



# Singapore

# ADD (no change)

Consensus ratings*:	Buy 1	Hold 0	Sell 0
Current price:		;	S\$0.345
Target price:			S\$0.64
Previous target:			S\$0.74
Up/downside:			85.5%
CGS-CIMB / Consens	sus:		na
Reuters:		١	ANZ.SI
Bloomberg:		YZ	JFH SP
Market cap:		US	945.1m
		S	S1,273m
Average daily turnove	r:	US	\$5.70m
		S	\$8.01m
Current shares o/s:			3,951m
Free float: *Source: Bloomberg			64.4%

#### Key changes in this note

- We roll forward our valuations to CY24F.
- Our SOP-based TP is now based on 0.6x CY24F P/BV and 7x CY24F P/E, instead of 0.6x CY23F P/BV and 9x CY23F P/E.



		Source: B	loomberg
Price performance	1M	ЗМ	12M
Absolute (%)	3	-9.2	
Relative (%)	-1.4	-10.8	

Major shareholders% heldYangzi International Holdings Ltd21.6

# **Yangzijiang Financial Holdings**

# Undervalued at c.0.3x CY23F P/BV

- We think YZJFH's performance would hit trough in 2H22F due to real estate exposure. The liquidity pool scheme could give some uplift in 1H23F.
- YZJFH has utilised S\$99m (on c.6.6% of total shares) of its S\$200m share buyback budget as at 31 Oct 2022.
- Reiterate Add. We think the stock is deeply undervalued at c.0.3x CY23F P/BV. We lower our SOP-based TP to S\$0.64.

### Could hit trough in 2H22F with real estate headwinds

We think the persistent decline in China's real estate industry could be YZJFH's greatest headwind in 2H22F and 1H23F. Dwindling home sales had caused more developers to default in their interest payments. Real estate loans accounted for c.32% of YZJFH's debt portfolio as at end-1H22. Gross NPL ratio spiked to 30.8% as at end-3Q22, more than double the 14.4% average over FY18-21. Although YZJFH has a 2.3x coverage ratio backed by land/building collaterals as at end-1H22, and had made a provision for loan losses of S\$14.8m in 3Q22, we think sustained Covid-19-related lockdowns could prolong lacklustre home sales and further dampen property values in 1H23F. We believe YZJFH has c.80% of its debt investments slated to mature by 1H23F, and hence NPL increases and mark-to-market losses could weigh on its 2H22F earnings. We estimate a 37.8% hoh net profit decline in 2H22F.

### Liquidity pool scheme to expedite offshore investments

YZJFH secured from the People's Bank of China (PBOC) a liquidity scheme to facilitate cross-border fund transfers of up to Rmb10bn from China, equivalent to c.50% of its total asset under management (AUM) of c.Rmb22bn, in our estimates. It had targeted to transfer \$\$1bn to Singapore by end-FY22F. We think c.S\$610m has been transferred as at end-3Q22 (including S\$99m spent on share buybacks), and transfer of the remaining c.S\$390m has been delayed to end-Jan 2023F. We believe the liquidity pool scheme increases the certainty of transferring funds to Singapore, spurring offshore investments, taking YZJFH's fund management business out of limbo. However, we think YZJFH's cash drag situation could be extended as the volatile macroeconomic environment weighs on investment opportunities. Investments also take time to reap returns, and track records take time to build. We now ascribe a 30% discount to private equity (PE) peers in our SOP valuation.

#### Retain Add with a lower SOP-based TP of S\$0.64

We roll forward our valuations to CY24F; our TP is now based on 0.6x CY24F P/BV (comparable to China banks) and 7x CY24F P/E (30% discount to PE peers). Our previous TP was based on 0.6x CY23F P/BV (comparable to China banks) and 9x CY23F P/E (comparable to PE peers). Key re-rating catalysts: faster-than-expected AUM growth and rapidly improving real estate industry in China. Downside risks: exchange rate fluctuations negatively impacting its US\$-dominated assets in Singapore, persistent deterioration of China's real estate industry affecting its NPL levels/interest income and further delays in transferring funds to Singapore.

#### Analyst(s)



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Financial Summary	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue (S\$m)	495.2	384.8	257.0	409.5	424.1
Operating EBITDA (S\$m)	359.7	371.9	239.0	389.5	402.1
Net Profit (S\$m)	321.1	327.2	221.2	332.7	338.9
Core EPS (S\$)	0.083	0.085	0.057	0.086	0.088
Core EPS Growth	(6.8%)	1.9%	(32.4%)	50.4%	1.9%
FD Core P/E (x)	4.22	4.14	6.14	4.10	4.02
DPS (S\$)	-	-	0.022	0.034	0.034
Dividend Yield	0.00%	0.00%	6.49%	9.76%	9.95%
EV/EBITDA (x)	1.35	1.27	1.33	0.23	(0.29)
P/FCFE (x)	NA	1.40	7.09	4.29	4.54
Net Gearing	(13.1%)	(14.9%)	(16.8%)	(20.1%)	(22.7%)
P/BV (x)	0.29	0.32	0.31	0.30	0.28
ROE	7.83%	7.34%	5.13%	7.42%	7.24%
% Change In Core EPS Estimates			0.000%	(0.006%)	(0.012%)
CGS-CIMB/Consensus EPS (x)			1.01	1.00	1.00

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



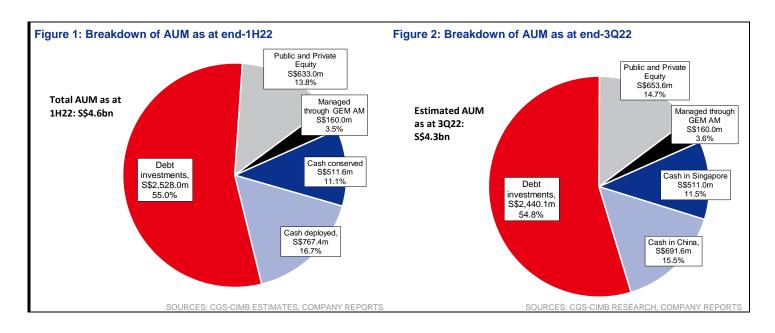
# Undervalued at c.0.3x CY23F P/BV

### **Overall**

# Total AUM increased but temporarily weighed down by unfavourable forex ➤

Management explained that since 1H22, it has been investing its cash into short-term yield enhancement products (e.g. bonds and fixed deposits) that generate c.3-4% yield. As such, we estimate that its total AUM has increased from c.Rmb20bn at end-Jun to c.Rmb22bn at end-Sep. However, due to the strengthening of the Singapore dollar against the renminbi between Jun and Nov 2022, we estimate that current total AUM translates into c.S\$4.3bn (vs. c.S\$4.6bn at end-1H22).

At its listing in Apr 2022, YZJFH said it targeted to transfer c.S\$1bn of its funds in China to Singapore by end-FY22F. We estimate that only c.14.0% (c.S\$610m) has been transferred to Singapore, of which c.S\$99m was used on share buybacks. We estimate that this brings current funds in Singapore to c.S\$511m. We think the remaining c.S\$390m to be transferred from China could be transferred by end-Jan 2023F, since it has on 25 Nov 2022 secured the liquidity pool scheme for up to Rmb10bn (c.S\$1.9bn) from the People's Bank of China (PBOC).





	Qualified Domestic Limited Partnership (QDLP)	Liquidity pool scheme	Dividend distribution
Whatisit	Foreign asset managers raise RMB from wealthy individuals and institutional investors in China for overseas investments	Allows the transfer of funds between Chinese companies and their overseas fellow subsidiaries (or vice versa) in the form of loans	The transfer of funds between Chines companies and their subsidiaries (or vice versa) by declaring dividends.
Related costs	N.A	N.A to the Group  Only inter-company related interest expenses	Withholding dividend tax rate of 5-109

# **Valuation**

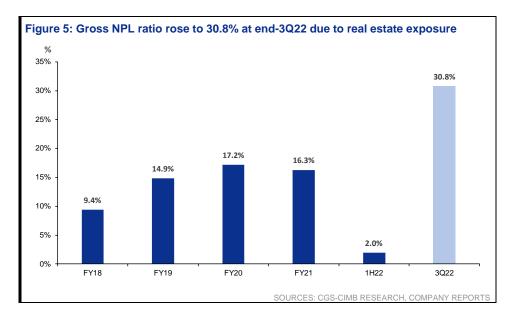
# Valuation rolled forward to CY24F; reiterate Add ➤

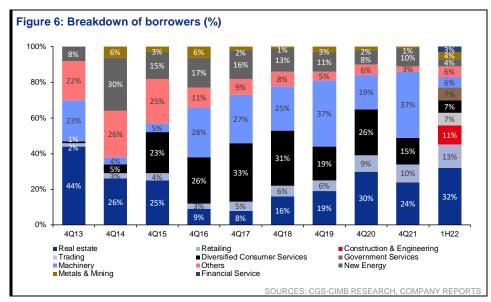
Our SOP-based valuation is based on c.0.6x CY24F P/BV (comparable to Chinese banks) and 7x CY24F P/E (30% discount to fund management peers). We ascribed a 30% discount for YZJFH vs. peers due to cash drag and time needed for YZJFH to build a track record. Our TP is weighted 30%/70% for P/BV and P/E as YZJFH targets to pare down its debt investment business in China to 30% (from 56% as at end-3Q22) by end-FY23F.

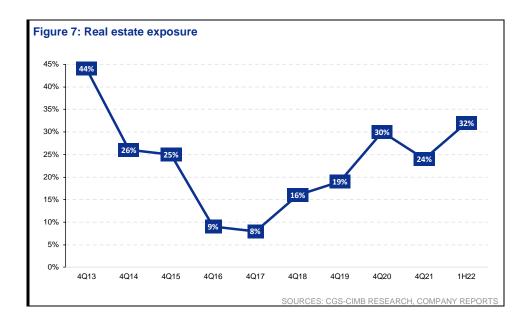
Figure 4: Valuation		
P/BV valuation		
CY24F book value (S\$m)	4,784	
P/BV (x)	0.6	Comparable to Chinese banks
Fair value (S\$m)	2,871	
P/E valuation		
CY24F net profit (S\$m)	339	
P/E (x)	7	30% discount to peers
Fair value (S\$m)	2,372	
Number of shares (m)	3,951	
Method	Weightage	Value per share (S\$)
P/BV(x)	30%	0.22
P/E (x)	70%	0.42
		0.64



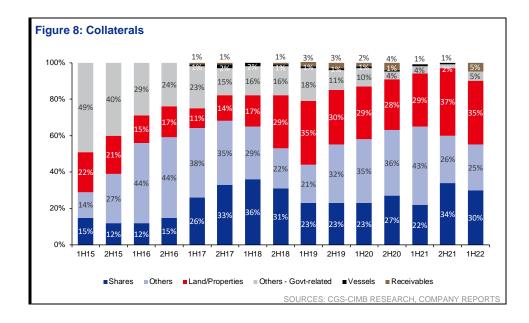
# **Debt investments**

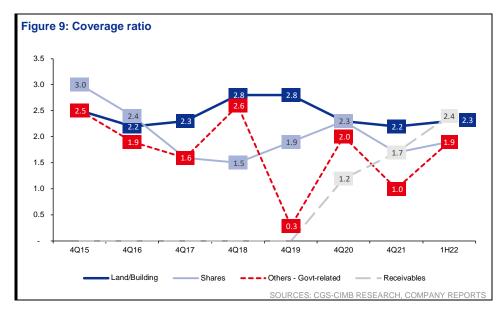












# **Private equity (PE)**

# More clarity on its PE strategies; expect 10-15% returns ▶

YZJFH is transitioning from a 70%/30% to a 30%/70% debt investments/PE business by FY23F, and management has a three-fold strategy for its three categories of PE:

- Fund of funds: YZJFH intends to invest in reputable funds such as KKR through fund of funds. This would widen YZJFH's network and exposure to potential investment opportunities, since it is still new to the PE space;
- 2. Direct investments: YZJFH could partner prestigious local funds. On 22 Nov 2022, YZJFH announced that it is partnering Heliconia Capital in the Heliconia Generation Fund Limited Partnership fund to invest in Singapore and SEA small and medium enterprises (SMEs). YZJFH will contribute S\$80m (c.53.3%) to the fund of up to S\$150m. YZJFH aims to invest as the anchor limited partner (LP) so that its interests in the fund would be represented; and
- Maritime Funds: YZJFH could set up maritime funds by tapping on its shipbuilding expertise/networks. YZJFH announced its maiden maritime



fund with an initial target fund size of US\$250m, of which it will contribute US\$100m (c.40.0%). This maritime has not yet been launched.

Fund Status Fund size YZJFH's commitme								
runa	Status	S\$m	US\$m	S\$m	US\$m			
ICH Gemini Asia Growth Fund	Launched	120	86					
GEM Tech Holding VCC	Launched	217	155		1			
Golden Ox Fund VCC	Launched	36	26		2			
GEM Growth Fund	Not launched yet	100		80				
Maritime Fund	Not launched yet	349	250	100				
Heliconia Generation Fund Limited Partnership	Not launched yet	150		80				

# Helmed by a strong management team with a solid track record **▶**

Since listing in Apr 2022, YZJFH has beefed up its management team with new heads for each of its PE arm: Wu Menglin (fund of funds), Alvin Chew (direct investments), and Alex Yan (maritime fund). It also appointed Sean Low as an investment advisor.

Name	Role	Date of appointment	Track record
Ms. Wu Menglin	Head of Fund of Funds	10-Oct-22	Prior to joining the Company, Ms. Wu served as Vice President, Private Equity Funds and Co-Investments at GIC, a sovereign wealth fund that oversees Singapore's foreign reserves. During her 10-year stint at GIC, Ms. Wu managed fund investments in Asia and co-investments in a diverse range of sectors, including healthcare, advanced manufacturing, consumer, TMT, FinTech and business services.
Mr. Alvin Chew	Head of Direct Investments	28-Nov-22	Mr. Chew has more than 20 years of professional experience in direct investments, investment banking and corporate development. Most recently, Mr. Chew served as Managing Partner, Head of Strategic Growth Programme and Coordinating Head for China at EDBI, the investment arm of Singapore's Economic Development Board. During his stint at EDBI, Mr. Chew oversaw EDBI's private equity growth investments into Singapore-based enterprises across a multitude of industries, such as healthcare, advanced manufacturing, creator economy and sustainability. He was also part of EDBI's senior management team, attending to all corporate matters and policies.
Mr. Alex Yan	Fund manager of the Maritime Fund	11-Aug-22	Mr. Alex Yan has more than 20 years of experience in the shipping industry, holding roles that range from leasing and financing to fleet management. As a result, he brings a rich and varied experience of project, asset and structured finance, as well as investment management to the Group, along with technical competency and a deep understanding of the end-to-end shipping and shipbuilding value chain.
Mr. Sean Low Shieng Ang	Investment Advisor	01-Jun-22	Mr. Low is the current CEO and CIO of Golden Vision Capital (Singapore), a global private equity (PE) fund registered with the Monetary Authority of Singapore (MAS) and anchored by a leading Single Family Office from Asia. Prior to this, Mr. Low had served at GIC for 17 years at both its overseas office as well as its Singapore headquarters. He last served as Senior Vice President in GIC PE, where he first led the PE Fund Investment Verticals and then the Private Credit & Special Opportunities Group Verticals within the Global Investment Strategy and Risk team. As part of the team at GIC PE, he helped GIC to manage its commitments to PE funds. Mr. Low also served on the board and on the Investment Committee of CFA Singapore since 2019.



United Overseas Bank

Overall (simple average)

Singapore banks (simple average)

OCBC

UOB SP

OCBC SP

Add

Add

31.00

12.18

#### Figure 12: Peers comparison Market Core P/E Recurring Price 3-year EPS P/BV (x) Bloomberg Price Сар (x) **ROE (%)** Yield (%) CY23F CY24F Company Ticker Recom (Icl curr) (Icl curr) (US\$ m) CAGR (%) CY23F CY23F CY23F Yangzijiang Financial Holdings YZJFH SP ADD 6.5% Value Partners Group Ltd 806 HK NR 2.68 850 8.4 5.8 0.87 10.8% 4.5% na na Capitaland Investment CLI SP Add 3.72 4.50 14,120 20.0 19.1 -18.4% 5.8% 1.8% 1.11 5.3% Blackstone Inc BX US NR 137.649 16.6 45.8% 85.16 13.1 6.60 na na Brookfield Asset Management Ir BAM US 45.13 100.265 1.54 8.4% 1.3% NR na 14.7 13.5 na KKR & Co Inc KKR US NR 52.25 60,709 12.4 10.5 1.66 14.2% 1.3% na na Apollo Global Management Inc APO US NR 68 25 52 701 10.0 0.57 104 2% 2.5% na 8 4 na VCTR US NR 3.6% Victory Capital Holdings Inc 29.83 na 2,757 6.8 6.3 na 1.55 26.2% TKO FP NR 2.9% Tikehau Capital SCA 24.85 na 6,206 13.6 11.9 na 1.31 10.5% GIMB BB NR 5.9% Gimv NV 44 30 na 1,719 na na na na na -4 1% 11 4% Molten Ventures PLC **GROW LN** NR 414.8 na 1,052 4.6 2.3 0.37 0.0% Fund management peers (simple average) 11.9 10.1 -11.3% 1.73 26.4% 2.9% China Merchants Bank-A 600036 CH Add 36.10 44.00 131,883 6.9 6.0 14.8% 1.10 17.0% 4.8% China Construction Bank-A 601939 CH Hold 5.62 5.10 153,845 4.5 4.3 5.1% 0.52 11.9% 6.7% Agricultural Bank of China-A 601288 CH Hold 2.89 2.70 142,905 4.3 4.1 5.4% 0.46 11.1% 7.5% Bank of China-A 601988 CH Hold 3.15 3.00 124,900 4.3 4.1 5.6% 0.45 10.8% 7.3% Chinese banks (simple average) 5.0 4.6 7.7% 0.63 12.7% 6.6% DBS Group DBS SP Add 34.50 38.75 65,898 10.8 7.9 15.7% 1.49 14.7% 4.2%

34.80

13.70

38,528

40,629

10.3

8.9

10.0

9.8

8.6

7.4

7.9

8.3

SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS, BLOOMBERG NOTE: FORECASTS FOR NOT RATED COMPANIES ARE BLOOMBERG CONSENSUS ESTIMATES DATA AS AT 5 DEC 2022

17.8%

14.5%

16.0%

6.3%

1.14

1.06

1.23

1.36

11.5%

12.6%

12.9%

20.4%

4.0%

4.9%

4.4%

4.0%





# **ESG** in a nutshell

As YZJFH was only incorporated on 14 Dec 2021, we do not have details of its ESG performance. We think its asset light business model translates into minimal impact on the environment. Furthermore, YZJFH could fare well in terms of corporate governance given that its management team has an average relevant experience of 17 years. ESG is also among its five key investment focus areas and themes for its investment portfolio.

Keep your eye on	Implications
In 2019, YZJFH's Executive Chairman and Executive Director Mr Ren Yuanlin was reportedly involved in the Chinese government's anti-corruption investigations into Liu Jiangguo, the former party secretary of Jingjiang City.	Since it has been almost two years since the controversy, we believe that the issue no longer has any impact on YZJFH's share price.
ESG highlights	Implications
YZJFH, in its slides dated 14 Apr 2022, stated that its corporate governance will centre on transparency, with the aim of delivering sustainable value to shareholders.	We believe the "strong focus on transparency" further strengthens its already experienced management team, which has extensive experience in China domestic and cross border investments.
Trends	Implications
YZJFH has said that ESG, including clean/new energy and strategic investments in the shipping industry, will be among its five key investment focus areas and themes for its investment portfolio.	We believe that YZJFH's green investing will attract customers and/or investment partners who are equally keen on ESG-related investments.
	SOURCES: CGS-CIMB RESEARCH, REFINITIV



# BY THE NUMBERS



(S\$m)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	495.2	384.8	257.0	409.5	424.1
Gross Profit	495.2	384.8	257.0	409.5	424.1
Operating EBITDA	359.7	371.9	239.0	389.5	402.1
Depreciation And Amortisation	0.0	0.0	0.0	0.0	0.0
Operating EBIT	359.7	371.9	239.0	389.5	402.1
Financial Income/(Expense)	0.0	0.0	0.0	0.0	0.0
Pretax Income/(Loss) from Assoc.	31.0	55.3	49.8	44.8	40.3
Non-Operating Income/(Expense)	0.0	0.0	0.0	0.0	0.0
Profit Before Tax (pre-EI)	390.7	427.2	288.7	434.3	442.4
Exceptional Items					
Pre-tax Profit	390.7	427.2	288.7	434.3	442.4
Taxation	(69.6)	(99.9)	(67.6)	(101.6)	(103.5)
Exceptional Income - post-tax					
Profit After Tax	321.1	327.2	221.2	332.7	338.9
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	321.1	327.2	221.2	332.7	338.9
Recurring Net Profit	321.1	327.2	221.2	332.7	338.9
Fully Diluted Recurring Net Profit	321.1	327.2	221.2	332.7	338.9

Cash Flow					
(S\$m)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
EBITDA	359.7	371.9	239.0	389.5	402.1
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(831.0)	518.4	18.2	(4.0)	(0.4)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	(51.6)	11.0	0.0	0.0	0.0
Net Interest (Paid)/Received	0.0	0.0	0.0	0.0	0.0
Tax Paid	(61.7)	(74.6)	(65.5)	(67.6)	(101.6)
Cashflow From Operations	(584.6)	826.7	191.7	317.9	300.1
Capex	(0.7)	0.0	0.0	0.0	0.0
Disposals Of FAs/subsidiaries	39.9	14.4	0.0	0.0	0.0
Acq. Of Subsidiaries/investments	(4.0)	0.0	0.0	0.0	0.0
Other Investing Cashflow	(164.2)	127.1	0.0	0.0	0.0
Cash Flow From Investing	(129.0)	141.4	0.0	0.0	0.0
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	0.0	(163.5)	(88.5)	(133.1)	(135.6)
Preferred Dividends					
Other Financing Cashflow	605.8	(785.0)	0.0	0.0	0.0
Cash Flow From Financing	605.8	(948.6)	(88.5)	(133.1)	(135.6)
Total Cash Generated	(107.8)	19.6	103.2	184.9	164.6
Free Cashflow To Equity	(713.6)	968.2	191.7	317.9	300.1
Free Cashflow To Firm	(713.6)	968.2	191.7	317.9	300.1

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



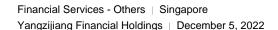
# BY THE NUMBERS... cont'd

Balance Sheet					
(S\$m)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	614	633	737	923	1,088
Total Debtors	440	25	7	11	11
Inventories					
Total Other Current Assets	2,323	2,908	2,908	2,908	2,908
Total Current Assets	3,377	3,566	3,652	3,842	4,008
Fixed Assets	2	2	2	2	2
Total Investments	234	227	277	322	362
Intangible Assets	0	0	0	0	0
Total Other Non-Current Assets	1,229	605	604	603	602
Total Non-current Assets	1,465	834	883	927	966
Short-term Debt					
Current Portion of Long-Term Debt					
Total Creditors	0	0	0	0	0
Other Current Liabilities	118	68	70	104	106
Total Current Liabilities	118	68	70	104	106
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	0	0	0	0	0
Total Non-current Liabilities	0	0	0	0	0
Total Provisions	52	83	83	83	83
Total Liabilities	170	151	153	187	189
Shareholders' Equity	4,672	4,249	4,382	4,581	4,784
Minority Interests					
Total Equity	4,672	4,249	4,382	4,581	4,784

Key Ratios					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	8.3%	(22.3%)	(33.2%)	59.3%	3.6%
Operating EBITDA Growth	(10.9%)	3.4%	(35.7%)	63.0%	3.2%
Operating EBITDA Margin	72.6%	96.6%	93.0%	95.1%	94.8%
Net Cash Per Share (S\$)	0.16	0.16	0.19	0.23	0.28
BVPS (S\$)	1.19	1.08	1.11	1.16	1.21
Gross Interest Cover	N/A	N/A	N/A	N/A	N/A
Effective Tax Rate	17.8%	23.4%	23.4%	23.4%	23.4%
Net Dividend Payout Ratio	NA	NA	40.0%	40.0%	40.0%
Accounts Receivables Days	209.0	220.6	22.6	7.9	9.5
Inventory Days	N/A	N/A	N/A	N/A	N/A
Accounts Payables Days	N/A	N/A	N/A	N/A	N/A
ROIC (%)	11.5%	7.4%	5.3%	8.6%	9.0%
ROCE (%)	8.70%	8.21%	5.43%	8.53%	8.44%
Return On Average Assets	7.59%	7.08%	4.95%	7.15%	6.96%

Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
368.2	379.6	442.1	737.9	870.1

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS





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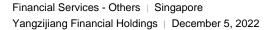
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	Rating Distribution (%)	Investment Banking clients (%)		
Add	66.7%	0.6%		
Hold	25.2%	0.2%		
Reduce	8.0%	0.2%		

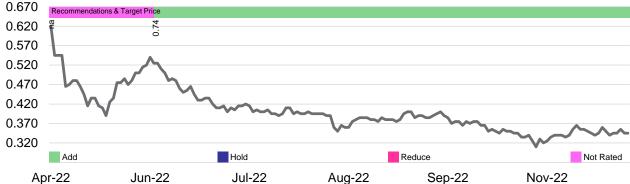


#### Spitzer Chart for stock being researched (2 year data)

### Yangzijiang Financial Holdings (YZJFH SP)

-Price Close





#### **Recommendation Framework Stock Ratings** Definition: Add The stock's total return is expected to exceed 10% over the next 12 months. Hold The stock's total return is expected to be between 0% and positive 10% over the next 12 months. Reduce The stock's total return is expected to fall below 0% or more over the next 12 months. The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months. **Sector Ratings** Definition: Overweight An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation. Neutral A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation. Underweight An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation. **Country Ratings** Overweight An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark. A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark. Neutral An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark. Underweight