



SCS Update report – BUY

June 19, 2024



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Update

Recommendation

BUY
HOSE: SCS

Air Transportation Support Activities

Target price (VND) **114,300**
Market price (VND) **86,000**

Expected share price return 32.9%

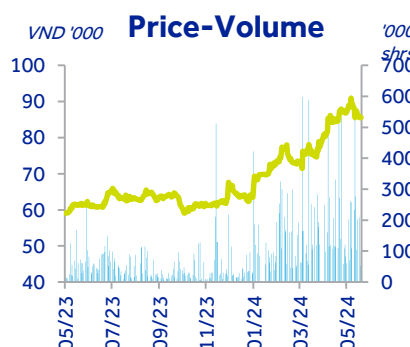
Expected dividend yield 4.7%

Expected total return **37.6%**

Stock performance (%)

	YTD	1M	3M	12M
Absolute	29.9	1.2	15.1	44.7
Relative	16.9	0.7	12.0	26.0

Source: Bloomberg



Ownership

Gemadep Corp	35.9%
Vietnam Airlines JSC	14.6%
41 Aircraft Repair Co Ltd	7.6%
PYN Fund Management	4.9%
Nguyen Quoc Khanh	1.5%

Stock Statistics 19-Jun-2024

Bloomberg code SCS

52-week range (VND)	59,085-90,950
Shares O/S (m)	101.6
Mkt cap (VND bn)	8,684
Mkt cap (USD m)	341.9
Est. Foreign room left (%)	4.7
Est. free float (%)	36
3m avg daily vol (shrs)	185,435
VND/USD	25,400
Index: VNIndex / HNX	1,279.8/243.6

Saigon Cargo Service Corporation (SCS): Capacity expansion potential is a competitive advantage amid the recovery of import and export activities.

In 2023, SCS's business performance faced challenges due to a decrease in cargo throughput, especially in international cargo, amidst a generally gloomy global trade environment and a decline in Vietnam's import and export activities. However, the recovery of import and export activities from the second half of 2023, and particularly strong growth in the first five months of 2024 have supported SCS in rebounding. Additionally, SCS still has the potential to increase its capacity compared to its competitor (TCS) at Tan Son Nhat Airport, as SCS is currently operating at only about 60% of its designed capacity. This potential for expansion positions SCS for better profit growth prospects in the 2024-2026 period before Long Thanh terminal comes into operation. We project a compound growth rate for SCS's net sales and net profit of 18.5% and 16.4%, respectively, for the 2024-2026 period. Using the DCF valuation method, we determine the fair value of SCS at the end of 2024 to be **114,300 VND/share, with a Buy rating.**

Q1/2024 business results showed positive growth: Net sales reached VND 212.8 bn (+31.3% YoY). Gross profit was VND 168.3 bn (+37.2% YoY) with gross profit margin of 79.1%, an increase of 3.4% compared to Q1/2023. Total air cargo throughput was 58,442 tons (+34.2% YoY), with international cargo reaching 42,632 tons (+38.9% YoY) thanks to the contribution of new customer Qatar Airways and the overall global economic recovery. Net profit was VND 147.3 bn (+30.1% YoY).

SCS's growth prospects in the coming time include the ability to compete with TCS for new customer contracts in a recovering trade environment, as SCS still has room to expand its operational capacity by up to 75% from the current level, reaching 350,000 tons/year.

Business plan for 2024: Management projected net sales and profit before-tax to reach VND 968 bn (+37.3% YoY) and VND 680 bn (+19.6% YoY), respectively. The total planned throughput is 248,000 tons (+30.7% YoY), with international cargo accounting for 190,000 tons (+38.7% YoY) and domestic cargo 58,000 tons (+10% YoY).

Profit distribution for 2023: Dividends will be paid in cash at a rate of 50% (equivalent to 5,000 VND per share), with 5% of net profit allocated to the welfare and reward fund and 1% to the board's operational fund.

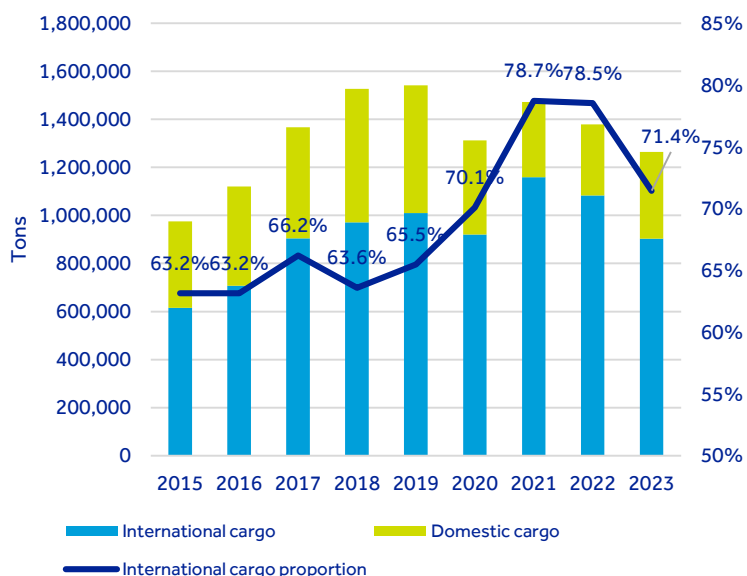
	2022	2023	2024F	2025F	2026F
Net Sales (VND bn)	851	705	927	1,043	1,174
Growth (%)	1%	-17%	32%	12%	13%
EBITDA (VND bn)	740	612	776	873	972
Growth (%)	12%	-17%	27%	12%	11%
Profit after-tax	646	498	626	687	787
Growth (%)	15%	-18%	26%	10%	15%
EPS (bonus-adjusted, VND)	6,362	4,907	6,120	6,714	7,688
Growth (%)	15%	-23%	25%	10%	15%
ROE (x)	0.5	0.4	0.4	0.4	0.4
ROA (x)	0.4	0.3	0.4	0.4	0.4
Net debt/EBITDA (x)	-	-	-	-	-
EV/EBITDA (x)	14.3	17.2	13.6	12.1	10.9
P/E (x)	9.9	12.9	18.7	17.0	14.9
P/B (x)	4.4	4.8	7.6	6.6	5.6
DPS (VND)	5,500	3,500	4,000	4,000	4,000
Dividend yield (%)	8.0%	5.0%	4.7%	4.7%	4.7%

I. Air cargo transport industry overview

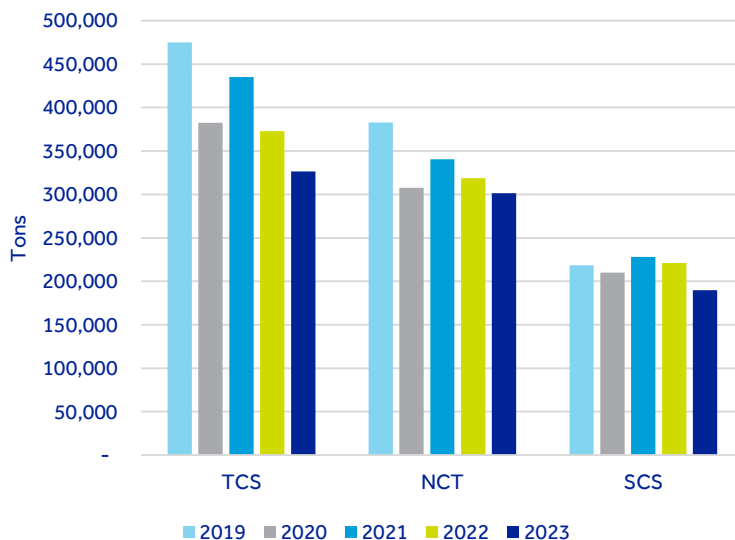
In 2023, cargo throughput at Vietnam's airports recorded the second consecutive year of decline, with a volume of 1.3 million tons (-8.3% YoY). Specifically, international cargo reached only 903,000 tons (-16.6% YoY), while domestic cargo increased to 361,000 tons (+22% YoY).

Following the COVID-19 pandemic, several factors such as supply chain disruptions, geopolitical tension, economic downturns in major countries. Besides, rising inflation, and tightened monetary policies by central banks have impacted global purchasing power and consumption. All of these have led to a decline in air cargo volumes in and out of Vietnam, disrupting the growth momentum seen before the pandemic. Leading companies in the air cargo storage sector such as NCT, TCS, and SCS all recorded YoY drops in their throughput at 301,000 tons (-5.4% YoY), 326,433 tons (-12.4% YoY), and 189,829 tons (-14.1% YoY), respectively.

Vietnam air cargo throughput

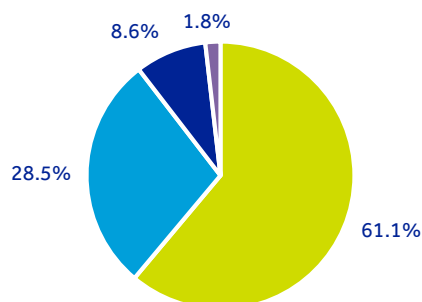


Air cargo throughput by companies



Source: ACV, TCS, NCT, SCS

Import-export value by means of transport in 2023



Source: Vietnam Customs

Air cargo typically includes high-value products that require fast and secure transportation, such as electronics, luxury fashion items, and perishable goods. Therefore, although the volume of air cargo is significantly lower than that of sea and road transport, the value of air cargo constitutes a substantial proportion of the total import-export value. Specifically, despite air cargo volume in 2023 being only 1.3 million tons compared to 116 million tons by sea, the value reached USD 194 bn, equivalent to 46.5% of the import-export value by sea, which was USD 417 bn.

From 2015 to 2023, the value of air cargo import-export has grown steadily with a compound annual growth rate of 7.1%, matching the CAGR of total import-export value at 7.2%. We believe that as global trade recovers, air cargo transport industry will return to its pre-2022 average growth rate of 12%.

II. Business performance

Unit: VND bn	2022	2023	YoY growth
Net sales	851	705	-17.2%
Operating cargo terminal	798	646	-19.0%
Leasing office & parking lot	51	53	5.1%
Leasing airplane parking space	1	5	364.6%
Gross profit	698	535	-23.4%
<i>Gross profit margin</i>	<i>82%</i>	<i>76%</i>	
Selling expenses	-	-	-
G&A expenses	57	52	-9.3%
Financial income	59	88	50.6%
Profit before-tax	697	569	-18.4%
Profit after-tax	646	498	-22.9%
Air cargo throughput (tons)	220,966	189,730	-14.1%

Source: SCS, ACBS

SCS currently provides three main service areas: 1) operating cargo terminal, 2) leasing office & parking lot, and 3) leasing airplane parking lot. Of these, cargo terminal operations account for over 90% of the company's net sales.

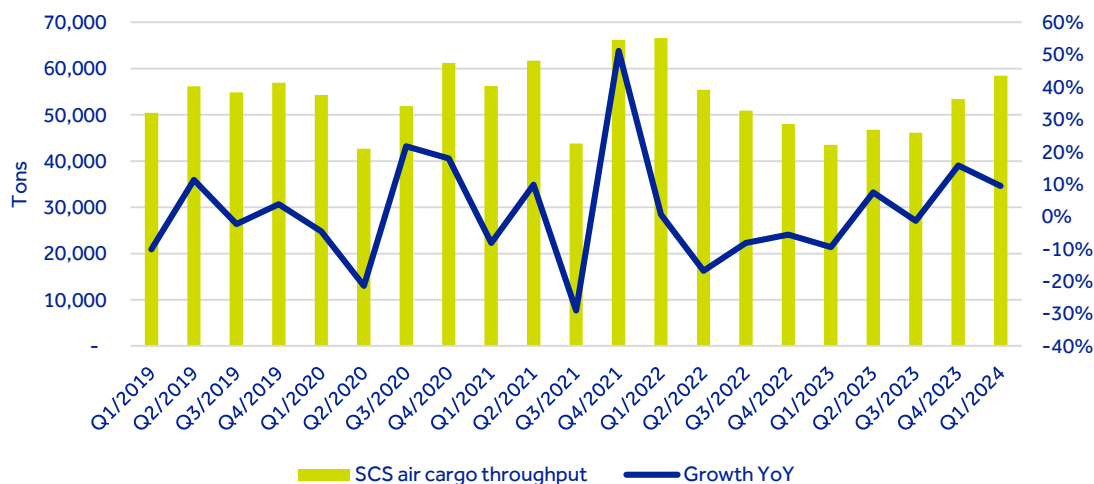
In 2023, SCS reported net sales of VND 704.8 bn (-17.2% YoY), primarily due to cargo operations revenue reaching only VND 646 bn (-19% YoY). Net sales from leasing office & parking lot, and leasing airplane parking lot were VND 53.1 bn (+5.1% YoY) and VND 4.6 bn (+365% YoY), respectively. Financial income brought in VND 88.3 bn (+50.7% YoY), thanks to a short-term investment of VND 889 bn. Selling and G&A expenses accounted for about 10% of the company's net sales. Profit for the parent company was VND 498.4 bn (-22.9% YoY).

Given that SCS's overall business performance largely depends on its cargo terminal operations and office and parking space rentals, we will focus solely on these two business areas.

1. Operating cargo terminal: Growth aligned with import-export prospects

Total import-export values in 2023 declined, significantly impacting SCS's business operations. Specifically, import-export volume reached USD 681 bn (-6.9% YoY). With over 70% of throughput and a majority of revenue coming from international cargo, SCS's business is directly and significantly affected by import-export growth. Additionally, international cargo handling fees are higher than domestic ones, so the increase or decrease in international cargo throughput via SCS will have a clear impact on the company's gross profit margins.

SCS air cargo throughput

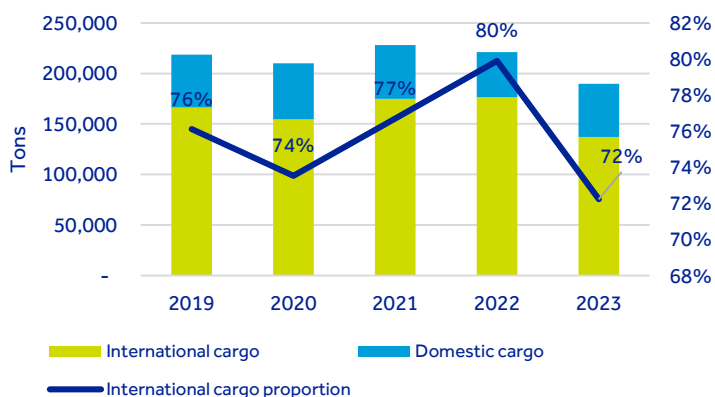


Source: SCS

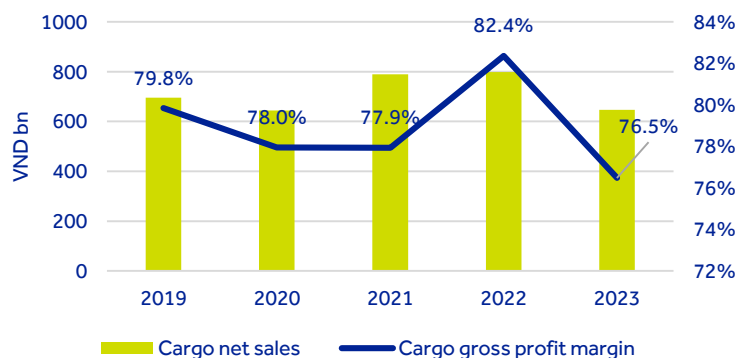
From 2020 to 2022, when the proportion of international cargo in total throughput increased from 74% to 80%, SCS's net sales also increased by approximately 20%, and the gross profit margin improved from 78% to 82.4%. However, in 2023, when the proportion of international cargo dropped to 72%, the lowest in the past five years, net sales decreased by 19% YoY, and the gross profit margin fell to 76.5%.

In 2023, SCS's cargo throughput decreased by 14.1% YoY, causing a 19% decrease in net sales from cargo terminal operations, reaching VND 646 bn. The decrease in cargo volume in 2023 was primarily due to international cargo (-22.3% YoY, reaching 137,110 tons), while domestic cargo increased by 18.7% YoY, reaching 52,719 tons.

SCS air cargo throughput by type



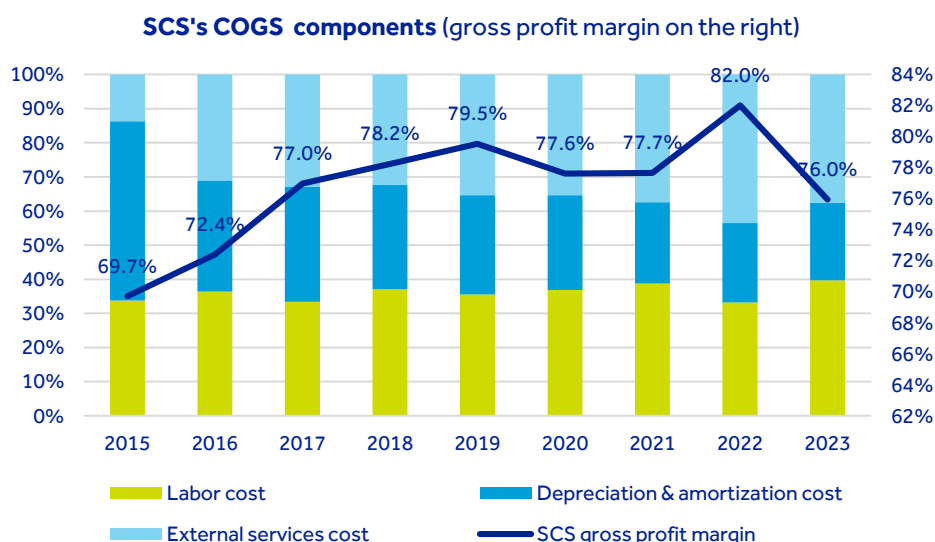
SCS cargo terminal operation



Source: SCS

However, in the second half of 2023, especially in Q4/2023, air cargo throughput began to recover and even showed better growth in Q1/2024. This improvement led to more favorable operational results for SCS. Specifically, total cargo throughput reached 58,442 tons (+34.2% YoY), with international cargo at 42,632 tons (+38.9% YoY) and domestic cargo at 158,000 tons (+23.1% YoY). As a result, net sales from cargo operations reached VND 212.8 bn (+31.3% YoY). Gross profit amounted to VND 168.3 bn (+37.2% YoY), with a gross profit margin of 79.1%, up 3.4% compared to Q1/2023. Profit after tax reached VND 147.3 bn (+30.1% YoY).

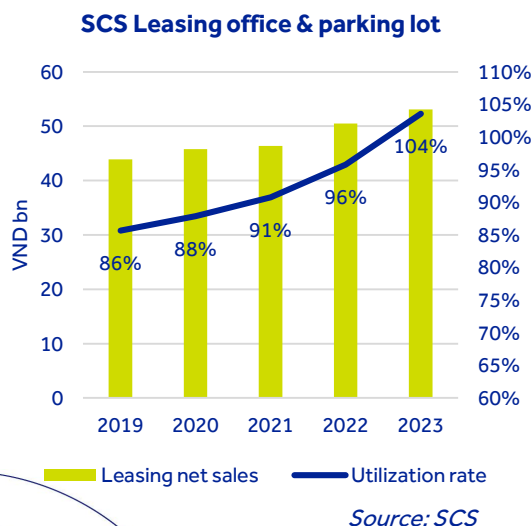
Regarding cost structure, labor costs and depreciation expenses account for an average of about 65% of total production costs. Depreciation expenses have been decreasing since 2015, while labor costs tend to increase proportionally with revenue and cargo throughput. Therefore, in general, when cargo volumes increase, especially international cargo volumes, SCS can achieve higher and more stable profit margins.



Source: SCS

SCS has planned and prepared to purchase and install machinery at its warehouse to increase handling capacity to a maximum of 350,000 tons per year (+75% compared to the current capacity) with a total investment of approximately USD 5 mil. This capacity expansion will enable SCS to accommodate additional new customers, especially since TCS has already reached its full capacity.

Due to the nature of the expansion, which mainly focuses on utilizing the existing area of SCS by expanding the roof, adding storage levels, and purchasing machinery and equipment, the implementation will not take much time. The expansion will primarily depend on the growth of cargo throughput.



2. Leasing office & parking lot: Limited growth potential

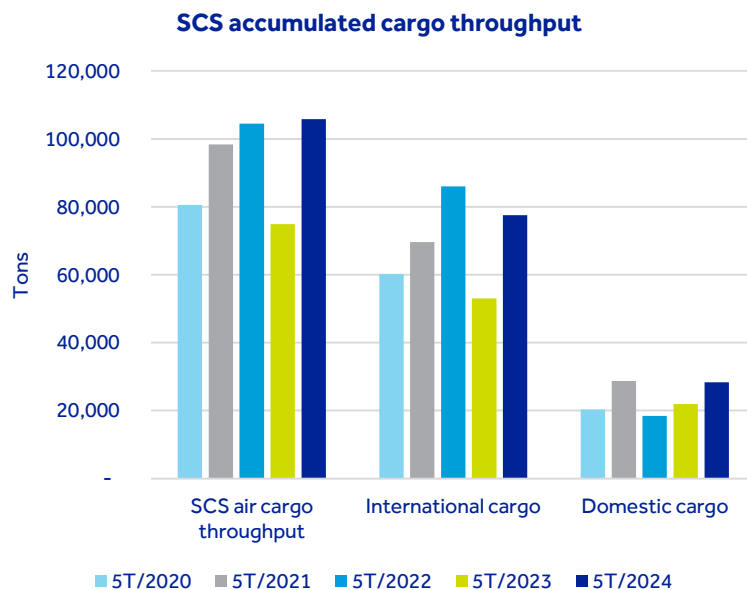
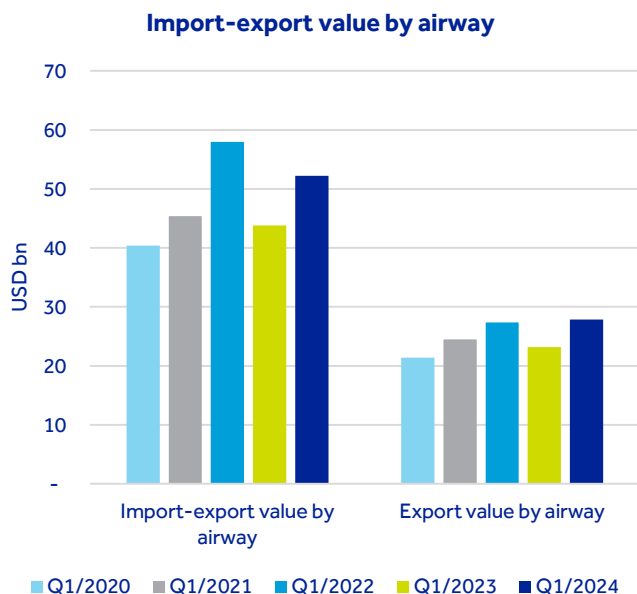
The office and parking space leasing segment contributes approximately 6.3% of SCS's net sales and 6.6% of gross profit in recent years. However, there is no significant growth potential for this segment in upcoming years unless SCS can proceed with the operating SCS2 office building.

SCS currently operates the SCSC office building in Tan Binh District, Ho Chi Minh City, with a total area of about 8,000 m², consisting of 5 floors with each floor being approximately 1,600 m². The parking lot of the building can accommodate around 70 trucks serving the terminal and over 1,000 two-wheel vehicles. In 2023, net sales from the leasing segment reached VND 53.1 bn (+5.1% YoY) with a cumulative leased area of 8,288 m² (+8.2% YoY). From 2019 to 2023, this segment generated an average of VND 40-50 bn in net sales annually with a gross profit margin of about 80%. However, the SCSC building is now fully leased, limiting future growth prospects for this segment.

Regarding the SCSC2 office building, the design for the 14-floor building has been completed, but SCSC is still awaiting evaluation of the project's suitability and the approval of the general plan from the Ho Chi Minh City People's Committee.

III. Growth outlook

1. Clearer recovery in cargo volume Q1/2024



Source: Vietnam Customs, SCS

In the first half of 2024, global trade recovery became more apparent following the challenging year of 2023. According to the World Trade Organization (WTO), global cargo volume is expected to increase by 2.6% in 2024 due to easing inflation pressures and improvements in supply chains. In Vietnam, the value of air freight exports in Q1/2024 reached USD 27.8 bn (+20.3% YoY), even surpassing the peak level of Q1/2022 by 1.8%. This growth was primarily driven by the export of phones and components, cameras, camcorders, and related parts.

For SCS, cumulative cargo throughput in the first 5M2024 reached 105,800 tons (+41.3% YoY), the highest level in the past five years. Of this, international cargo accounted for 77,489 tons (+46.1% YoY) and domestic cargo accounted for 28,311 tons (+29.4% YoY).

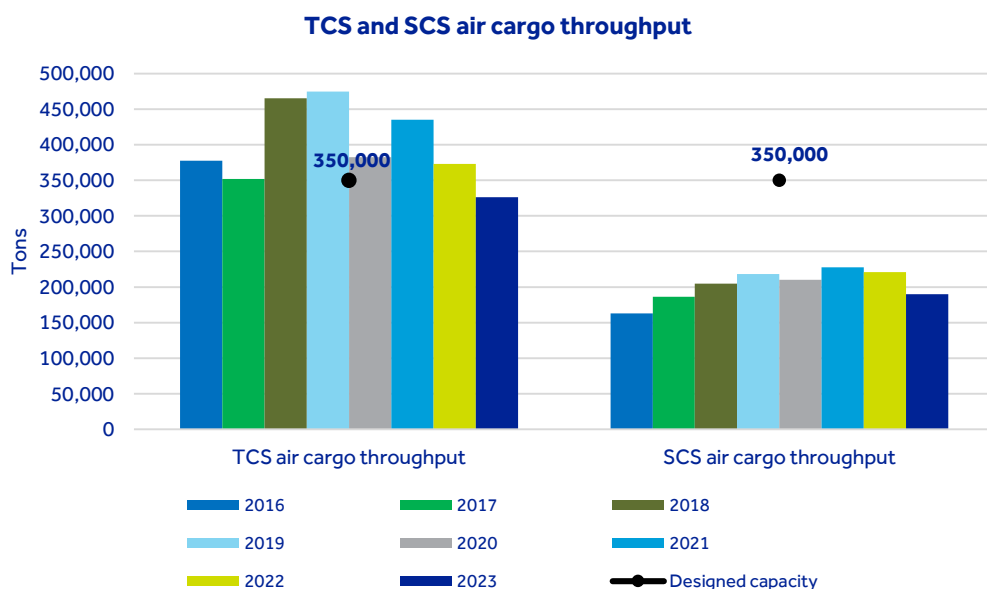
We expect this positive trend to continue in the coming period, contributing to a significant improvement in SCS's business performance.

2. Potential for expanding designed capacity

According to the planning scheme, Tan Son Nhat Airport is designed to handle approximately 750,000 tons of cargo per year, with only two licensed operators: SCS and TCS.

Compared to SCS, TCS began operations earlier, in 1997, allowing it to secure many customers during the initial phase of trade liberalization. However, this

advantage has diminished over time as TCS consistently operates beyond its designed capacity of 350,000 tons per year and cannot expand further due to land constraints. Meanwhile, SCS's cargo handling volume averages around 200,000 tons per year and still has room to increase its capacity to 350,000 tons per year (+75% compared to its current operational capacity).



Source: SCS, ACBS

In Q1/2024, SCS achieved significant success by signing a service contract with Qatar Airways, the third-largest airline in global cargo transportation, following FedEx and UPS. Qatar Airways transported 1.6 million tons of cargo in 2023, including pharmaceuticals, medical supplies, and perishable goods.

Therefore, SCS's ability to expand will be a key competitive advantage in the next 2-3 years for negotiating and securing agreements with new customers to increase its market share at Tan Son Nhat Airport, especially as global trade dynamics improve.

Tan Son Nhat Airport		
Total designed capacity	750.000 tons/year	
Cargo terminal	SCS	TCS
	SCS cargo terminal	Terminal: AFT1 & AFT2
Year of operation	2010	AFT1: 1997 AFT2: 2012
Terminal area (m2)	26,670	34,900
Current designed capacity (tons/year)	200,000	350,000
Maximum designed capacity (tons/year)	350,000	350,000

Source: ACBS

IV. Financial projection and valuation

FY2024-2026, we project a compound annual growth rate for SCS's net sales and profit after-tax of 18.5% and 16.4%, respectively. Specifically, FY2024, we forecast that SCS will achieve net sales of VND 927 bn (+31.5% YoY) and profit after-tax of VND 626 bn (+25.7% YoY) based on the following assumptions:

- (1) **We project that SCS will record net sales** of VND 927 bn (+31.5% YoY) with the assumption that cargo handling volumes will be more positive in 2024, particularly supported by strong performance in the first five months of the year. Specifically, net sales from cargo terminal operations in 2024 is expected to reach VND 865 bn (+33.9% YoY) with a cargo volume of 246,800 tons (+30% YoY), including 191,800 tons of international cargo (+40% YoY) and 55,000 tons of domestic cargo (+4.3% YoY).
- (2) **Leasing office and parking lot:** We project that revenue will not see significant growth due to the maximum occupancy rate of the SCSC building.
- (3) **Financial income:** SCS is expected to continue recording average financial income of VND 60-80 bn (accounting for about 10% of profit before tax) in the coming years from short-term financial investments. As of the end of Q1/2024, SCS's held-to-maturity investments were recorded at VND 937 bn, an increase of VND 48 bn (+4.2% compared to the end of 2023), with no bank debt.
- (4) FY 2024, profit before-tax and profit after-tax are projected to be VND 715 bn (+25.7% YoY) and VND 626 bn (+24.8% YoY), respectively.

We also project a cash dividend of VND 4,000 per share for 2024. Although SCS plans to pay a cash dividend of VND 3,000 per share for 2024, we anticipate a higher payout due to SCS's tendency to adjust dividend rates upward following strong business performance.

Growth Potential from Long Thanh Airport Phase 1: The first phase of Long Thanh Airport includes two cargo terminals with a total handling capacity of 1.2 million tons per year. Terminal 1 has been assigned to ACV by the State, and Terminal 2 is under the preparation phase by the Ministry of Transport for bidding. However, as there is limited detailed information and no comprehensive assessment of the impact on SCS yet, we have not included this information in our valuation model. Additionally, we believe the greatest prospect for SCS remains the maximization of its current handling capacity at Tan Son Nhat Airport over the next 2-3 years.

We recommend a BUY rating for SCS with a fair valuation of 114,300 VND per share using DCF method. This valuation is equivalent to 37.6% upside, including cash dividend from the closing price of SCS's on June 19, 2024, which was 86,000 VND per share. 2024F P/E ratio is 18.7x and P/B ratio is 7.6x.

Risk free	4.0%
Risk premium	9.0%
Beta	0.53
Cost of capital	8.8%
Percentage of capital	100.0%
Percentage of debt	-
WACC	8.8%

Present value of stage 1 cash flows	3,120
Present value of terminal value	7,430
Enterprise value (EV)	10,550
Less: Debt	-
Plus: Cash & short-term investment	1,062
Equity value	11,612
Share outstanding	101,569,182
Equity value per share (VND/share)	114,300

SCS PROJECTION	Price (VND):	86,000	Target (VND):	114,300	Mkt cap (VND bn):	8,684
(VND bn except where stated)	2022	2023	2024F	2025F	2026F	
Net sales	851	705	927	1,043	1,174	
<i>Sales growth</i>	<i>1%</i>	<i>-17%</i>	<i>32%</i>	<i>12%</i>	<i>13%</i>	
Operating cargo terminal	798	646	865	980	1,111	
Air cargo throughput (tons)	220,966	189,829	246,778	271,455	298,601	
Leasing office & parking lot	51	53	54	55	55	
Accumulated leasing area (m2)	7,661	8,288	8,400	8,400	8,400	
Leasing airplane parking space	2	1	1	1	1	
Gross profit	698	535	716	808	914	
<i>Gross profit margin</i>	<i>82%</i>	<i>76%</i>	<i>77%</i>	<i>77%</i>	<i>78%</i>	
Selling expenses	-	-	-	-	-	
General & administration expenses	57	52	68	76	86	
Net operating profit	641	484	648	732	828	
<i>Operating profit margin</i>	<i>75%</i>	<i>69%</i>	<i>70%</i>	<i>70%</i>	<i>71%</i>	
Financial income	59	88	64	74	95	
Financial expenses	0	1	-	-	-	
Other income	(3)	(2)	(2)	(3)	(3)	
Profit/(loss) in associates, joint venture	-	-	-	-	-	
Profit before tax	697	569	715	808	926	
Profit after tax	646	498	626	687	787	
Non-controlling interest	-	-	-	-	-	
Profit for parent company	646	498	626	687	787	
<i>Net profit margin</i>	<i>76%</i>	<i>71%</i>	<i>68%</i>	<i>66%</i>	<i>67%</i>	
Cash, cash equivalents & short-term investments	911	1,062	1,095	1,408	1,818	
Share outstanding (mn shares)	101.1	101.6	102.3	102.8	103.1	
EPS (VND)	6,393	4,907	6,120	6,680	7,631	
Adjusted EPS (VND)	6,362	4,907	6,120	6,714	7,688	
<i>EPS growth</i>	<i>15%</i>	<i>-23%</i>	<i>25%</i>	<i>10%</i>	<i>15%</i>	

KEY CASHFLOW AND BS ITEMS	2022	2023	2024F	2025F	2026F
Increase in working capital	(23)	222	(205)	(8)	(8)
Capex	(36)	(29)	(40)	(20)	(2)
Other cashflow items	572	927	161	677	813
Free cash flows	631	734	406	705	823
Dividends paid	(439)	(366)	(409)	(411)	(412)
Increase in net debt	-	-	-	-	-
Net debt, end of year	-	-	-	-	-
Shareholder's equity	1,434	1,339	1,535	1,789	2,116
BVPS (VND)	14,185	13,181	15,002	17,392	20,522
Net debt / Equity	-	-	-	-	-
Net debt / EBITDA	-	-	-	-	-
Total assets	1,556	1,703	1,752	2,051	2,429

KEY RETURN AND VALUATION RATIOS	2022	2023	2024F	2025F	2026F
ROE	0.5	0.4	0.4	0.4	0.4
ROA	0.4	0.3	0.4	0.4	0.4
ROIC	43%	31%	35%	36%	35%
WACC	8.8%	8.8%	8.8%	8.8%	8.8%
EVA	509	349	453	507	573
P/E (x)	9.9	12.9	18.7	17.0	14.9
EV/EBITDA (x)	14.3	17.2	13.6	12.1	10.9
EV/FCF (x)	16.7	14.4	24.9	14.6	12.8
P/B (x)	4.4	4.8	7.6	6.6	5.6
P/S (x)	13.6	16.5	12.6	11.3	10.0
EV/sales (x)	12.4	15.0	11.4	10.1	9.0
Dividend yield	8%	5%	4%	4%	4%

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DISCLAIMER

Our Recommendation System

BUY: Expected prospective total return (including dividends) in VND will be 20% or more within 12 months

OUTPERFORM: Expected prospective total return (including dividends) in VND will be from 10% to 20% within 12 months

NEUTRAL: Expected prospective total return (including dividends) in VND will be from -10% to 10% within 12 months

UNDERPERFORM: Expected prospective total return (including dividends) in VND will be from -20% to -10% within 12 months

SELL: Expected prospective total return (including dividends) in VND will be less than -20% within 12 months

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