

United Electronics Company

Retail – Industrial

EXTRA AB: Saudi Arabia

08 September 2021

الراجحي المالية
Al Rajhi Capital



US\$2.310bn

Market cap

40%

Free float

US\$5.79mn

Avg. daily volume

Target price

180.00

+29% over current

Current price

140.00

as at 7/9/2021

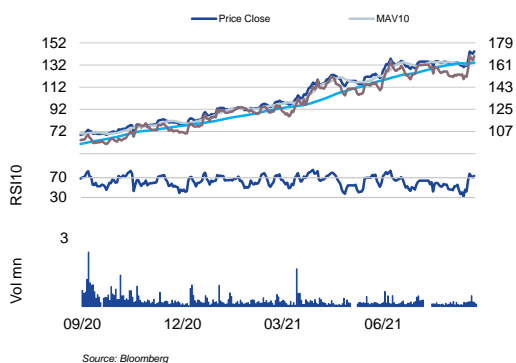
Existing rating

Underweight

Neutral

Overweight

Performance



Earnings

Period End (SAR)	12/20A	12/21E	12/22E
Revenue (mn)	5,962	6,107	6,501
Revenue Growth	16.1%	2.4%	6.5%
EBIT (mn)	349	451	557
EBIT Growth	40.2%	29.2%	23.5%
EPS	4.67	6.55	8.25
EPS Growth	22.6%	40.2%	26.0%
DPS	2.57	3.60	4.54
Payout Ratio	55%	55%	55%
ROE	38%	43%	44%
PE Ratio	19.9x	21.4x	17.0x

Source: Company data, Al Rajhi Capital

Extra

Above Estimates; Raise to SAR180/sh

Extra Q2 2021 adjusted net income of SAR91mn (reported net income SAR101mn) beat our estimates of SAR84mn. Revenue declined 14% y-o-y from a high base last year, which was positively impacted due to pre vat buying and high demand for computers and laptops. The consumer finance business continues its strong show as the subsidiary contributed SAR25mn to the total profitability. The overall book size grew 72% y-o-y to SAR1.084bn in Q2 2021 driven 166% y-o-y growth in personal finance. Extra continue to remain one of our top discretionary picks due to significant growth in consumer finance business and market share gains in the retail business. Post latest guidance from the company and our analysis we raise Extra to SAR180/sh from SAR134/sh which implies 29% upside from CMP of SAR140/sh. The company is currently trading at 17x FY 2022 earnings, which is cheap in our view.

Q2 2021 earnings summary: Total revenue declined 14% y-o-y to SAR1.328bn on a high base of last year. In Q2 2020 the sales were positively impacted due to pre vat buying and surge in online sales as there were restrictions on in store visit which negatively impacted smaller players and positively impacted organized players such as Extra which has a strong presence in e-commerce and therefore was able to capture additional traffic in Q2 2020. Online sales reached 22% of the total sales compared to 31% in Q2 2020. The footfall increased to 3mn visitors in Q2 2021 compared to 2.9mn in Q2 2020 and 3.5mn in Q2 2019. The SG&A increased 12% y-o-y or 18mn due to growth of consumer finance subsidiary. The overall net income increased 11% y-o-y to SAR101mn led by SAR25mn contribution from consumer finance business. In consumer finance business the book size grew 72% y-o-y to SAR1.084bn.

Figure 1 Extra 2Q 2021 earnings summary

(SAR mn)	2Q 2021	2Q 2020	Y-o-Y	1Q 2021	Q-o-Q	ARC est	vs ARC
Revenue	1,328	1,551	-14%	1,364	-3%	1,365	-3%
Gross profit	289	276	5%	260	11%	266	9%
Gross margin	22%	18%	19%	19%		19%	
Operating profit	107	113	-5%	96	11%	103	4%
Operating margin	8%	7%	7%	7%		8%	
Net profit	101	90	11%	81	24%	84	20%
Net margin	8%	6%	6%	6%		6%	

Source: Company data, Al Rajhi Capital

Valuation and outlook: Extra remains one of our top consumer discretionary picks as the company is firing on all cylinders. The retail business continues to gain market share with strong support from consumer finance and ecommerce. The financing subsidiary is growing at a very strong pace being at nascent stage currently. Macro tailwinds such as young demographics with higher ability to borrow and rising mortgage is expected to drive the overall consumer electronics and appliances market and Extra being a market leader should be able to benefit significantly from this trend. We value Extra using SoTP. We value retail business using DCF based on 2% terminal growth and 9.9% WACC which gives us a tp of SAR114/sh and value consumer finance arm based on equal mix of residual income and justified PB method. Residual income method-based valuation gives us a tp of SAR74/Sh while justified PB valuation based on justified PB of 4.2x gives us a tp of SAR56/Sh. Thus equal weighted tp stands at SAR66/sh. Therefore, we value the full business at SAR180/Sh which implies 29% upside from CMP of SAR140/sh and remain "Overweight" on Extra.

Please see penultimate page for additional important disclosures. Al Rajhi Capital (Al Rajhi) is a foreign broker-dealer unregistered in the USA. Al Rajhi research is prepared by research analysts who are not registered in the USA. Al Rajhi research is distributed in the USA pursuant to Rule 15a-6 of the Securities Exchange Act of 1934 solely by Rosenblatt Securities, an SEC registered and FINRA-member broker-dealer.

Research Department
Pratik Khandelwal, CFA
Tel +966 11 836 5486, pratikK@alrajhi-capital.com

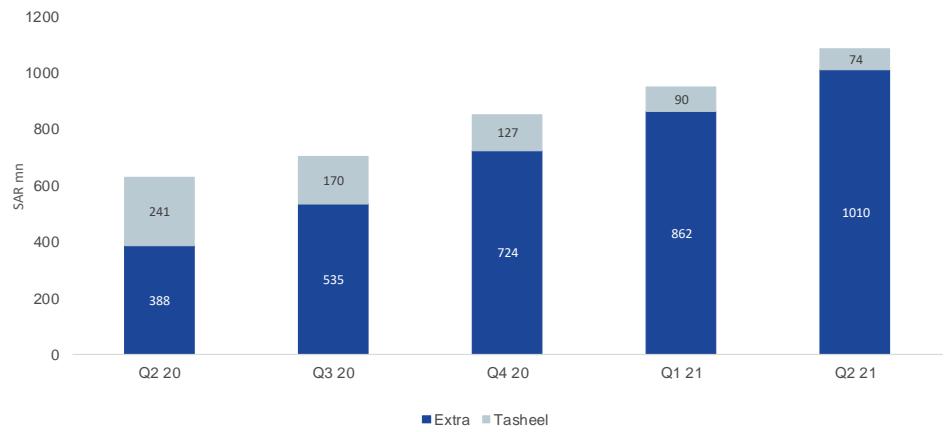


Key downside risks to our valuation:

- 1) With recent changes in mortgage loan duration where the repayment tenure was reduced from 25 years to 20 years the EMI (equated monthly instalments) being paid by borrowers would increase. This reduces their capacity to re-pay further instalments on new consumer/top up loans. This trend might affect the loan book growth of consumer finance business and thus impact the valuation.
- 2) General slowdown in economy might dampen the consumer sentiments and would have a negative impact on Saudi consumers overall purchasing power. This will have a negative impact on our valuations.

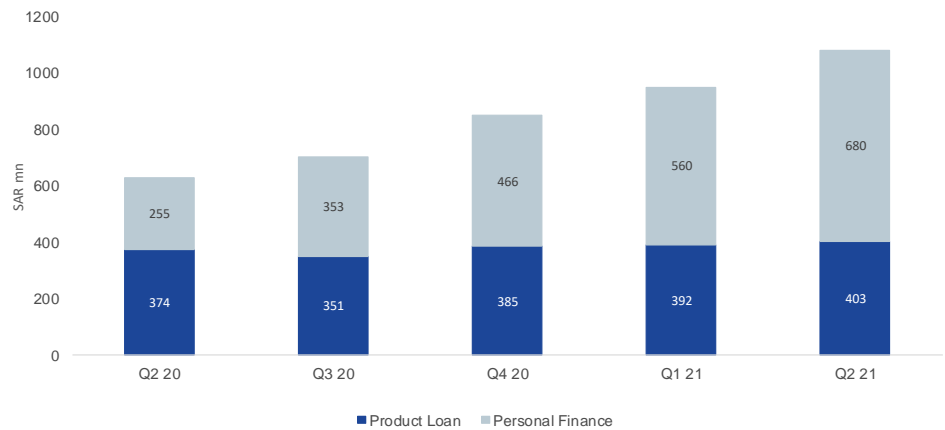
Key metrics of consumer finance business:

Figure 2 Portfolio breakdown by company



Source: Company data, Al Rajhi Capital

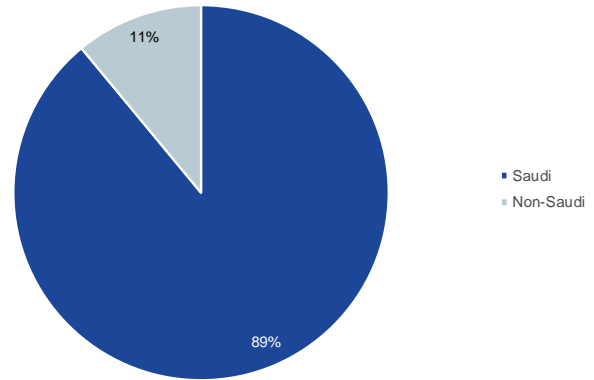
Figure 3 Portfolio breakdown by asset type



Source: Company data, Al Rajhi Capital

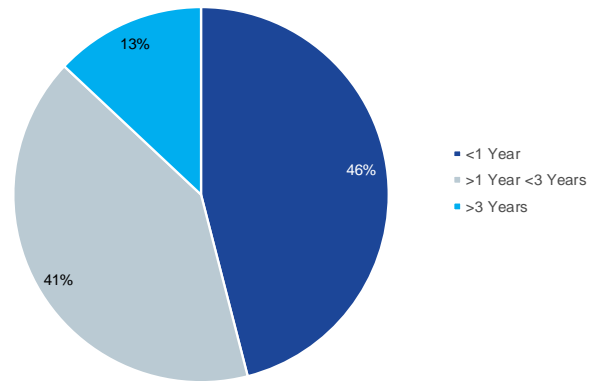


Figure 4 Portfolio breakdown by nationality



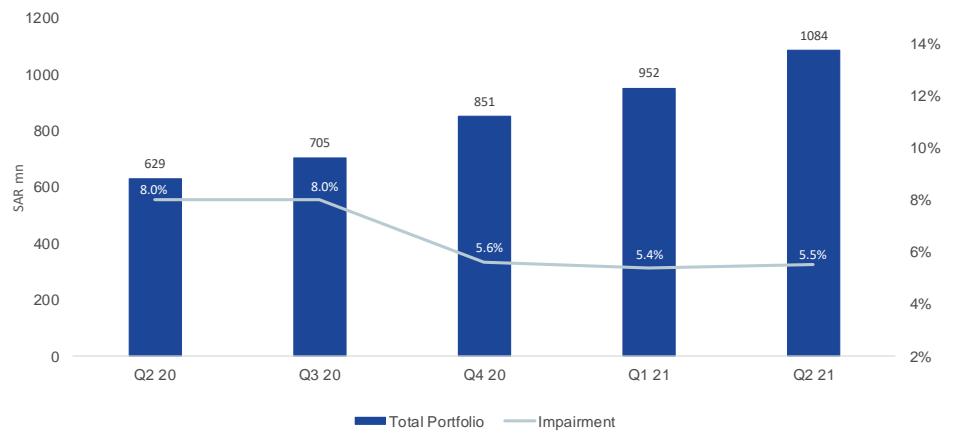
Source: Company data, Al Rajhi Capital

Figure 5 Portfolio breakdown by maturity



Source: Company data, Al Rajhi Capital

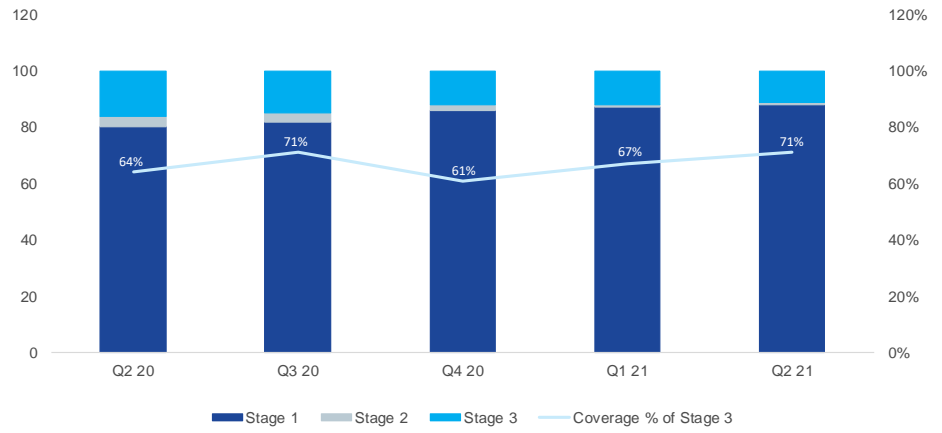
Figure 6 ECL % of total portfolio



Source: Company data, Al Rajhi Capital

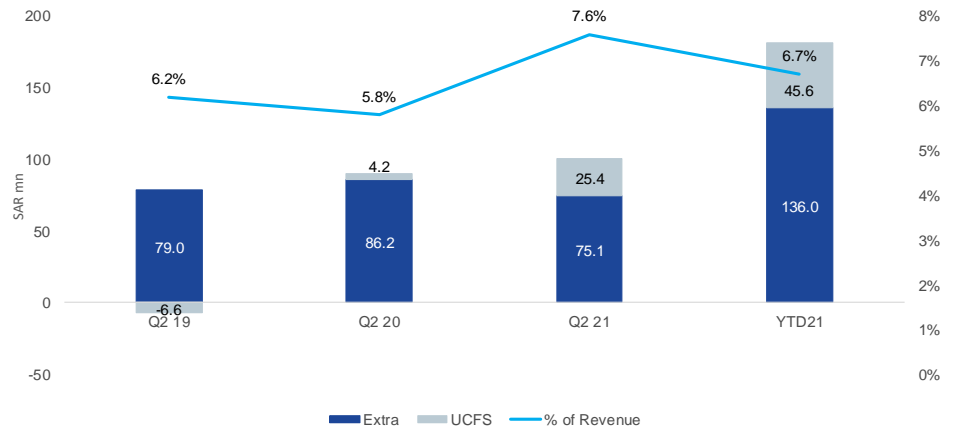


Figure 7 ECL to stage 3 portfolio



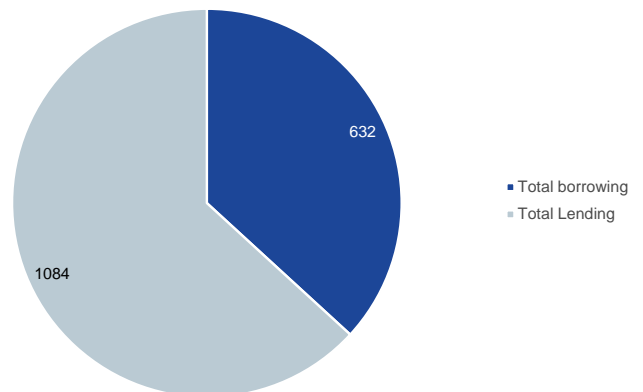
Source: Company data, Al Rajhi Capital

Figure 8 Net Profit



Source: Company data, Al Rajhi Capital

Figure 9 Lending Portfolio vs. Borrowing as on 2Q 2021 (SAR mn)



Source: Company data, Al Rajhi Capital



IMPORTANT DISCLOSURES FOR U.S. PERSONS

This research report was prepared by Al Rajhi Capital (Al Rajhi), a company authorized to engage in securities activities in Saudi Arabia. Al Rajhi is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to "major U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act").

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through Rosenblatt Securities Inc, 40 Wall Street 59th Floor, New York NY 10005, a registered broker dealer in the United States. Under no circumstances should any recipient of this research report effect any transaction to buy or sell securities or related financial instruments through Al Rajhi. Rosenblatt Securities Inc. accepts responsibility for the contents of this research report, subject to the terms set out below, to the extent that it is delivered to a U.S. person other than a major U.S. institutional investor.

The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA") and may not be an associated person of Rosenblatt Securities Inc. and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

Ownership and Material Conflicts of Interest

Rosenblatt Securities Inc. or its affiliates does not "beneficially own," as determined in accordance with Section 13(d) of the Exchange Act, 1% or more of any of the equity securities mentioned in the report. Rosenblatt Securities Inc, its affiliates and/or their respective officers, directors or employees may have interests, or long or short positions, and may at any time make purchases or sales as a principal or agent of the securities referred to herein. Rosenblatt Securities Inc. is not aware of any material conflict of interest as of the date of this publication.

Compensation and Investment Banking Activities

Rosenblatt Securities Inc. or any affiliate has not managed or co-managed a public offering of securities for the subject company in the past 12 months, nor received compensation for investment banking services from the subject company in the past 12 months, neither does it or any affiliate expect to receive, or intends to seek compensation for investment banking services from the subject company in the next 3 months.

Additional Disclosures

This research report is for distribution only under such circumstances as may be permitted by applicable law. This research report has no regard to the specific investment objectives, financial situation or particular needs of any specific recipient, even if sent only to a single recipient. This research report is not guaranteed to be a complete statement or summary of any securities, markets, reports or developments referred to in this research report. Neither Al Rajhi nor any of its directors, officers, employees or agents shall have any liability, however arising, for any error, inaccuracy or incompleteness of fact or opinion in this research report or lack of care in this research report's preparation or publication, or any losses or damages which may arise from the use of this research report.

Al Rajhi may rely on information barriers, such as "Chinese Walls" to control the flow of information within the areas, units, divisions, groups, or affiliates of Al Rajhi.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States.

The value of any investment or income from any securities or related financial instruments discussed in this research report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Past performance is not necessarily a guide to future performance and no representation or warranty, express or implied, is made by Al Rajhi with respect to future performance. Income from investments may fluctuate. The price or value of the investments to which this research report relates, either directly or indirectly, may fall or rise against the interest of investors. Any recommendation or opinion contained in this research report may become outdated as a consequence of changes in the environment in which the issuer of the securities under analysis operates, in addition to changes in the estimates and forecasts, assumptions and valuation methodology used herein.

No part of the content of this research report may be copied, forwarded or duplicated in any form or by any means without the prior consent of Al Rajhi and Al Rajhi accepts no liability whatsoever for the actions of third parties in this respect. This research document has been prepared by Al Rajhi Capital Company ("Al Rajhi Capital") of Riyadh, Saudi Arabia. It has been prepared for the general use of Al Rajhi Capital's clients and may not be redistributed, retransmitted or disclosed, in whole or in part, or in any form or manner, without the express written consent of Al Rajhi Capital. Receipt and review of this research document constitute your agreement not to redistribute, retransmit, or disclose to others the contents, opinions, conclusion, or information contained in this document prior to public disclosure of such information by Al Rajhi Capital. The information contained was obtained from various public sources believed to be reliable but we do not guarantee its accuracy. Al Rajhi Capital makes no representations or warranties (express or implied) regarding the data and information provided and Al Rajhi Capital does not represent that the information content of this document is complete, or free from any error, not misleading, or fit for any particular purpose. This research document provides general information only. Neither the information nor any opinion expressed constitutes an offer or an invitation to make an offer, to buy or sell any securities or other investment products related to such securities or investments. It is not intended to provide personal investment advice and it does not take into account the specific investment objectives, financial situation and the particular needs of any specific person who may receive this document.

Investors should seek financial, legal or tax advice regarding the appropriateness of investing in any securities, other investment or investment strategies discussed or recommended in this document and should understand that statements regarding future prospects may not be realized. Investors should note that income from such securities or other investments, if any, may fluctuate and that the price or value of such securities and investments may rise or fall. Fluctuations in exchange rates could have adverse effects on the value of or price of, or income derived from, certain investments. Accordingly, investors may receive back less than originally invested. Al Rajhi Capital or its officers or one or more of its affiliates (including research analysts) may have a financial interest in securities of the issuer(s) or related investments, including long or short positions in securities, warrants, futures, options, derivatives, or other financial instruments. Al Rajhi Capital or its affiliates may from time to time perform investment banking or other services for, solicit investment banking or other business from, any company mentioned in this research document. Al Rajhi Capital, together with its affiliates and employees, shall not be liable for any direct, indirect or consequential loss or damages that may arise, directly or indirectly, from any use of the information contained in this research document.

This research document and any recommendations contained are subject to change without prior notice. Al Rajhi Capital assumes no responsibility to update the information in this research document. Neither the whole nor any part of this research document may be altered, duplicated, transmitted or distributed in any form or by any means. This research document is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or which would subject Al Rajhi Capital or any of its affiliates to any registration or licensing requirement within such jurisdiction.



Disclaimer and additional disclosures for Equity Research

Disclaimer

This research document has been prepared by Al Rajhi Capital Company ("Al Rajhi Capital") of Riyadh, Saudi Arabia. It has been prepared for the general use of Al Rajhi Capital's clients and may not be redistributed, retransmitted or disclosed, in whole or in part, or in any form or manner, without the express written consent of Al Rajhi Capital. Receipt and review of this research document constitute your agreement not to redistribute, retransmit, or disclose to others the contents, opinions, conclusion, or information contained in this document prior to public disclosure of such information by Al Rajhi Capital. The information contained was obtained from various public sources believed to be reliable but we do not guarantee its accuracy. Al Rajhi Capital makes no representations or warranties (express or implied) regarding the data and information provided and Al Rajhi Capital does not represent that the information content of this document is complete, or free from any error, not misleading, or fit for any particular purpose. This research document provides general information only. Neither the information nor any opinion expressed constitutes an offer or an invitation to make an offer, to buy or sell any securities or other investment products related to such securities or investments. It is not intended to provide personal investment advice and it does not take into account the specific investment objectives, financial situation and the particular needs of any specific person who may receive this document.

Investors should seek financial, legal or tax advice regarding the appropriateness of investing in any securities, other investment or investment strategies discussed or recommended in this document and should understand that statements regarding future prospects may not be realized. Investors should note that income from such securities or other investments, if any, may fluctuate and that the price or value of such securities and investments may rise or fall. Fluctuations in exchange rates could have adverse effects on the value of or price of, or income derived from, certain investments. Accordingly, investors may receive back less than originally invested. Al Rajhi Capital or its officers or one or more of its affiliates (including research analysts) may have a financial interest in securities of the issuer(s) or related investments, including long or short positions in securities, warrants, futures, options, derivatives, or other financial instruments. Al Rajhi Capital or its affiliates may from time to time perform investment banking or other services for, solicit investment banking or other business from, any company mentioned in this research document. Al Rajhi Capital, together with its affiliates and employees, shall not be liable for any direct, indirect or consequential loss or damages that may arise, directly or indirectly, from any use of the information contained in this research document.

This research document and any recommendations contained are subject to change without prior notice. Al Rajhi Capital assumes no responsibility to update the information in this research document. Neither the whole nor any part of this research document may be altered, duplicated, transmitted or distributed in any form or by any means. This research document is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or which would subject Al Rajhi Capital or any of its affiliates to any registration or licensing requirement within such jurisdiction.

Explanation of Al Rajhi Capital's rating system

Al Rajhi Capital uses a three-tier rating system based on absolute upside or downside potential for all stocks under its coverage except financial stocks and those few other companies not compliant with Islamic Shariah law:

"Overweight": Our target price is more than 10% above the current share price, and we expect the share price to reach the target on a 12 month time horizon.

"Neutral": We expect the share price to settle at a level between 10% below the current share price and 10% above the current share price on a 12 month time horizon.

"Underweight": Our target price is more than 10% below the current share price, and we expect the share price to reach the target on a 12 month time horizon.

"Target price": We estimate target value per share for every stock we cover. This is normally based on widely accepted methods appropriate to the stock or sector under consideration, e.g. DCF (discounted cash flow) or SoTP (sum of the parts) analysis.

Please note that the achievement of any price target may be impeded by general market and economic trends and other external factors, or if a company's profits or operating performance exceed or fall short of our expectations.

Contact us

Mazen AlSudairi
Head of Research
Tel: +966 11 836 5468
Email: alsudairim@alrajhi-capital.com

Al Rajhi Capital
Research Department
Head Office, King Fahad Road
P.O. Box 5561, Riyadh 11432
Kingdom of Saudi Arabia
Email: research@alrajhi-capital.com

Al Rajhi Capital is licensed by the Saudi Arabian Capital Market Authority, License No. 07068/37.