

Bank Islam Malaysia Berhad

(5258 | BIMB MK) Financial Services | Finance

2QFY24 Results: Gear-Up

KEY INVESTMENT HIGHLIGHTS

- 6MFY24's Core NP of RM266m was *Within/Within* our/street forecasts: 44%/45% of full-year forecasts
- Management's tone: Optimistic
- Core themes: (a) Gear-Up programme boost, (b) Branch revamp, (c) Loan growth targets maintained
- Forecasts unchanged
- Maintain BUY | Revised TP of RM3.06 | based on a revised FY25F P/BV of 0.87x (previously 0.82x)

Verdict: Excellent dividend yields, and a whole host of rerating drivers.

- Yays 1. Excellent dividend yields.
 - 2. Core beneficiary of the government's Gear-uP programme and civil servants' salary hike.
 - 3. Beneficiary of non-Klang Valley development initiatives, given its large exposure to non-central regions.
- **Nays** 1. CIR is still on the high side.
- OKs
 1. Loan growth is lagging but should pick up in 2HFY24.
 2. Revamp of brick-and-mortar branches could be beneficial to NOII.

Results in a nutshell:

▲ **6MFY24's Core net profit (NP) of RM266m up by +5%yoy.** The growth was driven by better NII and lower loan provisions offsetting weaker NOII and high-cost inflation. Although 1HFY24's earnings came in on the weaker side, we maintain our forecasts as BIMB is subject to seasonal effects, and usually reports stronger earnings in 2H.

► 2QFY24's Core NP of RM137m up by +6%qoq. There was a stronger NII and loan provisioning result, offsetting higher NOII and OPEX.

▼ Gross loans grew by +0.5%qoq, coming up to +0.7%YTD. Regardless, management believes it can achieve its FY24 loan growth target of 7-8%.

- ▲ Deposits grew by +3.3%qoq, coming up to +3.5%YTD.
- ▲ GIL moved by -3bps to 0.92%, LLC currently at 125%.

midf 🞜 RESEARCH

2QFY24 Results Review (Within) | Tuesday, 27 August 2024

Maintain BUY

Revised Target Price: RM3.06

(Previously RM2.88)

RETURN STATISTICS	
Price @ 26 August 2024 (RM)	2.74
Expected share price return (%)	+11.7
Expected dividend yield (%)	+5.6
Expected total return (%)	+17.3

SHARE PRICE CHART



Price performance (%)	Absolute	Relative
1 month	7.2	7.0
3 months	7.6	4.5
12 months	25.8	11.0

INVESTMENT STATISTICS

FYE Dec	FY24F	FY25F	FY26F
Core NP (RM m)	602	639	669
CNP growth (%)	9	6	5
Div yield (%)	5.5	5.6	5.6
Gross DPS (sen)	15.2	15.4	15.4
P/BV (x)	0.8	0.8	0.7
BVPS (RM)	3.4	3.5	3.7
ROE (%)	8.0	8.3	8.3
MIDF/Street CNP (%)	101	99	98

KEY STATISTICS	
FBM KLCI	1,638.96
Issue shares (m)	2,266.5
Estimated free float (%)	33.7
Market Capitalisation (RM'm)	6,074.1
52-wk price range	RM2.03 - RM2.72
3-mth avg daily volume (m)	1.4
3-mth avg daily value (RM'm)	3.6
Top Shareholders (%)	
Lembaga Tabung Haji	48.0
EPF Board	17.6
Amanah Saham Nasional Bhd	8.0

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Have a look at:

▲ **BIMB** is looking to revamp its brick-and-mortar outlets, prioritising higher-return services. BIMB has been paring down the number of branches in the last few years. Branches traditionally provided customers with only basic services. However, moving forward, management implies that they will no longer shut branches but merely revamp them to suit different purposes. Branches will now offer more specialised services such as Ar-Rahnu (Islamic pawn broking) and wealth management, which will likely provide better returns. Basic services will now be outsourced to its app and online infrastructure.

▲ Civil servant minimum salary hike is good for BIMB's growth and asset quality. It provides benefits from both fronts: (1) Asset quality (a large proportion of their loan book comprises personal financing loans from civil servants), (2) Loan growth – a large chunk of their customer base has higher disposable income. We believe it is positive as BIMB will be no longer overly reliant on growing its non-salary-deduction personal financing base.

▲ **GEAR-Up programme can help BIMB build up its underperforming SME segment.** MOF is spearheading a programme aimed at synergising efforts across GLCs to catalyse growth in key economic sectors. Six GLICs are involved: Khazanah, KWAP, PNB, EPF, LTAT and Tabung Haji (TH) – these GLICs will collectively invest RM120b in domestic direct investments (DDI) over the next five years, on top of RM440b in public market investments under its steady-state investment programmes. Relevant to BIMB is TH's mandate to "To broaden the role of Islamic banks including strengthening sustainable social impact through Islamic finance instruments for more streamlined disbursements to the poor; and augmenting the Islamic financial system through strategic collaborations with other key financial institutions and market players."

What this implies is the potential availability for low-cost capital for micro-financing. While the quantum of such funding remains uncertain, BIMB can likely establish its relationship with such micro-companies requiring funding. When these micro-companies grow and transition into full-blown SMEs, BIMB can include them in its SME portfolio. To summarise, this will enhance BIMB's ability to grow its SME loan book with potentially low-cost capital, which has been lacklustre relative to its peers.

▲ Core beneficiary of non-central region development activity. Only 40% of BIMB's loan book comprises central region loans. For other banks, central region loans usually make up >50% of domestic loans. This suggests a larger chunk of BIMB's customer and earnings base lies outside the Klang Valley area. This ties in well with the government's initiatives to develop such regions, as more economic activity implies better business – especially since BIMB has revamped its branches to prioritise specialist services.

SPOTLIGHT: BIMB's Investment Accounts (IA) explained. BIMB has mentioned that one of its core ROE levers is improving the growth of its IAs. This is nothing new, and we will attempt to explain this in further detail.

What are Investment Accounts (IAs)? IAs provide opportunities for customers to invest in and share the profits from Shariah-compliant investment activities. <u>Functionally, think of IAs as similar to FDs</u> (with returns offered back to the depositors). The type of IA you deposit your cash into determines the tenure required for a return. Unlike deposits, all financial losses are borne by the depositors (i.e. there is no guarantee you will get your full principal back). As a result, IAs cannot be guaranteed by PIDM. In reality, such risks are minimal.

BIMB's COF is the lowest in the industry, despite an unfavourable customer deposit mix. The Group beats out favourites such as Public Bank and ABMB. This is surprising, given that BIMB has:

- A large proportion of pricier long-term FDs.
- A small proportion of cheaper retail deposits.
- Its CASA ratio, while high, is far from the highest in the industry.
- 0% Conventional deposit exposure, which means it is fully exposed to disproportionately higher Islamic FD rates (though maybe less relevant today).
- It is relatively a smaller bank, and as a result, its customer deposit franchise is not as extensive as its peers.



The reasoning for the low COFs is simple: IAs are very cheap (since we last checked, rates were only 0.05-0.15%, depending on product) even compared to ordinary CASA. BIMB has an abnormally large exposure to IAs. Because of this, IAs have a larger bearing on COF – because it is cheap, BIMB's COF is much lower than that of its peers.

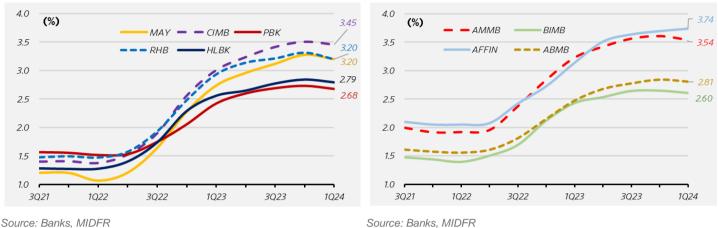


Fig 1: Cost of Funds trends: Big 5

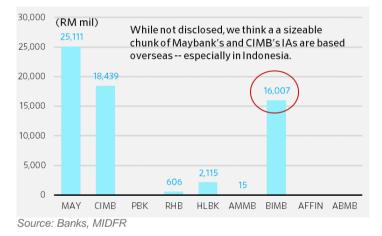
Fig 3: IA exposure by Bank

Source: Banks, MIDFR

Fig 4: IAs as a % of Interest-Bearing Liabilities

Fig 2: Cost of Funds trends: Small 4

BIMB's exposure to IAs is huge given its size. As a result, its COF is much more positively affected by IAs than any of its peers. (Note that the data is slightly outdated... but we believe still relevant to the points we are discussing.)





Source: Banks, MIDFR



Fig 5: Key Concepts and Definitions

Deposit or Investment Account?

INVESTMENT ACCOUNTS:

No guarantee by PIDM. Under this principle, financial losses are borne solely by the depositor unless the bank is negligent. Hence, <u>there is no obligation for the bank to repay the money in full</u>. Adheres to either the **"Mudarabah"** or **"Wakalah"** principle. An IA can be thought of as an account for the purpose of investment by the bank in accordance with Shariah.

ISLAMIC DEPOSIT: Guaranteed by PIDM. Depositor's principal is secure.

Unrestricted or Restricted IA?

UNRESTRICTED IAs:

In this case, the Investment account holder provides the Bank with the mandate to make the ultimate decision without specifying any particular restriction or condition. Hence the amount under "Investment Accounts" we see in the Liability section of the Balance Sheet refer to these.

RESTRICTED IAs:

The IA holder provides a specific investment mandate to the Bank (such as purpose, asset class, economic sector etc). These are <u>not</u> <u>recorded in the Liability section of</u> <u>the B/S</u>.

Transitional or Term Investment Account?

Transitional Investment Account (TIA): Adheres to **"Mudarabah"** contract. No maturity date and flexible withdrawal: These are essentially CASA accounts (with very low interest rates). Term Investment Accounts:

Adheres to the **"Wakalah"** contract. Customers can select a minimum tenure of one month to a maximum of 24 months.



Forecasts unchanged. Forecasts unchanged.

Key downside risks. (1) Loan growth disappoints, (2) Weak NOII result, (3) Higher-than-expected cost growth.

Maintain BUY call: Revised GGM-TP of RM 3.06. The TP is based on a revised FY25F P/BV of 0.87x (*previously 0.82x*). We revise our valuation upward as benefits from civil servant rate hike, increased development outside the Klang Valley, GEAR-Up programme and revamp of brick-and-motor outlets should benefit investor sentiment.

As of late, the market has also seen a trend of leniency (from a valuation perspective), specifically pricing comparatively lower-ROE banks at exceptional premiums. With an ROE level of 7-8%, we believe BIMB qualifies as a comparatively lower ROE bank. This implies that BIMB's historical P/BV valuations (when linked to ROE expectations using the Gordon-Growth model) may not be the best yardstick moving forward. We feel that BIMB's inability to hit former pre-pandemic ROE levels does not necessarily prevent its valuations from reaching former highs.

(GGM assumptions: FY25F ROE of 8.3%, LTG of 4.5% & COE of 8.8%)

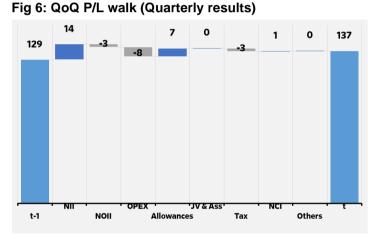
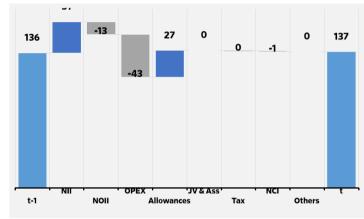
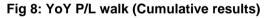
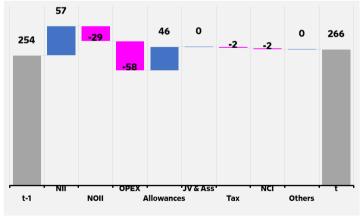


Fig 7: YoY P/L walk (Quarterly results)



Source: BIMB, MIDFR





Source: BIMB, MIDFR



Fig 9: Quarterly results

FYE Dec (RM m)	2Q FY24	1Q FY24	2Q FY23	Yoy (%)	Qoq (%)	1H FY24	1H FY23	Yoy (%)
Total NII	515	501	483	6	3	1,015	958	6
Total NOII	86	89	99	-13	-3	175	204	-14
Net income	601	590	582	3	2	1,191	1,162	2
OPEX	(380)	(371)	(337)	13	2	(751)	(693)	8
PPOP	221	218	246	-10	1	440	469	-6
Loan provisions	(35)	(42)	(62)	-43	-17	(78)	(124)	-37
Other provisions	0	0	0	n.m.	n.m.	1	0	n.m.
JV & Associates	-	-	-	n.m.	n.m.	-	-	n.m.
РВТ	186	176	184	1	6	363	346	5
Tax	(48)	(45)	(48)	1	7	(94)	(91)	3
NCI	(1)	(2)	-	n.m.	n.m.	(2)	-	n.m.
Reported NP	137	129	136	1	6	266	254	5
Core NP	137	129	136	1	6	266	254	5
Gross DPS (sen)	-	-	-	n.m.	n.m.	-	-	n.m.
Core EPS (sen)	6.1	5.7	6.0	0	6	11.8	11.3	4
Gross loans	68,108	67,790	66,337	2.7	0.5			
Gross impaired loans	627	642	682	-7.9	-2.2			
Customer deposits	61,064	59,108	57,005	7.1	3.3			
CASA	18,591	20,131	18,581	0.1	-7.6			
Ratios (%)	2Q FY24	1Q FY24	2Q FY23	Yoy (ppts)	Qoq (ppts)	1H FY24	1H FY23	Yoy (ppts)
ROE (Ann.)	7.2	6.9	7.4	-0.2	0.3	7.0	7.0	0.1
NIM (Reported)*	2.20	2.14	2.11	0.09	0.06	2.17	2.08	0.09
NOII/Net income	14.4	15.1	17.0	-2.6	-0.7	14.7	17.6	-2.9
Cost/Income	63.2	63.0	57.8	5.4	0.2	63.1	59.6	3.4
NCC (Ann.) (bps)	21	25	39	-18	-4	23	39	-16
GIL ratio	0.92	0.95	1.03	-0.11	-0.03			
Loan loss coverage	125	123	122	3	2			
CASA ratio	30.4	34.1	32.6	-2.2	-3.6			
L/D ratio	110.2	113.3	114.9	-4.7	-3.1			
CET-1	13.7	13.9	13.9	-0.2	-0.2			



Notes (*Cum* = *Cumulative*, *Qtr* = *Quarterly*)

Fig 10: Retrospective performance (Income Statement)

Metric	Surprise? Qoq/Yoy		Metric	Surprise? Qoq/Yoy		
	RM mil	137		Qtr value	7.2%	
Qtrly Core	23% of F	Y CNP	Qtrly			
NP	Qoq	6%	ROĚ	t-1	6.9%	
	Yoy	1%		t-4	7.4%	
	RM mil	266		Cum value	7.0%	
O	Within our	forecast				
Cum Core	44% of F	Y CNP	Cum			
NP	Within con		ROE			
	45% of F	Y CNP				
	Үоу	5%		t-1	7.0%	
	As expe	cted		As expe	ected	
				Qtr value	2.20	
NII			NIM	Cum value	2.17	
	Qtr (Qoq)	3%		Qtr (Qoq)	+6bps	
	Qtr (Yoy)	6%		Qtr (Yoy)	+9bps	
	Cum (Yoy)	6%		Cum (Yoy)	+9bps	
	As expe	ected	Qtr	% NII	86%	
NOII	Qtr (Qoq)	-3%		% NOII	14%	
	Qtr (Yoy)	-13%	Cum	% NII	85 %	
	Cum (Yoy)	-14%	• uni	% NOII	15%	
	As expe	ected		As expe		
				Qtr value	63.2%	
OPEX			Cost/	Cum value	63.1%	
	Qtr (Qoq)	2%	Inc.	Qtr (Qoq)	+0.2%	
	Qtr (Yoy)	13%		Qtr (Yoy)	+5.4%	
	Cum (Yoy)	8%		Cum (Yoy)	+3.4%	

Source: BIMB, MIDFR



Fig 11: Retrospective performance (Balance Sheet, Dividends, and anything extra)

Image: set of the set of	= Quarterly)	Notes (<i>Cum</i> = <i>Cumulative</i> , <i>Qtr</i> = <i>Qua</i>		Surprise? Qoq/Yoy	Metric		Surprise? Qoq/Yoy	Metric
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Fig 12: Targets, Achievements, and Outlook

Targets	FY24F	1H FY24	Notes (Red: New guidance, Strikethrough: Guidance is no longer pertinent)
ROE	>8	7.0	Despite a lacklustre 1HFY24, BIMB usually reports higher income in 2HFY24
CIR	60	63.1	
NIM	>2.10 (from 2.12)	2.17	Management believes a full-year figure of 2.20 is likely.
NOII		-14% (yoy)	
Loans	7-8	0.7 (YTD)	1HFY24 was held down by lumpy repayments (and gestational lag) in the corporate segment and seasonal effects in the retail portfolio. Management believes its 7-8% target is still viable.
Deposits		3.5 (YTD)	
% CASA		30.4	
Loan/Depo		110.2	
GIL ratio	<1.1	0.92	
NCC (bps)	<30	23	Management believes that a full-year figure of 23bps is achievable.
LLC		125	
CET 1		13.7	
	60	-	



FINANCIAL SUMMARY

INCOME STATEMENT					
FYE Dec (RM m)	FY22	FY23	FY24F	FY25F	FY26F
Total NII	1,972	1,959	2,044	2,177	2,282
Total NOII	231	407	384	393	413
Net income	2,203	2,366	2,429	2,571	2,695
OPEX	(1,317)	(1,440)	(1,457)	(1,542)	(1,617)
PPOP	886	926	971	1,028	1,078
Loan allowances	(140)	(175)	(175)	(178)	(189)
Other allowances	1	(4)	(3)	(7)	(7)
JV & Associates	-	-	-	-	-
PBT	747	747	794	843	882
Tax & zakat	(255)	(194)	(192)	(204)	(213)
NCI	-	-	-	-	-
Reported NP	492	553	602	639	669
Core NP	492	553	602	639	669
BALANCE SHEET					
FYE Dec (RM m)	FY22	FY23	FY24F	FY25F	FY26F
Cash & ST funds	7,145	4,714	5,921	5,921	5,921
Investment securities	15,448	16,856	17,854	17,993	18,298
Net loans	64,902	66,817	71,178	75,535	80,068
Other IEAs	0	0	0	0	0
Non-IEAs	2,357	2,574	2,425	2,519	2,619
Total assets	89,852	90,962	97,378	101,969	106,905
Customer deposits	60,708	59,016	63,147	66,936	70,818
Other IBLs	19,781	21,768	22,704	23,685	24,714
Non-IBLs	2,567	2,777	3,947	3,440	3,121
Total liabilities	83,055	83,562	89,797	94,061	98,653
Share capital	3,645	3,889	3,846	3,846	3,846
Reserves	3,151	3,511	3,735	4,063	4,406
Shareholders' funds	6,796	7,400	7,580	7,908	8,252
NCI	0	0	0	0	0
Total equity	6,796	7,400	7,580	7,908	8,252
Total L&E	89,852	90,962	97,378	101,969	106,905
Total IEAs	87,495	88,388	94,953	99,450	104,286
Total IBLs	80,489	80,785	85,851	90,621	95,532
Gross loans	65,942	67,625	72,020	76,342	80,922
CASA	20,371	20,746	20,649	21,553	22,804

FINANCIAL RATIOS FYE Dec (RM m)	FY22	FY23	FY24F	FY25F	FY26F
	F122	F123	F124F	F129F	F1201
Interest (%)	2.27	2.22	2.23	2.24	2.24
	2.37	2.23		3.64	3.58
Return on IEAs	4.02	4.69 2.68	3.71		3.58
Cost of funds	1.80		1.63	1.54	2.11
Net interest spread	2.22	2.00	2.08	2.10	2.11
Profitability (%)					
ROE	7.5	7.8	8.0	8.3	8.3
ROA	0.6	0.6	0.6	0.6	0.6
NOII/Net income	10.5	17.2	15.8	15.3	15.3
Effective tax rate	32.3	24.4	22.5	22.5	22.5
Cost/Income	59.8	60.9	60.0	60.0	60.0
Costiliconte	59.0	00.9	00.0	00.0	00.0
Liquidity (%)					
Loan/Deposit	106.9	113.2	112.7	112.8	113.1
CASA ratio	33.6	35.2	32.7	32.2	32.2
	00.0	00.Z	52.1	52.2	52.2
Asset Quality (%)					
Gll ratio	1.27	0.92	0.90	0.88	0.88
LLC ratio	124	130	130	120	120
LLC (w. reserves)	141	130	152	141	140
Net CC (bps)	22	26	25	24	24
(Spo)		20	20	21	-
Capital (%)					
CET 1	13.6	14.1	14.0	13.5	13.5
Tier 1 capital	14.6	15.1	15.0	14.5	14.5
Total capital	19.4	19.9	19.8	19.3	19.3
·					
Growth (%)					
Total NII	10.1	-0.7	4.4	6.5	4.8
Total NOII	-25.1	76.1	-5.6	2.4	5.0
Netincome	4.9	7.4	2.7	5.9	4.8
OPEX	10.0	9.3	1.2	5.9	4.8
Core NP	-8.0	12.5	8.8	6.2	4.6
Gross loans	11.4	2.6	6.5	6.0	6.0
Customer deposits	5.9	-2.8	7.0	6.0	5.8
CASA	1.0	1.8	-0.5	4.4	5.8
Valuation metrics					
Core EPS (sen)	21.8	24.6	26.7	28.4	29.7
Gross DPS (sen)	13.8	16.8	15.2	15.4	15.4
Div payout (%)	60	69	60	60	60
BVPS (RM)	3.0	3.3	3.4	3.5	3.7
Core P/E (x)	12.5	11.2	10.2	9.6	9.2
Div yield (%)	5.0	6.1	5.5	5.6	5.6
P/BV (x)	0.9	0.8	0.8	0.8	0.7

Tuesday, August 27, 2024

Income Statement Balance Sheet Valuations & Sector Core NP – Core Net Profit LCR – Liquidity Coverage ratio ROE – Return on Equity PPOP – Pre-Provisioning Operating Profit L/D ratio - Loan/Deposit ratio GGM - Gordon Growth Model NII – Net Interest Income CASA - Current & Savings accounts P/BV – Price to Book Value FD – Fixed Deposits BVPS – Book Value per Share NIM – Net Interest Margin COF – Cost of Funds BNM – Bank Negara Malaysia GIL – Gross Impaired Loans NOII – Non-Interest Income NIL – Net Impaired Loans OPR – Overnight Policy Rate MTM – Mark to Market LLC – Loan Loss Coverage SRR - Statutory Reserve Requirement CIR – Cost to Income Ratio NCC – Net Credit Costs SBR – Standardised Base Rate GCC – Gross Credit Costs **OPEX – Operational Expenses** ALR – Average Lending Rate CET 1 – Common Equity Tier 1



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(Bank Pelaburan)

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MIDF AMANAH INVESTMENT BANK: GUIDE TO RECOMMENDATIONS

STOCK RECOMMENDATIONS	
BUY	Total return is expected to be >10% over the next 12 months.
TRADING BUY	Stock price is expected to <i>rise</i> by >10% within 3-months after a Trading Buy rating has been assigned due to positive newsflow.
NEUTRAL	Total return is expected to be between -10% and +10% over the next 12 months.
SELL	Total return is expected to be <-10% over the next 12 months.
TRADING SELL	Stock price is expected to <i>fall</i> by >10% within 3-months after a Trading Sell rating has been assigned due to negative newsflow.
SECTOR RECOMMENDATIONS	
POSITIVE	The sector is expected to outperform the overall market over the next 12 months.
NEUTRAL	The sector is to perform in line with the overall market over the next 12 months.
NEGATIVE	The sector is expected to underperform the overall market over the next 12 months.
ESG RECOMMENDATIONS* - source	Bursa Malaysia and FTSE Russell
***	Top 25% by ESG Ratings amongst PLCs in FBM EMAS that have been assessed by FTSE Russell
***	Top 26-50% by ESG Ratings amongst PLCs in FBM EMAS that have been assessed by FTSE Russell
**	Top 51%- 75% by ESG Ratings amongst PLCs in FBM EMAS that have been assessed by FTSE Russell
☆	Bottom 25% by ESG Ratings amongst PLCs in FBM EMAS that have been assessed by FTSE Russell

* ESG Ratings of PLCs in FBM EMAS that have been assessed by FTSE Russell in accordance with FTSE Russell ESG Ratings Methodology