Analyst Trent Barnett Date 24th August 2021 Price Target

\$1.93/sh 🛕 from \$1.76/sh

Outlook very strong

Event

GNG has released FY21 results, which were better than our estimates;

FY22 revenue guidance of \$440-460m;

Impact

We have increased our earnings estimates, our valuation and price target;

Action

We maintain our Buy recommendation. There remains a strong pipeline of tender opportunities, suggesting the order book can be replenished beyond FY22. However, the work required to win is building, and the share price is now factoring in higher repeating revenue, consequently, valuation risks are increasing;

That said, valuation multiples still remain attractive as long as earnings can be maintained (let alone if they continue to grow). Our model assumes lower earnings in FY23 as the Government oil & gas contract winds down (on our estimates). We hope to see upside to our FY23 estimates, but maintain conservatism for now;

Cash generation and return on capital is particularly strong, highlighting the capital light nature of the EPC industry, and the alignment of management and Board to shareholder returns;

Key Catalysts

- Contract wins perennial
- AGM November
- 1H FY22 results February

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GR Engineering Group	Year End	30 June	
Share Price		1.61	A\$/sh
Price Target Valuation (DCF) WACC Terminal Growth		1.93 2.11 10.8% 0.0%	A\$/sh A\$/sh
Shares on issue		166 m	, diluted
Market Capitalisation		265.7	A\$m
Enterprise Value		205.0	A\$m
Cash		69.0	A\$m
Debt (inc AASB16)		8.3	A\$m
Key Financials	2021A	2022F	2023F
Revenue (A\$m)	392.4	26.0	440.2
EBITDA (A\$m)	37.0		41.1
EBIT (A\$m)	33.8		37.3
Reported NPAT (A\$m)	23.2		24.4
Normalised NPAT (A\$m	1) 23.4		24.4
Gross Cashflow (A\$m)	49.5	13.7	28.2
Capex (A\$m)*	-1.7	-3.1	-3.1
Op. Free Cashflow (A\$r	m) 47.8	10.6	25.1
Revenue Growth (%)	76%	16%	-3%
EBITDA Growth (%)	240%	13%	-2%
Norm. NPAT Growth (%) 319%	11%	-6%
Normalised EPS (Ac)	14.6	16.2	15.2
Norm. EPS growth (%)	302%	11%	-6%
PER (x)	11.0	9.9	10.6
EV:EBITDA (x)	5.5	4.9	5.0
EV:EBIT (x)	6.0	5.3	5.5
DPS (Ac)	12.0	12.5	12.5
Dividend Yield (%)	7.5%	7.8%	7.8%
Net Debt (A\$m)	-66.6	-55.1	-60.1
Net Debt:Equity (%)	na	na	na
Interest Cover (x)	109.0	43.8	19.3

Share Price Chart



Disclaimer

This analyst declares that he has a beneficial interest in GNG.

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Analysis

Our earnings estimates are presented below. We assume margins in 2H21 (11.8%) are not repeated, and margins in FY22 fall to 9.2%. This is arguably conservative, and we hope to see earnings upgrades.

Our working capital assumptions assume an outflow to reduce payables back below receivable. Even still, we expect strong free cash flow and high dividends.

	6/20A		6/21A			6/22F			6/23F			6/24F	
Profit & Loss (\$m)	Actual	F 'cast	Actual	% diff	Old	New	% diff	Old	New	% diff	Old	New	% diff
Revenue	222.4	385.3	392.4	1.8%	397.2	453.5	14.2%	368.0	440.2	19.6%	372.2	443.7	19.2%
- growth	22.0%	73.2%	76.4%		3.1%	15.6%		-7.4%	-2.9%		1.1%	0.8%	
Normalised EBITDA	10.9	29.4	37.0	25.8%	35.3	41.8	18.6%	36.3	41.1	13.2%	36.6	41.4	12.9%
- margin	4.9%	7.6%	9.4%	23.5%	8.9%	9.2%	3.9%	9.9%	9.3%	-5.4%	9.8%	9.3%	-5.3%
Depreciation/Amortisation	-2.7	-3.0	-3.2	5.0%	-3.5	-3.2	-8.3%	-4.0	-3.8	-6.1%	-4.2	-3.9	-7.5%
EBIT	8.1	26.4	33.8	28.2%	31.8	38.6	21.5%	32.3	37.3	15.6%	32.4	37.5	15.6%
- margin	3.7%	6.8%	8.6%	25.9%	8.0%	8.5%	6.4%	8.8%	8.5%	-3.4%	8.7%	8.4%	-3.0%
Net Interest	-0.1	0.1	-0.3	-447%	0.2	-0.9	-493.5%	-0.5	-1.9	253.3%	-2.0	-3.3	61.7%
Reported Pretax Profit	-9.7	26.5	33.7	27.5%	32.0	37.8	17.9%	31.7	35.4	11.5%	30.4	34.2	12.6%
Тах	2.4	-6.6	-10.5	59.0%	-8.0	-11.7	47.0%	-7.9	-11.0	39.0%	-7.6	-10.6	40.3%
NPAT Pre Minorities	5.6	17.9	23.4	31.2%	24.0	26.0	8.2%	23.8	24.4	2.3%	22.8	23.6	3.3%
Minorities	0.0	0.0	0.0		0.0	0.0		0.0	0.0		0.0	0.0	
Norm. Net Profit After Tax*	5.6	17.9	23.4	31.2%	24.0	26.0	8.2%	23.8	24.4	2.3%	22.8	23.6	3.3%
- margin	2.5%	4.6%	6.0%	28.8%	6.0%	5.7%	-5.2%	6.5%	5.5%	-14.4%	6.1%	5.3%	-13.3%
Abnormals (net of tax)	-12.4	2.0	0.2		0.0	0.0		0.0	0.0		0.0	0.0	
Reported Profit	-6.8	19.9	23.6	18.9%	24.0	26.0	8.2%	23.8	24.4	2.3%	22.8	23.6	3.3%
Net Debt (net cash)	-34.1	-41.0	-66.6	62.3%	-47.0	-55.1	17.2%	-35.2	-60.1	70.9%	-50.2	-73.6	46.6%
DPS	6.0	10.0	12.0	20.0%	10.5	12.5	19.0%	12.0	12.5	4.2%	11.5	12.1	5.1%

Result Summary

• GNG reported FY21 NPAT of \$23.2m (we expected \$20m). A 7.0cps DPS was declared (we expected 5cps);

- EBITDA was \$37.2m (we expected \$29.4m). Revenue was \$392m. • Operating cash was \$49.5m (we expected \$25.5m).
- Net cash (including leases) was \$61m (we expected \$37m).
- OUTLOOK: FY22 revenue guidance of \$440-460m;

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Profit & Loss (\$m)	Jun-19a	Dec-19a	Jun-20a	Dec-20a	Jun-21a
	47.3	53.9	84.1	118.3	150.7
- EBITDA	0.6	0.4	-0.1	5.2	12.0
- margin	1.4%	0.8%	-0.2%	4.4%	7.9%
Oil & Gas Revenue	43.6	41.4	42.9	58.1	65.3
- EBITDA	3.5	3.6	3.7	6.3	7.0
- margin	8.1%	8.7%	8.6%	10.9%	10.8%
Total Revenue	90.9	95.3	127.1	176.3	216.0
	-0.5%	4.8%	33.3%		
sequential growth				39%	22.5%
EBITDA	5.2	2.0	8.8	11.6	25.4
margin	5.8%	2.1%	6.9%	6.6%	11.8%
Depreciation/Amortisation	-0.7	-1.3	-1.4	-1.4	-1.7
EBITA	4.5	0.7	7.4	10.2	23.7
EBITA / Sales	5.0%	0.8%	5.8%	5.8%	11.0%
EBIT	4.5	0.7	7.4	10.1	23.7
EBIT / Sales	5.0%	0.8%	5.8%	5.7%	11.0%
Net Interest	0.1	0.0	-0.1	-0.1	-0.2
Profit Before Tax	4.4	-16.7	7.0	12.6	21.1
- margin	4.8%	-17.5%	5.5%	7%	9.8%
Tax	-0.6	5.5	-3.1	-4.1	-6.4
Effective Tax Rate	12.8%	33.1%	44.3%	32.4%	30.3%
NPAT Pre Minorities	3.7	0.5	5.1	6.7	16.7
Minorities	0.0	0.0	0.0	0.0	0.0
Normalised NPAT to equity	3.7	0.5	5.1	6.7	16.7
Norm. Net Profit / Sales	4.0%	0.5%	4.0%	3.8%	7.7%
Abnormals / discontinued	0.1	-11.6	-1.2	1.8	-2.0
Reported Profit to equity	3.8	-11.2	3.9	8.5	14.7
DPS (cps)	2.00	2.00	4.00	5.00	7.00
	0%	2.00	4.00	100%	100%
Franking	0%	0%	0%	100%	100%
Cashflow Statement (\$m)	Jun-19a	Dec-19a	Jun-20a	Dec-20a	Jun-21a
EBITDA	5.2	2.0	8.8	11.6	25.4
Working Capital Change	6.1	-7.1	7.4	7.9	9.5
Cash from Operations	11.4	-5.1	16.3	19.5	34.9
Net interest Paid	0.2	0.1	0.1	0.0	0.0
Tax Paid	-0.3	-2.6	2.4	-1.8	-3.2
Net Operating Cash Flow	11.2	-7.5	18.8	17.8	31.7
Capital Expenditure	-0.4	-0.4	-0.7	-1.0	-0.7
Asset Sales	0.0	1.4	-1.4	0.0	0.0
Other (inc Investments)	0.0	0.0	0.6	5.7	-5.5
Net Investing Cash Flow	-0.4	1.1	-1.4	4.7	-6.2
Proceeds from Equity Issues	0.0	0.0	0.0	0.0	0.0
Net Change in Debt & Leases	-0.1	-1.1	2.3	-0.9	-1.8
Dividends Paid	-6.1	-3.1	-3.1	-6.2	-7.8
Net Financing Cash Flow	-6.2	-3.1 -4.1	-0.8	-0.2	-9.5
Movement in Cash	-6.2 4.5	-10.6	-0.8	15.4	-9.5 16.0
HP Lease Capex (non-cash)	0.0	0.0	0.0	0.0	0.0

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Balance Sheet (\$m)	Jun-19a	Dec-19a	Jun-20a	Dec-20a	Jun-21a
Cash	31.4	20.7	37.5	52.8	69.0
Receivables	35.5	28.9	38.8	53.3	52.2
Inventories	0.3	0.3	0.0	0.0	0.0
Other	2.7	5.1	1.4	3.2	1.4
Total Current Assets	69.9	55.1	77.8	109.3	122.5
Property, Plant & Equipment	3.4	5.6	6.4	6.3	8.7
Intangibles	0.0	0.0	4.4	3.9	23.7
Other	8.3	14.1	9.4	3.7	2.5
Total Non Current Assets	11.7	19.7	20.2	13.9	34.9
Total Assets	81.6	74.8	98.0	123.1	157.4
Accounts Payable	24.8	26.4	44.6	57.7	64.1
Interest Bearing Liabilities	0.5	3.0	3.4	0.5	2.4
Other	8.6	9.7	12.1	24.5	33.5
Total Current Liabilities	33.8	39.0	60.1	82.7	100.0
Accounts Payable	0.0	0.0	0.0	0.0	0.0
Interest Bearing Liabilities	0.0	1.8	0.0	2.4	0.0
Other	1.3	1.5	3.2	1.5	5.7
Total Non Current Liabilities	1.4	3.2	3.2	4.0	5.7
Total Liabilities	35.2	42.3	63.3	86.7	105.8
Net Assets	46.4	32.5	34.7	36.4	51.6
Net Debt (net cash) inc AASB16				-43.7	-60.7
Net Debt (net cash) ex AASB16	-30.9	-16.0	-34.1	-49.9	-66.6

Price Target

We have increased our price target to \$1.93/sh (from \$1.76/sh)

GNG Price Target Methodology	Weighting	Spot	12 mth out
Fundamental Valuation	9%	\$1.95	\$1.93
- DCF (WACC 10.8%, Terminal growth 0.00%)	5%	\$2.11	\$2.09
- Gordon Growth (CoE 10.0%, FY21-25 DPS 0.1%pa, term. 0.0%pa)	4%	\$1.74	\$1.72
12mth forward P/E (diluted) of 14x (premium to comps)	33%	\$2.25	\$2.12
12mth forward P/E (diluted) of 10x (Standard)	35%	\$1.60	\$1.52
12mth forward EV/EBIT of 7x (Standard)	15%	\$1.96	\$1.95
12mth fwd Div Yield of 4.3% (Gross yield=5.0%)	8%	\$2.94	\$2.94
Risk weighted composite		\$2.01	\$1.93
12 Months Price Target		\$1.93	
Shareprice - Last		\$1.61	
12 mth total return (% to 12mth target + dividend)		28%	
P/E (6)	/22F) at price	e target	11.9x
P/E (6)	/23F) at price	e target	12.7x
Dividend yield (6,	/23F) at price	e target	6%
EV/EBITDA (6,	/23F) at price	e target	9.1x
EV/EBITA (6,	/23F) at price	e target	10.0x

Source: Euroz Hartleys

Financial Statements	2020A	2021A	2022F	2023F
Minerals Revenue	138.0	269.0	336.3	369.9
- EBITDA - margin	0.3 0.2%	17.2 6.4%	30.3 9.0%	33.3 9.0%
Oil & Gas Revenue	84	123	9.0% 117	9.0 <i>%</i> 70
- EBITDA	7.3	13.4	9.4	5.6
- margin	8.6%	10.8%	8.0%	8.0%
Total Revenue	222.4	392.4	453.5	440.2
growth	22.0%	76.4%	15.6%	-2.9%
EBITDA	10.9	37.0	41.8	41.1
margin Depreciation/Amortisation	4.9% -2.7	9.4% -3.2	9.2% -3.2	9.3% -3.8
EBITA	8.2	33.9	38.7	37.4
EBITA / Sales	3.7%	8.6%	8.5%	8.5%
EBIT EBIT / Sales	8.1 3.7%	33.8 8.6%	38.6 8.5%	37.3 8.5%
Net Interest	-0.1	-0.3	-0.9	-1.9
Profit Before Tax	-9.7	33.7	37.8	35.4
- margin	-4.3%	8.6%	8.3%	8.0%
Tax Effective Tax Rate	2.4 25.0%	-10.5 31.1%	-11.7 31.1%	-11.0 31.1%
NPAT Pre Minorities	5.6	23.4	26.0	24.4
Minorities	0.0	0.0	0.0	0.0
Normalised NPAT to equity	5.6 2.5%	23.4 6.0%	26.0	24.4 5.5%
Norm. Net Profit / Sales Abnormals / discontinued	∠.3 % -12.8	-0.2	5.7%	5.5% 0.0
Reported Profit to equity	-7.2	23.2	26.0	24.4
Cash flow (A\$m)	2020A	2021A	2022F	2023F
EBITDA	10.9	37.0	41.8	41.1
Working Capital Change	0.3	17.4	-15.5	0.0
Cash from Operations	11.2	54.4	26.3	41.1
Net interest Paid	0.2	0.1	-0.9	-1.9
Tax Paid Net Operating Cash Flow	-0.1 11.2	-4.9 49.5	-11.7 13.7	-11.0 28.2
Capital Expenditure	-1.0	-1.7	-3.1	-3.1
Asset Sales	0.1	0.0	0.0	0.0
Other (inc Investments) Net Investing Cash Flow	0.6 -0.3	0.2 -1.5	-7.0 -10.1	0.0 -3.1
Proceeds from Equity Issues	0.0	0.0	5.0	0.0
Net Change in Debt & Leases	1.2	-2.7	19.5	7.0
Dividends Paid	-6.1	-14.0 -16.7	-20.1	-20.1
Net Financing Cash Flow Movement in Cash	-4.9 6.0	-16.7 31.4	4.4 8.0	-13.1 12.0
HP Lease Capex (non-cash)	0.0	0.0	0.0	0.0
Balance Sheet (\$m)	2020A	2021A	2022F	2023F
Cash	37.5	69.0	77.0	89.0
Receivables	38.8	52.2	60.3	58.5
Inventories	0.0	0.0	0.0	0.0
Other Total Current Assets	1.4 77.8	1.4 122.5	1.4 138.7	1.4 148.9
Property, Plant & Equipment	6.4	8.7	10.4	9.8
Intangibles	4.4	23.7	28.9	28.8
Other Total Non Current Assets	9.4 20.2	2.5 34.9	2.5 41.7	2.5 41.0
Total Assets	98.0	157.4	180.4	189.9
Accounts Payable	44.6	64.1	56.7	55.0
Interest Bearing Liabilities	3.4	2.4	2.4	2.4
Other Total Current Liabilities	12.1 60.1	33.5 100.0	33.5 92.6	33.5 90.9
Accounts Payable	0.0	0.0	0.0	0.0
Interest Bearing Liabilities	0.0	0.0	19.5	26.4
Other Total Non Current Liabilities	3.2 3.2	5.7 5.7	5.7 25.2	5.7 32.2
Total Liabilities	63.3	105.8	117.8	123.1
Net Assets	34.7	51.6	62.5	66.8
Net Debt (net cash) inc AASB16	-30.1	-60.7	-49.2	-54.3
Net Debt (net cash) ex AASB16	-34.1	-66.6	-55.1	-60.1

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Performance Ratios	2020A	2021A	2022F	2023F
Growth & Margins				
Revenue Growth	22%	76%	16%	-3%
EBITDA Growth	-3%	240%	13%	-2%
EBIT Growth	-17%	316%	14%	-3%
Reported NPAT Growth	nm	nm	12%	-6%
Normalized Net Profit Growth	-20%	319%	11%	-6%
EBITDA margin	5%	9%	9%	9%
EBIT margin	4%	9%	9%	8%
Normalized net profit margin	3%	6%	6%	6%
Effective tax rate	25%	31%	31%	31%
Liquidity				
Capex/depreciation (x)	37.4%	53.5%	95.7%	82.1%
Current ratio (x)	1.3	1.2	1.5	1.6
Quick ratio (x)	1.3	1.2	1.5	1.6
Receivable days	63.8	48.5	48.5	48.5
Payable days	79.4	66.9	50.0	50.0
	79.4	00.9	50.0	50.0
Risk Measures				
Dividend Cover (x)	0.61	1.22	1.30	1.21
Payout ratio (%)	164.6%	82.2%	77.2%	82.3%
Net interest cover (x)	65.0	109.0	43.8	19.3
Net debt/equity (%)	na	na	na	na
Returns				
ROIC (pre-tax)	25.6%	122.5%	88.2%	60.1%
Return on Assets	-8%	18.2%	15.4%	13.2%
Return on Equity	-18%	53.8%	45.5%	37.7%
	-1070	55.070	45.5%	57.770
Share Data/Valuation	2020A	2021A	2022F	2023F
Share Data				
Issued shares (m)	153.6	160.6	160.6	160.6
Weighted ave shares (m)	153.7	155.8	160.6	160.6
Fully diluted shares (m)	153.7	160.2	160.6	160.6
Basic EPS (c)	-4.7	14.9	16.2	15.2
	-211%	-416%		-6%
YoY change (%)			8.6%	
Fully diluted EPS (c)	-4.7	14.5	16.2	15.2
YoY change (%)	-213%	-407%	12%	-6%
Fully diluted normalised EPS (c)	3.6	14.6	16.2	15.2
YoY change (%)	-19%	302%	11%	-6%
Dividend/share (c)	6.0	12.0	12.5	12.5
Franking (%)	0%	50%	100%	100%
Gross cashflow/share (c)	7.3	30.8	8.5	17.6
NBV/share (c)	0.23	0.32	0.39	0.4
NTA/Share (c)	0.20	0.17	0.21	0.2
Valuation				
PER (Basic) (x)	-34.0	10.8	9.9	10.6
	-34.0	11.1	9.9	10.6
PER (Fully diluted) (x)				
PER (Fully diluted, normalized) (x)	44.0	11.0	9.9	10.6
P/CFPS (x)	21.9	5.2	18.8	9.1
Price/NBV (x)	7.1	5.0	4.1	3.9
Price/NTA (x)	8.1	9.2	7.7	6.8
Dividend Yield (%)	4%	7%	8%	8%
EV/EBITDA (x)	18.9	5.5	4.9	5.0
EV/EBIT (x)	24.9	6.0	5.3	5.5
EV/Revenue (x)	0.9	0.5	0.5	0.5
Other Information				
Estimated free float:				1
			¢1 C / F	Low
12-mth High/Low (A\$/sh)			\$1.645 -	
Average daily volume (A\$m)				0.08
ASX Code				GNG
Next result				Feb-22

Company Description

An engineering design & construction, maintenance and industrial services group.

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EURØZ HARTLEYS

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Contact Details Euroz Hartleys Limited

Research Analysts

Jon Bishop - Head of Research +6 Mike Millikan - Resources Analyst +6 Kyle De Souza - Resources Analyst +6 Michael Scantlebury - Resources Analyst +6 Steven Clark - Resources Analyst +6 Trent Barnett - Senior Analyst +6 Gavin Allen - Senior Analyst +6 Harry Stevenson - Industrials Analyst +6 Seth Lizee - Associate Research Analyst +6

+61 8 9488 1400

Euroz Hartleys Limited