

City cement net income of SAR 19.2mn came above our estimates of SAR 8.6mn. The deviation was mainly attributed to lower than expected cost per ton and higher than expected price realization per ton. Revenue was broadly in-line with our estimates. Gross margin showed a YoY decline to 26.3% from 36.3% in 3Q2016, while OPEX showed an increase of 25.3%YoY. We maintain our "Neutral" recommendation and PT of SAR 10.30/share.

- City cement recorded net income of SAR 19.2mn a decline of 41.5%YoY and an increase of 55.7%QoQ. The YoY decline in net income is mainly attributed to an aggressive discount on selling prices, despite the YoY increase in cement dispatches. We expect the pressure on selling prices to continue on the short term. Net margin declined to 18.2% in 3Q2017 from 28.3% in 3Q2016.
- Revenue stood at SAR 105.84mn; a decline of 9.0%YoY and broadly in-line with our estimates of SAR 100.6mn. We expect the company to record revenue of SAR 513.6mn a decline of 14.7%YoY. Cement sales showed an increase of 17.0%YoY to stand at 695KT in 3Q2017 from 594KT in 3Q2016. For 3Q2017, we expect the selling price to be around SAR 152.3/ton vs. SAR 195.8 in 3Q2016 and SAR 146.7 in 2Q2017. We expect the company to continue selling at discount prices averaging SAR 153.8 per ton for FY2017.
- Gross profit stood at SAR 27.8mn depicting a decline of 34.2%YoY and an increase of 34.0%QoQ. Gross margin declined to 26.3% in 3Q2017 from 36.3% in 3Q2016, and increased on a QoQ basis from 17.7%. We expect gross margin to average at 25.0% for FY2017. Cost of sales stood at SAR 78.0mn (SAR 112.3 per ton) compared to SAR 74.0mn in 3Q2016 (SAR 126.3 per ton). Operating profit stood at SAR 21.0mn showing a decline of 42.9%YoY, impacted by an increase in operating expenses of 25.3%YoY.

AJC view: For FY2018, we expect cement dispatches to show signs of recovery. However, pressure on selling prices will continue on the mid-term, due to the high current production capacity of the sector along with high inventories level. For FY2017, we expect City cement to post net income of SAR 94.4mn (EPS of SAR 0.50) a decline of 56.3%YoY. Based on our estimates, the company is trading at forward P/E and P/BV of 19.38x and 0.87x respectively based on the current stock price. The company reduced its dividend payment in 2016 to SAR 1.0/share, and we expect the company to reduce its dividend to 0.50/share for FY2017. We maintain our "Neutral" recommendation with PT of SAR 10.3/share.

Results Summary

SARmn (unless specified)	Q3-2016	Q2-2017	Q3-2017	Change YoY	Change QoQ	Deviation from AJC Estimates
Sales	116.3	117.0	105.8	-9.03%	-9.57%	5.17%
Gross Profit	42.3	20.7	27.8	-34.20%	33.98%	70.55%
Gross Margin	36.3%	17.7%	26.3%	-	-	-
EBIT	36.8	13.5	21.0	-42.95%	55.40%	112.12%
Net Profit	32.9	12.4	19.2	-41.54%	55.66%	123.26%
EPS	0.17	0.07	0.10			

Source: Company reports, Aljazira Capital

Recommendation	Neutral
Current Price* (SAR)	9.69
Target Price (SAR)	10.30
Upside / (Downside)	6.3%

Source: Tadawul *prices as of 31st of October 2017

Key Financials

SARmn (unless specified)	FY15	FY16	FY17E
Revenue	560.5	601.9	513.6
Gross Profit	278.3	254.7	130.0
Net Profit	241.9	214.9	94.4
EPS	1.28	1.14	0.50

Source: Company reports, Aljazira Capital

Key Market Data

Market Cap (bn)	1.83
YTD %	-36.65
Shares Outstanding (mn)	189.2
52 Week (High)	15.65
52 Week (Low)	9.35

Source: Company reports, Aljazira Capital

Key Ratios

SARmn (unless specified)	FY15	FY16	FY17E
Gross Margin	49.6%	42.3%	25.0%
Net Margin	43.1%	35.7%	18.1%
P/E	11.77	10.22	19.38
P/BV	1.40	1.07	0.87
EV / EBITDA	7.65	5.71	8.99
Dividend Yield	8.3%	8.6%	5.2%

Source: Company reports, Aljazira Capital

Price Performance



Source: Bloomberg, Aljazira Capital

Analyst
Waleed Al-jubayr
+966 11 2256146
W.aljubayr@aljaziracapital.com.sa

RESEARCH DIVISION

Head of Research
Talha Nazar
+966 11 2256250
t.nazar@aljaziracapital.com.sa

Analyst
Waleed Al-jubayr
+966 11 2256146
W.aljubayr@aljaziracapital.com.sa

Analyst
Sultan Al Kadi, CAIA
+966 11 2256374
s.alkadi@aljaziracapital.com.sa

Analyst
Muhanad Al-Odan
+966 11 2256115
M.alodan@aljaziracapital.com.sa

Analyst
Jassim Al-Jubran
+966 11 2256248
j.aljabran@aljaziracapital.com.sa

BROKERAGE AND INVESTMENT CENTERS DIVISION

General Manager – Brokerage Services & sales
Alaa Al-Yousef
+966 11 2256060
a.yousef@aljaziracapital.com.sa

AGM-Head of Sales And Investment Centers
Central Region
Sultan Ibrahim AL-Mutawa
+966 11 2256364
s.almutawa@aljaziracapital.com.sa

AGM-Head of international and institutional brokerage
Luay Jawad Al-Motawa
+966 11 2256277
lalmutawa@aljaziracapital.com.sa

AGM-Head of Qassim & Eastern Province
Abdullah Al-Rahit
+966 16 3617547
aalrahit@aljaziracapital.com.sa

AGM- Head of Western and Southern Region Investment Centers
Mansour Hamad Al-shuaibi
+966 12 6618443
m.alshuaibi@aljaziracapital.com.sa

RESEARCH DIVISION

AlJazira Capital, the investment arm of Bank AlJazira, is a Shariaa Compliant Saudi Closed Joint Stock company and operating under the regulatory supervision of the Capital Market Authority. AlJazira Capital is licensed to conduct securities business in all securities business as authorized by CMA, including dealing, managing, arranging, advisory, and custody. AlJazira Capital is the continuation of a long success story in the Saudi Tadawul market, having occupied the market leadership position for several years. With an objective to maintain its market leadership position, AlJazira Capital is expanding its brokerage capabilities to offer further value-added services, brokerage across MENA and International markets, as well as offering a full suite of securities business.

RATING TERMINOLOGY

- Overweight:** This rating implies that the stock is currently trading at a discount to its 12 months price target. Stocks rated "Overweight" will typically provide an upside potential of over 10% from the current price levels over next twelve months.
- Underweight:** This rating implies that the stock is currently trading at a premium to its 12 months price target. Stocks rated "Underweight" would typically decline by over 10% from the current price levels over next twelve months.
- Neutral:** The rating implies that the stock is trading in the proximate range of its 12 months price target. Stocks rated "Neutral" is expected to stagnate within +/- 10% range from the current price levels over next twelve months.
- Suspension of rating or rating on hold (SR/RH):** This basically implies suspension of a rating pending further analysis of a material change in the fundamentals of the company.

Disclaimer

The purpose of producing this report is to present a general view on the company/economic sector/economic subject under research, and not to recommend a buy/sell/hold for any security or any other assets. Based on that, this report does not take into consideration the specific financial position of every investor and/or his/her risk appetite in relation to investing in the security or any other assets, and hence, may not be suitable for all clients depending on their financial position and their ability and willingness to undertake risks. It is advised that every potential investor seek professional advice from several sources concerning investment decision and should study the impact of such decisions on his/her financial/legal/tax position and other concerns before getting into such investments or liquidate them partially or fully. The market of stocks, bonds, macroeconomic or microeconomic variables are of a volatile nature and could witness sudden changes without any prior warning, therefore, the investor in securities or other assets might face some unexpected risks and fluctuations. All the information, views and expectations and fair values or target prices contained in this report have been compiled or arrived at by Aljazira Capital from sources believed to be reliable, but Aljazira Capital has not independently verified the contents obtained from these sources and such information may be condensed or incomplete. Accordingly, no representation or warranty, express or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of the information and opinions contained in this report. Aljazira Capital shall not be liable for any loss as that may arise from the use of this report or its contents or otherwise arising in connection therewith. The past performance of any investment is not an indicator of future performance. Any financial projections, fair value estimates or price targets and statements regarding future prospects contained in this document may not be realized. The value of the security or any other assets or the return from them might increase or decrease. Any change in currency rates may have a positive or negative impact on the value/return on the stock or securities mentioned in the report. The investor might get an amount less than the amount invested in some cases. Some stocks or securities maybe, by nature, of low volume/trades or may become like that unexpectedly in special circumstances and this might increase the risk on the investor. Some fees might be levied on some investments in securities. This report has been written by professional employees in Aljazira Capital, and they undertake that neither them, nor their wives or children hold positions directly in any listed shares or securities contained in this report during the time of publication of this report, however, The authors and/or their wives/children of this document may own securities in funds open to the public that invest in the securities mentioned in this document as part of a diversified portfolio over which they have no discretion. This report has been produced independently and separately by the Research Division at Aljazira Capital and no party (in-house or outside) who might have interest whether direct or indirect have seen the contents of this report before its publishing, except for those whom corporate positions allow them to do so, and/or third-party persons/institutions who signed a non-disclosure agreement with Aljazira Capital. Funds managed by Aljazira Capital and its subsidiaries for third parties may own the securities that are the subject of this document. Aljazira Capital or its subsidiaries may own securities in one or more of the aforementioned companies, and/or indirectly through funds managed by third parties. The Investment Banking division of Aljazira Capital maybe in the process of soliciting or executing fee earning mandates for companies that is either the subject of this document or is mentioned in this document. One or more of Aljazira Capital board members or executive managers could be also a board member or member of the executive management at the company or companies mentioned in this report, or their associated companies. No part of this report may be reproduced whether inside or outside the Kingdom of Saudi Arabia without the written permission of Aljazira Capital. Persons who receive this report should make themselves aware, of and adhere to, any such restrictions. By accepting this report, the recipient agrees to be bound by the foregoing limitations.

Asset Management | Brokerage | Corporate Finance | Custody | Advisory

Head Office: King Fahad Road, P.O. Box: 20438, Riyadh 11455, Saudi Arabia. Tel: 011 2256000 - Fax: 011 2256068