

**Precious Shipping Pcl (PSL TB) - BUY, Price Bt17.60, TP Bt29.00****Results Comment**

Pattadol Bunnak | Email: pattadol.bun@thanachartsec.co.th

**Much-stronger-than-expected 3Q21**

- PSL reported Bt1.5bn normalized earnings in 3Q21 Vs. a loss of Bt35m in 3Q20 and earnings of Bt769m in 2Q21. The results were much stronger than our expectation.
- PSL's freight rate were US\$24,722/ship/day in 3Q21, increased 181% y-y and 39% q-q. While 3Q20 was a COVID-led low base quarter, the surged from the already strong 2Q21 was due to a very strong demand for dry bulk products while new ships supply remained low.
- We estimate PSL's total breakeven cost at US\$8,600/ship/day in 3Q21.
- We reaffirm BUY on PSL.

| Income Statement         |             |            |            |              |              | Income Statement         |            |            |           |              |              |
|--------------------------|-------------|------------|------------|--------------|--------------|--------------------------|------------|------------|-----------|--------------|--------------|
| (consolidated)           |             |            |            |              |              | 9M as                    |            |            |           |              |              |
| Yr-end Dec (Bt m)        | 3Q20        | 4Q20       | 1Q21       | 2Q21         | 3Q21         | (Bt m)                   | q-q%       | y-y%       | % 2021F   | 2021F        | 2022F        |
| Revenue                  | 944         | 1,050      | 1,246      | 1,918        | 2,639        | Revenue                  | 38         | 179        | 75        | 7,779        | 8,741        |
| <b>Gross profit</b>      | <b>182</b>  | <b>253</b> | <b>463</b> | <b>1,035</b> | <b>1,812</b> | <b>Gross profit</b>      | <b>75</b>  | <b>894</b> | <b>75</b> | <b>4,385</b> | <b>5,395</b> |
| SG&A                     | 75          | 67         | 79         | 163          | 169          | SG&A                     | 4          | 123        | 126       | 327          | 322          |
| Operating profit         | 107         | 186        | 383        | 872          | 1,643        | Operating profit         | 88         | 1,439      | 71        | 4,059        | 5,073        |
| <b>EBITDA</b>            | <b>412</b>  | <b>483</b> | <b>671</b> | <b>1,171</b> | <b>1,960</b> | <b>EBITDA</b>            | <b>67</b>  | <b>376</b> | <b>73</b> | <b>5,186</b> | <b>6,186</b> |
| Other income             | 1           | 2          | 1          | 1            | 0            | Other income             | (91)       | (89)       | 10        | 18           | 47           |
| Other expense            | 0           | 0          | 0          | 0            | 0            | Other expense            |            |            |           |              |              |
| Interest expense         | 145         | 122        | 117        | 108          | 112          | Interest expense         | 3          | (23)       | 60        | 561          | 546          |
| <b>Profit before tax</b> | <b>(37)</b> | <b>65</b>  | <b>267</b> | <b>765</b>   | <b>1,532</b> | <b>Profit before tax</b> | <b>100</b> | <b>na</b>  | <b>73</b> | <b>3,515</b> | <b>4,574</b> |
| Income tax               | 0           | 4          | 0          | 0            | 0            | Income tax               |            |            |           |              |              |
| Equity & invest. income  | 3           | 4          | 4          | 4            | 7            | Equity & invest. income  | 61         | 152        | 146       | 10           | 10           |
| Minority interests       | 0           | 0          | 0          | (0)          | 0            | Minority interests       |            |            | (32)      | 0            | 0            |
| Extraordinary items      | 12          | (37)       | 104        | 57           | (37)         | Extraordinary items      | na         | na         | na        | 0            | 0            |
| <b>Net profit</b>        | <b>(22)</b> | <b>27</b>  | <b>375</b> | <b>826</b>   | <b>1,501</b> | <b>Net profit</b>        | <b>82</b>  | <b>na</b>  | <b>77</b> | <b>3,525</b> | <b>4,584</b> |
| <b>Normalized profit</b> | <b>(35)</b> | <b>64</b>  | <b>271</b> | <b>769</b>   | <b>1,538</b> | <b>Normalized profit</b> | <b>100</b> | <b>na</b>  | <b>73</b> | <b>3,525</b> | <b>4,584</b> |
| EPS (Bt)                 | (0.01)      | 0.02       | 0.24       | 0.53         | 0.96         | EPS (Bt)                 | 82         | na         | 77        | 2.26         | 2.94         |
| Normalized EPS (Bt)      | (0.02)      | 0.04       | 0.17       | 0.49         | 0.99         | Normalized EPS (Bt)      | 100        | na         | 73        | 2.26         | 2.94         |

  

| Balance Sheet               |               |               |               |               |               | Financial Ratios        |        |       |         |       |         |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|-------------------------|--------|-------|---------|-------|---------|
| (consolidated)              |               |               |               |               |               | 9M as                   |        |       |         |       |         |
| Yr-end Dec (Bt m)           | 3Q20          | 4Q20          | 1Q21          | 2Q21          | 3Q21          | (%)                     | 3Q20   | 4Q20  | 1Q21    | 2Q21  | 3Q21    |
| Cash & ST investment        | 1,752         | 1,100         | 1,141         | 1,269         | 2,021         | Sales growth            | (9.6)  | (8.7) | 18.1    | 182.0 | 179.4   |
| A/C receivable              | 171           | 169           | 111           | 120           | 133           | Operating profit growth | (22.6) | 9.5   | 1,416.4 | na    | 1,438.7 |
| Inventory                   | 0             | 0             | 0             | 0             | 0             | EBITDA growth           | (4.8)  | 4.2   | 102.1   | 705.8 | 375.7   |
| Other current assets        | 609           | 669           | 280           | 167           | 166           | Norm profit growth      | na     | 126.6 | na      | na    | na      |
| Investment                  | 73            | 74            | 81            | 86            | 84            | Norm EPS growth         | na     | 126.6 | na      | na    | na      |
| Fixed assets                | 20,387        | 19,125        | 19,701        | 19,901        | 20,803        | Gross margin            | 19.3   | 24.0  | 37.1    | 54.0  | 68.7    |
| Other assets                | 286           | 260           | 255           | 278           | 231           | Operating margin        | 11.3   | 17.7  | 30.8    | 45.5  | 62.3    |
| <b>Total assets</b>         | <b>23,278</b> | <b>21,397</b> | <b>21,569</b> | <b>21,823</b> | <b>23,439</b> | EBITDA margin           | 43.6   | 46.0  | 53.8    | 61.1  | 74.3    |
| S-T debt                    | 2,839         | 2,436         | 2,187         | 4,990         | 1,749         | Norm net margin         | (3.7)  | 6.1   | 21.7    | 40.1  | 58.3    |
| A/C payable                 | 322           | 277           | 329           | 318           | 340           | D/E (x)                 | 1.1    | 1.0   | 0.9     | 0.7   | 0.7     |
| Other current liabilities   | 62            | 627           | 521           | 453           | 182           | Net D/E (x)             | 0.9    | 0.9   | 0.8     | 0.6   | 0.5     |
| L-T debt                    | 9,042         | 7,586         | 7,230         | 3,630         | 7,212         | Interest coverage (x)   | 2.8    | 3.9   | 5.7     | 10.8  | 17.6    |
| Other liabilities           | 342           | 337           | 329           | 344           | 378           | Interest rate           | 4.8    | 4.5   | 4.8     | 4.8   | 5.1     |
| Minority interest           | 0             | 0             | 0             | 0             | 0             | Effective tax rate      | -      | 6.8   | -       | -     | -       |
| <b>Shareholders' equity</b> | <b>10,672</b> | <b>10,134</b> | <b>10,973</b> | <b>12,088</b> | <b>13,578</b> | ROA                     | (0.6)  | 1.2   | 5.0     | 14.2  | 27.2    |
| Working capital             | (151)         | (108)         | (218)         | (198)         | (206)         | ROE                     | (1.3)  | 2.5   | 10.3    | 26.7  | 47.9    |
| Total debt                  | 11,881        | 10,022        | 9,417         | 8,620         | 8,961         |                         |        |       |         |       |         |
| <b>Net debt</b>             | <b>10,129</b> | <b>8,921</b>  | <b>8,276</b>  | <b>7,351</b>  | <b>6,940</b>  |                         |        |       |         |       |         |

Sources: Company data, Thanachart estimates

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