Yield (%)	7.1	4.1	4.2	5.0	5.4
Return on average assets (%)	21.0	8.8	8.7	9.7	9.6
Return on average equity (%)	34.4	13.9	13.4	14.2	13.5
P/E (x)	1.59	3.32	3.21	2.70	2.51
P/B (x)	0.47	0.46	0.41	0.36	0.32
Net debt to equity (%)	3.5	10.5	(20.4)	(45.0)	(65.3)

Source: Company data, RHB OSK estimates

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Actively looking at 2 potential acquisitions. Management has expressed a preference for potential acquisitions targets to reposition itself in Hong Kong Island due to: i) the lack of land supply, and ii) demand for premium products. Currently, it is looking at two projects - one residential and one commercial – around Lan Kwai Fong.

FY13 Results Review

Figure 1: FY13 P&L

HKD m	FY3/12A	FY3/13A	y-o-y (%)	RHB OSK forecast	Diff (%)
Sales of Prop Held for Sale	2,992.9	939.4	(68.6)	2,401.0	(60.9)
Rental Income	225.0	223.0	(0.9)	338.7	(34.2)
Revenue	3,217.9	1,162.4	(63.9)	2,739.7	(57.6)
Cost of Sales	(1,551.6)	(424.6)	(72.6)	(1,114.9)	(61.9)
Gross profit	1,666.3	737.8	(55.7)	1,624.9	(54.6)
Income and gains from investments	63.2	116.7	84.6	51.8	125.4
Other income	24.3	45.0	85.7	14.2	217.6
Other gains	132.2	305.2	130.8	0.0	na
Administrative expenses	(163.2)	(193.6)	18.6	(179.6)	7.8
Operating profit	1,722.8	1,011.1	(41.3)	1,511.3	(33.1)
Finance costs	(52.9)	(72.5)	37.1	(79.6)	(8.9)
Share of results of JCEs	31.6	21.8	(30.9)	1.5	1,320.2
Share of results of associates	185.3	25.1	(86.5)	250.0	(90.0)
Profit before tax	1,886.8	985.5	(47.8)	1,683.3	(41.5)
Current tax	(118.5)	(60.5)	(48.9)	(185.2)	(67.3)
Profit after tax	1,768.3	925.0	(47.7)	1,498.1	(38.3)
Minority interests	(14.2)	(22.4)	57.4	(17.1)	30.9
Recurrent net profit	1,754.1	902.7	(48.5)	1,481.0	(39.1)
Gross profit margin (%)	51.8%	63.5%	11.7	59.3%	4.2
Operating margin (%)	53.5%	87.0%	33.4	55.2%	31.8
Recurrent net profit margin (%)	54.5%	77.7%	23.1	54.1%	23.6
Reported net profit margin (%)	54.5%	77.7%	23.1	54.1%	23.6
EPS	0.213	0.102	(51.9)	0.156	(34.2)
DPS	0.024	0.014	(41.7)	0.019	(25.0)
Net debt/equity ratio (%)	3.5	10.5	7.0	-7.0	17.5
Source: Company data, RHB OSK e	estimates				

Source: Company data, RHB OSK estimates

Key Changes To Our Earnings Model

Figure 2: Changes in earnings estimates

	Ne	New		ld	Changes (%)		
HKD m	FY3/14F	FY3/15F	FY3/14F	FY3/15F	FY3/14F	FY3/15F	
Revenue	2,131.1	2,624.6	1,997.5	2,082.6	6.7	26.0	
Gross Profit	843.1	1,417.2	1,218.9	1,030.8	(30.8)	37.5	
Operating Profit	1,217.1	1,496.6	1,059.3	871.2	14.9	71.8	
Net Profit	1,006.8	1,199.3	1,468.2	1,676.7	(31.4)	(28.5)	
EPS	0.106	0.126	0.154	0.176	(31.3)	(28.4)	
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Source: RHB OSK estimates

ENAV Breakdown

Figure 3: Changes in end-FY3/14F ENAV breakdown

			Original			Revised	
CSI PROPERTIES	Attri. GFA	FY3/14F	FY3/14F	GNAV	FY3/14F	FY3/14F	GNAV
SUMMARY OF GNAV	sq ft	HKDm	HKD/share	%	HKDm	HKD/share	%
RESIDENTIAL PROPERTIES	601,860	3,514	0.37	40.1	3,787	0.40	38.1
Hong Kong	304,860	2,325	0.24	26.5	2,814	0.30	28.3
China	297,000	1,190	0.12	13.6	973	0.10	9.8
COMMERCIAL PROPERTIES	493,508	2,845	0.30	32.4	3,944	0.41	39.7
Hong Kong	163,508	1,831	0.19	20.9	3,112	0.33	31.3
China	330,000	1,015	0.11	11.6	832	0.09	8.4
HOTEL PROPERTIES	226,255	2,411	0.25	27.5	2,210	0.23	22.2
GNAV		8,771	0.92	100.0	9,942	1.04	100.0
Net Cash		2,742	0.29		1,601	0.17	
NAV		11,513	1.21		11,543	1.21	

Source: RHB OSK estimates



Booking Schedule Breakdown By Project

Figure 4: Property sales: Booking schedule and ASP (HKD psf)

		Owned	Attri. GFA	GFA booked	GFA booked	GFA booked	ASP	ASP	ASP
Portfolio	Usage	%	sqft	FY3/14F	FY3/15F	FY3/16F	FY3/14F	FY3/15F	FY3/16F
1A, 2A, 2B The Hampton	Luxury residential	90.0%	9,149	6,084.4	-	-	24,670.5	-	-
5B, 7A, 7B The Hampton	Luxury residential	90.0%	12,483	-	-	-	-	-	-
Barker Road	Luxury residential	100.0%	4,271	-	-	4,271.0	-	-	70,000.0
Yoo Residence	Luxury residential	50.0%	43,430	-	20,000.0	20,000.0	-	24,500.0	26,950.0
Kau To	Luxury residential	100.0%	50,375	-	20,000.0	30,375.0	-	25,000.0	25,000.0
Monterey Court	Luxury residential	60.0%	43,800	-	-	21,500.0	-	-	40,000.0
Qing Pu Land	Luxury residential	50.0%	330,000	-	100,000.0	100,000.0	-	5,000.0	5,000.0
Residential Total				6,084.4	140,000.0	176,146.0	24,670.5	10,642.9	16,789.2
H8 Hau Fook House	Food & Beverage	100.0%	45,101	45,101.0	-	-	14,811.2	-	-
703 Nathan Road	In development	100.0%	35,000	35,000.0	-	-	30,371.0	-	-
AXA Center	Office	100.0%	118,496	-	101,500.0	-	-	15,500.0	-
Ashley Road	Food & Beverage	100.0%	61,528	-	-	61,528.0	-	13,750.0	13,750.0
Bank of America Tower - 31/F	Office	100.0%	13,880	-	-	-	-	-	0.0
2-4 Shelly Street	Residential/Retail	100.0%	30,105	-	30,105.0	-	-	12,500.0	-
24 Wellington Street	Retail	100.0%	750	-	-	750.0	-	-	200,000.0
In Point	Retail	100.0%	122,000	-	-	122,000.0	-	-	8,500.0
Platinum	Office	50.0%	175,000	175,000.0	-	-	11,000.0	-	-
Commercial Total				255,101.0	131,605.0	184,278.0	14,331.5	14,813.7	11,032.3
Total				261,185.4	271,605.0	360,424.0	14,572.4	12,663.8	13,845.8

Source: RHB OSK estimates

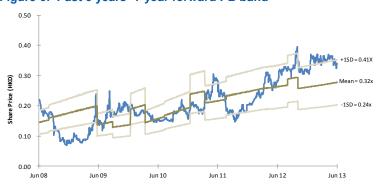
Figure 5: Property sales: Sales proceeds and net profit (HKDm)

Portfolio		Sales Proceed FY3/15F	Sales Proceed FY3/16F	Net Profit FY3/14F	Net Profit FY3/15F	Net Profit FY3/16F	Net profit margin FY3/14F	Net profit margin FY3/15F	Net prof margi FY3/16
1A, 2A, 2B The Hampton	150.1	-	-	49.3	-	-	33%	-	
5B, 7A, 7B The Hampton	-	-	-	-	-	-	-	-	
Barker Road	-	-	299.0	-	-	36.3	-	-	12
Yoo Residence	-	490.0	539.0	-	122.6	160.3	-	25%	30
Kau To	=	500.0	759.4	-	74.3	112.8	=	15%	15
Monterey Court	-	-	860.0	-	-	172.0	-	-	20
Qing Pu Land	=	500.0	500.0	-	141.0	141.0	=	28%	28
Residential Total	150.1	1,490.0	2,957.3	49.3	338.0	622.5	33%	23%	2:
H8 Hau Fook House	668.0	-	=	259.3	-	-	39%	-	
703 Nathan Road	1,063.0	-	=	123.5	-	-	12%	-	
AXA Center	-	1,573.3	-	-	793.7	-	-	50%	
Ashley Road	-	-	846.0	-	-	341.8	-	-	40
Bank of America Tower - 31/F	=	=	=	-	=	-	=	=	
2-4 Shelly Street	-	376.3	-	-	49.4	-	-	13%	
24 Wellington Street	-	-	150.0	-	-	25.1	-	-	1
In Point	-	-	1,037.0	-	-	241.5	-	-	2
Platinum	1,925.0	=	=	537.0	-	=	28%	-	
Commercial Total	3,656.0	1,949.6	2,033.0	919.9	843.2	608.4	25%	43%	3
Total	3,806.1	3,439.6	4,990.4	969.2	1,181.1	1,230.9	25%	34%	2

Source: RHB OSK estimates

Past 5 years' 1-year forward PB Band

Figure 6: Past 5 years' 1-year forward PB band





Source: RHB OSK estimates



Valuation Comparables

Figure 7: Valuation comparables I

Company	Ticker	Price	Mkt cap (US\$m)	3-mth avg t/o (US\$m)	PER Hist (x)	PER FY1 (x)	PER FY2 (x)	EPS FY1 YoY%	EPS FY2 YoY%	3-Yr EPS Cagr (%)	Div yld Hist (%)	Div yld FY1 (%)	P/B Hist (x)	P/B FY1 (x)
CSI Properties	497 HK	0.34	417	0.7	3.3	3.2	2.7	3.3	19.1	9.7	4.1	4.2	0.46	0.41
HSI		20,987			9.7	10.0	9.2	(2.8)	8.5	5.0	3.6	3.9	1.34	1.25
HSCEI		9,585			7.8	7.1	6.5	11.0	9.1	9.9	4.0	4.4	1.16	1.06
CSI300		2,401			11.9	10.2	8.6	16.9	18.1	17.2	2.3	2.5	1.62	1.48
Adjusted sector avg					6.3	13.9	6.2	(29.9)	172.1	11.2	3.3	3.7	0.43	0.43
Great Eagle	41 HK	29.65	2,424	3.6	10.4	11.1	10.9	(6.7)	1.9	1.5	2.2	2.2	0.51	0.49
Emperor Intl	163 HK	2.28	1,078	1.0	1.4	6.5	4.4	(79.2)	48.6	(30.7)	4.6	5.1	0.36	0.35
Wing Tai Propert	369 HK	4.83	831	0.1	5.1	12.7	7.1	(60.3)	78.9	N/A	2.8	2.9	0.35	N/A
Hkr Intl Ltd	480 HK	3.96	689	0.2	7.2	N/A	N/A	N/A	N/A	N/A	2.8	N/A	0.36	N/A
Far East Consort	35 HK	2.79	636	0.6	10.6	3.3	2.3	66.1	41.8	57.4	4.7	6.1	0.62	0.54
Lai Sun Dev	488 HK	0.23	582	1.4	1.8	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.24	N/A
Soundwill Hldgs	878 HK	16.54	599	0.5	7.1	41.6	4.3	(83.1)	857.7	16.3	1.2	1.2	0.34	0.34
Tai Cheung Hldgs	88 HK	6.30	502	0.1	6.8	8.2	7.9	(16.3)	3.9	N/A	4.8	4.8	0.70	N/A

Source: Bloomberg, RHB OSK estimates

Figure 7: Valuation comparables II

Company	Rev Hist (US\$m)	NP Hist (US\$m)	EV/ Ebitda Hist	EV/ Ebitda Cur Yr	Net gearing Hist (%)	Net gearing FY1 (%)	Unlev beta	Gross margin Hist (%)	Net margin Hist (%)	ROIC Hist (%)	ROE Hist (%)	ROE FY1 (%)	Sh px 1- mth %	Sh px 3- mth %
Csi Properties	150	116	3.7	1.3	10.5	net cash	0.77	63.5	77.7	8.1	13.9	13.4	(6.8)	0.0
HSI											13.8	12.6	(9.1)	(4.8)
HSCEI											14.8	15.0	(13.0)	(10.8)
CSI300											13.6	14.5	(7.4)	(4.9)
Adjusted sector avg			12.8	9.4	15.8	22.3	0.79	45.4	74.9	4.2	15.7	6.4	(6.0)	(4.1)
Great Eagle	644	458	13.8	9.9	0.6	0.7	1.12	32.4	36.1	2.4	10.1	4.3	(17.1)	(8.8)
Emperor Intl	735	794	4.9	7.2	15.3	N/A	0.94	64.9	108.0	8.2	30.1	5.2	(2.6)	7.5
Wing Tai Propert	382	610	11.8	14.4	20.6	N/A	0.42	42.4	43.0	3.4	30.2	2.6	(8.9)	(13.3)
Hkr Intl Ltd	215	96	17.8	N/A	13.1	N/A	0.91	28.2	44.6	1.9	7.6	N/A	(0.5)	(4.3)
Far East Consort	481	116	21.7	N/A	52.1	47.7	0.47	27.5	12.5	N/A	6.1	17.5	5.7	11.6
Lai Sun Dev	113	294	18.5	N/A	7.5	N/A	1.16	62.2	261.8	1.3	25.1	N/A	(11.8)	(9.3)
Soundwill Hldgs	232	429	10.5	9.7	17.6	18.4	0.83	52.3	36.3	4.3	5.5	0.8	(11.2)	(17.1)
Tai Cheung Hldgs	128	73	3.4	6.0	0.0	N/A	0.49	53.5	57.3	8.1	11.2	8.2	(1.9)	1.0

Source: Bloomberg, RHB OSK estimates



Financial Exhibits

- ♦ Other recurring income in FY3/14F include a net profit of HKD537m from sales of its 50% stake in Platinum
- ♦ Other recurring income in FY3/15F include net profit of HKD263.7m from partial sales of its 50% stake in Yoo Residences and Qing Pu Land
- ♦ Other recurring income in FY3/16F include net profit of HKD473.3m from partial sales of its 50% stake in Yoo Residences, Qing Pu Land and Monterey Court

Profit & Loss (HKDm)	Mar-12	Mar-13	Mar-14F	Mar-15F	Mar-16F
Total turnover	3,218	1,162	2,131	2,625	3,241
Cost of sales	(1,552)	(425)	(1,288)	(1,207)	(1,949)
Gross profit	1,666	738	843	1,417	1,292
Gen & admin expenses	(163)	(194)	(213)	(234)	(258)
Operating profit	1,503	544	630	1,183	1,035
Operating EBITDA	1,538	607	680	1,229	1,077
Depreciation of fixed assets	(35)	(63)	(50)	(47)	(43)
Amortisation of intangible assets	0	0	0	0	0
Operating EBIT	1,503	544	630	1,183	1,035
Net income from investments	217	47	-	-	-
Other recurring income	220	467	587	314	523
Interest expense	(53)	(72)	(117)	(112)	(110)
Pre-tax profit	1,887	986	1,100	1,384	1,448
Taxation	(119)	(61)	(93)	(185)	(161)
Minority interests	(14)	(22)	-	-	-
Profit after tax & minorities	1,754	903	1,007	1,199	1,287
Reported net profit	1,754	903	1,007	1,199	1,287
Recurring net profit	1,754	903	1,007	1,199	1,287

Source: Company data, RHB OSK estimates

Cash flow (HKDm)	Mar-12	Mar-13	Mar-14F	Mar-15F	Mar-16F
Operating profit	1,503	544	630	1,183	1,035
Depreciation & amortisation	35	63	50	46	43
Change in working capital	563	(266)	42	1,103	553
Other operating cash flow	(11)	186	1,097	242	467
Operating cash flow	2,090	527	1,819	2,574	2,097
Interest received	(20)	-	-	-	-
Interest paid	(52)	(72)	(117)	(112)	(110)
Tax paid	(12)	(61)	(93)	(185)	(161)
Cash flow from operations	2,006	394	1,609	2,276	1,827
Capex	(1,501)	(1,145)	-	-	-
Other investing cash flow	316	-	888	284	892
Cash flow from investing activities	(1,185)	(1,145)	888	284	892
Dividends paid	(82)	(199)	(131)	(136)	(162)
Proceeds from issue of shares	7	416	-	-	-
Increase in debt	56	1,223	(1,043)	(49)	(87)
Other financing cash flow	(101)	-	-	-	-
Cash flow from financing activities	(119)	1,440	(1,174)	(185)	(248)
Cash at beginning of period	1,722	2,424	3,112	4,435	6,810
Total cash generated	702	688	1,323	2,375	2,471
Implied cash at end of period	2,424	3,112	4,435	6,810	9,281

Source: Company data, RHB OSK estimates

♦ Our model is based on existing projects and has not factored in future acquisitions.



Financial Exhibits

Balance Sheet (HKDm)	Mar-12	Mar-13	Mar-14F	Mar-15F	Mar-16F
Total cash and equivalents	2,445	3,132	4,455	6,830	9,302
Accounts receivable	42	96	107	131	162
Other current assets	3,875	4,514	4,256	3,716	2,607
Total current assets	6,362	7,742	8,818	10,677	12,071
Total investments	1,928	3,055	2,167	1,930	1,080
Tangible fixed assets	733	671	621	574	531
Total other assets	27	22	22	22	22
Total non-current assets	2,688	3,748	2,809	2,526	1,633
Total assets	9,050	11,490	11,628	13,203	13,704
Short-term debt	726	752	567	557	540
Accounts payable	85	286	596	1,183	657
Other current liabilities	322	233	233	233	233
Total current liabilities	1,133	1,271	1,396	1,973	1,430
Total long-term debt	1,928	3,125	2,267	2,228	2,158
Other liabilities	16	9	9	9	9
Total non-current liabilities	1,944	3,134	2,276	2,236	2,167
Total liabilities	3,077	4,405	3,672	4,209	3,597
Share capital	66	76	76	76	76
Retained earnings reserve	5,893	6,988	7,859	8,896	10,010
Shareholders' equity	5,959	7,064	7,935	8,973	10,086
Minority interests	13	21	21	21	21
Other equity	0	(0)	(0)	(0)	(0)
Total equity	5,972	7,085	7,956	8,993	10,107
Total liabilities & equity	9,050	11,490	11,628	13,203	13,704

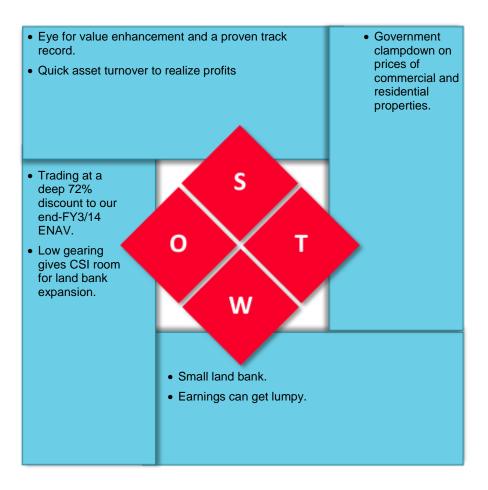
Source: Company data, RHB OSK estimates

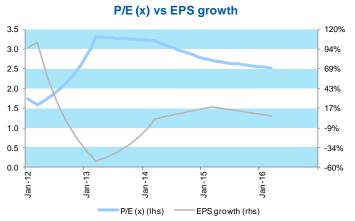
Key Ratios (HKD)	Mar-12	Mar-13	Mar-14F	Mar-15F	Mar-16F
Revenue growth (%)	17.2	(63.9)	83.3	23.2	23.5
Operating profit growth (%)	72.1	(63.8)	15.8	87.7	(12.5)
Net profit growth (%)	104.5	(48.5)	11.5	19.1	7.3
EPS growth (%)	102.9	(51.9)	3.3	19.1	7.3
Bv per share growth (%)	39.4	2.5	12.3	13.1	12.4
Operating margin (%)	46.7	46.8	29.6	45.1	31.9
Net profit margin (%)	54.5	77.7	47.2	45.7	39.7
Return on average assets (%)	21.0	8.8	8.7	9.7	9.6
Return on average equity (%)	34.4	13.9	13.4	14.2	13.5
Net debt to equity (%)	3.5	10.5	(20.4)	(45.0)	(65.3)
DPS	0.02	0.01	0.01	0.02	0.02
Recurrent cash flow per share	0.24	0.04	0.17	0.24	0.19

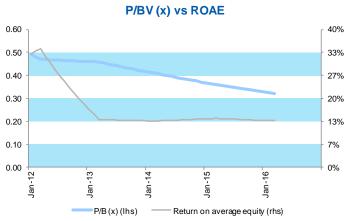
Source: Company data, RHB OSK estimates



SWOT Analysis







Source: Company data, RHB OSK estimatesRHB estimates

Source: Company data, RHB OSK estimates

Company Profile

CSI Properties is principally engaged in commercial property trading, and premium residential property development in Hong Kong and China. The Group has a proven track record in adding value through the repositioning of properties.



Recommendation Chart



Source: RHB OSK estimatesRHB estimates, Bloomberg

Date	Recommendation	Target Price	Price
2013-05-20	Buy	0.50	0.37
2012-11-19	Buy	0.50	0.31
2012-10-18	Buy	0.47	0.40
2012-10-10	Buy	0.50	0.36
2012-09-17	Buy	0.50	0.32
2012-06-29	Buy	0.50	0.34
2012-06-05	Buy	0.50	0.30
2012-05-30	Buy	0.50	0.30

Source: RHB OSK estimates, Bloomberg



RHB Guide to Investment Ratings

Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however longer-term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next 12 months Take Profit: Target price has been attained. Look to accumulate at lower levels

Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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