



NEW ZEALAND EQUITY RESEARCH
31 AUGUST 2023

INDUSTRIALS

INDUSTRIAL MACHINERY

## MHM Automation

# Unpacking the Wyma Acquisition and MHM's Solid Organic Growth Story

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MHM Automation's (MHM) strong FY23 result showed promising early signs from the transformational acquisition of Wyma and highlighted continued momentum in its underlying business, reaffirming our positive view. FY23 revenue (NZ\$96.7m) and EBITDA (NZ\$9.9m) beat our expectations, while an EBITDA margin of 10.2% was in line. Comparisons with prior years are challenging given that Wyma (MHM's recently acquired post-harvest vegetable and fruit handling equipment company) is included in this result for just two months. However, +20% organic growth in Automation (excluding Wyma) and +28% growth in Fabrication reflects strong industry demand. Factors driving demand include (1) Labour shortages and cost escalation at customer sites, (2) a need to improve yields, and (3) worker and food safety protocols providing demand tailwinds for MHM's solutions. Although MHM did not provide quantitative FY24 guidance, the forward order book remains robust at ~NZ\$63m. We amend our depreciation and amortisation (D&A) estimates which sees large non-cash NPAT revisions. We believe MHM trades on undemanding two year forward EV/EBITDA and P/E multiples, especially relative to peers. Our blended spot valuation increases +1% to NZ\$1.38.

NZX Code	MHM	Financials: Jun/	23A	24E	25E	26E	Valuation (x)	23A	24E	25E	26E
Share price	NZ\$0.99	Rev (NZ\$m)	97.8	148.5	162.0	176.9	PE	9.5	12.3	8.2	7.7
Spot Valuation	NZ\$1.38 (from 1.36)	NPAT* (NZ\$m)	9.3	7.2	10.7	11.5	EV/EBIT	47.9	10.2	7.5	6.5
Risk rating	High	EPS* (NZc)	10.4	8.1	12.0	12.9	EV/EBITDA	10.4	7.3	5.7	5.1
ssued shares	89.0m	DPS (NZc)	0.9	1.0	1.8	2.5	Price / NTA	n/a	n/a	7.7	4.2
Market cap	NZ\$88.1m	Imputation (%)	0	0	50	100	Cash div yld (%)	1.0	1.0	1.8	2.5
Avg daily turnover	25.4k (NZ\$21k)	*Based on normalised profits					Gross div yld (%)	1.0	1.0	2.1	3.

#### What's changed?

- **Earnings:** Post the integration of Wyma Solutions and changes to our depreciation and amortisation estimates, NPAT falls by -33%, -21%, -15% respectively over FY24, FY25 and FY26. Our EBITDA estimates are essentially unchanged over these years.
- **Spot valuation:** Our blended spot valuation rises +NZ2 cps to NZ\$1.38.

## Acquisition of Wyma delivers immediately in FY23

MHM's FY23 result included roughly two months of contribution from Wyma (for the up to NZ\$60m acquisition), the fruit and vegetable handling company it acquired in May 2023. While initial results from the acquisition have exceeded our expectations, with Wyma contributing revenue of ~NZ\$14m compared to our NZ\$9.1m forecast, we are cautious extrapolating these results given the lumpiness of contracts and lack of granularity in only two months of results. Post the acquisition net bank debt was NZ\$10.5m at the end of FY23, with the discounted contingent earnout liability was NZ\$10.3m. Given the timing of the Wyma acquisition, accounts have yet to be audited. As such, finalised accounts will be released in mid-September 2023 with the annual report.

#### Strategy continues to pay off

Factors such as labour shortages, increased sustainability demands, stringent health and safety standards, and the need for higher yields continue to drive demand for the automated solutions that MHM provides its customers. Management's strategy to pivot the business towards these structural demand tailwinds in the food processing and packaging sectors continues to deliver value for MHM. Further, ongoing diversification of the business across geographies and industries should help insulate the business from localised economic weakness.

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## MHM Automation Limited (MHM)

Market Data (NZ\$)						Spot valuation (NZ\$)					1.38
Priced as at 30 Aug 2023					0.99	Peers comparable					1.35
52 week high / low				1	.00/0.62	DCF					1.41
Market capitalisation (NZ\$m)					88.1	n/a					n/a
Key WACC assumptions						DCF valuation summary (NZ\$m)					
Risk free rate					4.50%	Total firm value					180
Equity beta					1.35	(Net debt)/cash					(30)
WACC					10.1%	Less: Capitalised operating leases					(25)
Terminal growth					1.5%	Value of equity					125
Profit and Loss Account (NZ\$m)	2022A	2023A	2024E	2025E	2026E	Valuation Ratios	2022A	2023A	2024E	2025E	2026E
Sales revenue	67.7	97.8	148.5	162.0	176.9	EV/Sales (x)	1.2	1.1	0.8	0.7	0.7
Normalised EBITDA	4.8	9.9	17.2	21.0	23.6	EV/EBITDA (x)	16.6	10.4	7.3	5.7	5.1
Depreciation and amortisation	(1.7)	(2.4)	(5.0)	(5.0)	(5.0)	EV/EBIT (x)	35.0	47.9	10.2	7.5	6.5
Normalised EBIT	2.3	2.2	12.2	16.0	18.6	PE (x)	25.0	9.5	12.3	8.2	7.7
Net interest	(0.1)	(0.8)	(3.9)	(3.3)	(2.7)	Price/NTA (x)	10.6	n/a	65.0	7.7	4.2
Associate income	0	0	0	0	0	Free cash flow yield (%)	6.9	4.8	7.5	6.4	10.0
Tax	(0.4)	2.6	(1.2)	(2.0)	(4.5)	Adj. free cash flow yield (%)	6.9	4.8	7.5	6.4	10.0
Minority interests	0	0	0	0	0	Gross dividend yield (%)	1.5	1.0	1.0	2.1	3.5
Normalised NPAT	2.6	9.3	7.2	10.7	11.5	Net dividend yield (%)	1.5	1.0	1.0	1.8	2.5
Abnormals/other	(0.8)	(5.3)	0	0	0	, , ,					
Reported NPAT	1.8	4.0	7.2	10.7	11.5	Capital Structure	2022A	2023A	2024E	2025E	2026E
Normalised EPS (cps)	4.0	10.4	8.1	12.0	12.9	Interest cover EBIT (x)	28.6	2.7	3.1	4.9	6.9
DPS (cps)	1.5	0.9	1.0	1.8	2.5	Interest cover EBITDA (x)	60.3	12.6	4.4	6.4	8.8
						Net debt/ND+E (%)	3.639.7	37.7	25.8	17.7	8.3
Growth Rates	2022A	2023A	2024E	2025E	2026E	Net debt/EBITDA (x)	0,007.7 n/a	2.2	0.9	0.5	0.2
Revenue (%)	31.7	44.5	51.8	9.1	9.2	Net debt/EBITDA (X)	11/4	2.2	0.7	0.5	0.2
EBITDA (%)	20.8	>100	74.5	22.1	12.4	Key Ratios	2022A	2023A	2024E	2025E	2026E
EBIT (%)	-14.4	-4.9	>100	31.0	16.0	-					
Normalised NPAT (%)	6.8	>100	-22.4	49.2	6.9	Return on assets (%)	5.2	1.7	9.6	12.1	13.8
Normalised RPS (%)	6.1	>100	-22.4	49.2	6.9	Return on equity (%)	22.4	26.1	16.8	21.1	19.6
	n/a	-37.2	6.2	75.0	42.9	Return on funds employed (%)	0.0	0.0	0.0	0.0	0.0
Ordinary DPS (%)	11/4	-37.2	0.2	73.0	42.7	EBITDA margin (%)	7.0	10.1	11.6	13.0	13.4
Cash Flow (NZ\$m)	2022A	2023A	2024E	2025E	2026E	EBIT margin (%)	3.3	2.2	8.2	9.9	10.5
						Capex to sales (%)	3.0	1.4	2.1	2.1	2.1
EBITDA	4.8	9.9	17.2	21.0	23.6	Capex to depreciation (%)	-176	-76	-107	-115	-123
Working capital change	(2.0)	(12.0)	(0.5)	(4.7)	(2.1)	Imputation (%)	0	0	0	50	100
Interest & tax paid	(0.2)	(1.2)	(5.1)	(5.3)	(7.1)	Pay-out ratio (%)	38	9	12	15	19
Other	6.3	10.0	0	0	0						
Operating cash flow	8.9	6.5	11.7	11.0	14.4	Segment Performance	2022A	2023A	2024E	2025E	2026E
Capital expenditure	(2.0)	(1.4)	(3.2)	(3.4)	(3.7)	Automation	47.1	70.6	121.0	133.7	148.1
(Acquisitions)/divestments	0	(11.7)	0	0	0	revenue growth (%)	21%	50%	71%	10%	11%
Other	(0.8)	(0.9)	(1.9)	(1.9)	(2.0)	% of total revenue	70%	73%	82%	83%	84%
Funding available/(required)	6.1	(7.3)	6.6	5.6	8.8	EBITDA	3.2	9.4	16.7	20.4	23.0
Dividends paid	(1.0)	(1.1)	0	(1.8)	(3.1)	EBITDA growth (%)	-17%	196%	78%	22%	12%
Equity raised/(returned)	0	0	0	0	0	% of total EBITDA	67%	95%	97%	90%	91%
(Increase)/decrease in net debt	5.1	(8.4)	6.6	3.9	5.7	EBITDA margin	7%	13%	13%	14%	14%
Balance Sheet (NZ\$m)	2022A	2023A	2024E	2025E	2026E	Fabrication	20.4	26.2	27.2	28.0	28.6
Working capital	5.3	17.3	17.8	22.5	24.6	revenue growth (%)	71%	28%	4%	3%	2%
Fixed assets	9.0	15.4	17.5	19.6	21.9	% of total revenue	30%	27%	18%	17%	16%
Intangibles	5.5	43.1	41.3	39.5	37.7	EBITDA	1.6	2.0	2.1	2.2	2.3
Right of use asset	1.3	20.8	19.2	17.7	16.4	EBITDA growth (%)	1462%	25%	7%	6%	5%
Other assets	2.5	10.6	11.0	11.3	11.5	% of total EBITDA	33%	20%	12%	10%	9%
Total funds employed	23.6	107.3	106.9	110.8	112.2	EBITDA margin	8%	8%	8%	8%	8%
Net debt/(cash)	(12.0)	21.5	14.8	10.9	5.3						270
Lease liability	0.6	19.5	18.0	16.6	15.4						
Other liabilities	23.3	30.9	31.4	32.3	33.0						
Shareholder's funds	11.7	35.5	42.7	50.9	58.5						
Minority interests	0	0	0	0	0						
Total funding sources	23.6	107.3	106.9	110.8	112.2						
* Forsyth Barr target prices reflect val											

<sup>\*</sup> Forsyth Barr target prices reflect valuation rolled forward at cost of equity less the next 12-months dividend\*\* Information on Forsyth Barr's Carbon and ESG (CESG) ratings can be found at www.forsythbarr.co.nz/corporate-news-events/cesg-report

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## FY23 result summary

The major positives from MHM's FY23 result were (1) strong organic growth in Automation and Fabrication, (2) a positive maiden contribution from Wyma, and (3) robust improvement in group EBITDA margin. We estimate Automation (excluding Wyma) revenue grew by +20% to ~NZ\$56.5m in FY23 and Fabrication grew its top line by +28% to NZ\$26.2m. This implies a ~NZ\$14.0m revenue contribution from Wyma in its first two months under MHM's ownership. While impressive, these two months are likely boosted by one-off contracts and a seasonal unwinding of inventory in the spare parts and services area of the business. These factors likely contributed to the +8% beat at the revenue line versus guidance provided by management in July. As such, we consider the beat a positive, but it does not materially change our expectations for FY24. Group EBITDA margin improved by +3.2% to 10.2% in FY23, aided by the strong performance of the Automation division where EBITDA margins expanded from 9.0% to 13.3%.

Group NPBT fell by -37% in the period. This was due to a -NZ\$4.5m impairment of *S-Clave* — MHM's non-revenue generating medical sterilisation technology system for surgical devices and instruments. However, this was partially offset by the write back of deferred tax assets of NZ\$2.6m. The net effect saw NPAT rise +123% to NZ\$4.0m.

No 2H23 dividend has been announced. The 1H23 dividend (12 April 2023) was NZ0.9cps, representing ~16% of NPAT for the year. With limited imputation credits available, reducing debt a priority and a policy of "paying up to 20% of NPAT", we consider the decision not to pay a final dividend appropriate. We expect an unimputed NZ1cps final dividend to be paid during FY24 (no interim).

Figure 1. Results summary (NZ\$m)

	FY22 Actual	FY23 Actual	Change
Operating revenue	67.6	96.7	+43%
Other operating income	0.1	1.1	n/a
Changes in inventories of finished goods and work in progress	0.6	(0.9)	n/a
Raw materials and consumables used	(40.8)	(55.3)	+35%
Salaries and wages	(16.7)	(23.0)	+37%
Other expenses	(5.9)	(7.3)	+23%
EBITDA	4.8	9.9	+107%
Depreciation	(1.2)	(1.8)	+57%
Amortisation	(0.5)	(0.6)	+22%
inance costs	(0.1)	(0.8)	n/a
Total one offs and adjustments	(0.8)	(5.3)	n/a
Net Profit Before Tax	2.2	1.4	-37%
Taxation (expense)	(0.4)	2.6	n/a
Net Profit / (Loss) after Tax (from continuing ops)	1.8	4.0	+123%
Other comprehensive income	0.0	(0.1)	n/a
Comprehensive Profit (Loss)	1.8	3.9	+115%

Source: Company, Forsyth Barr analysis

Figure 2. MHM - Revenue by segment

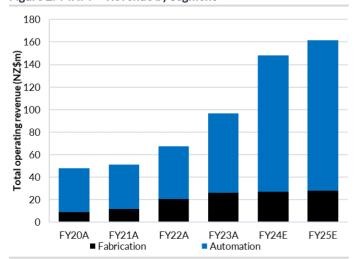
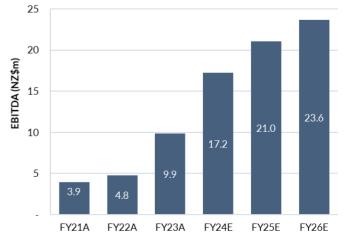


Figure 3. MHM — EBITDA



Source: Company, Forsyth Barr analysis Source: Company, Forsyth Barr analysis

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## **Earnings revisions**

Following MHM's FY23 result, we make minor adjustments to our near-term group revenue and EBITDA forecasts. Although our operating assumptions are little changed, we make a series of changes to our depreciation, amortisation and lease payment schedules reflecting the integration of Wyma onto MHM's balance sheet. In aggregate, these changes lead to NPAT decreases of -33%, -21% and -15% in FY24, FY25 and FY26 respectively.

Figure 4. Earnings revisions

	FY24E				FY25E		FY26E			
	Old	New	Change	Old	New	Change	Old	New	Change	
Operating revenue	145.6	148.2	+2%	160.0	161.7	+1%	176.0	176.6	+0%	
Other operating income	0.2	0.3	+64%	0.2	0.3	+64%	0.2	0.3	+64%	
Raw materials and consumables used	(88.0)	(89.5)	+2%	(96.7)	(97.7)	+1%	(106.3)	(106.7)	+0%	
Salaries and wages	(27.8)	(30.3)	+9%	(29.5)	(32.0)	+9%	(31.3)	(33.8)	+8%	
Other expenses	(13.0)	(11.4)	-12%	(13.0)	(11.2)	-13%	(14.9)	(12.7)	-15%	
EBITDA	17.0	17.2	+1%	21.0	21.0	+%	23.6	23.6	+0%	
Depreciation	(1.9)	(3.0)	n/a	(2.5)	(3.0)	n/a	(3.0)	(3.0)	n/a	
Amortisation	(0.6)	(2.0)	n/a	(0.6)	(2.0)	n/a	(0.6)	(2.0)	n/a	
Finance costs	(2.0)	(3.9)	n/a	(1.7)	(3.3)	n/a	(1.3)	(2.7)	n/a	
Net Profit Before Tax	12.5	8.4	-33%	16.2	12.8	-21%	18.6	15.9	-15%	
Taxation (expense)	(1.8)	(1.2)	-33%	(2.6)	(2.0)	-21%	(5.2)	(4.5)	-15%	
Net Profit / (Loss) after Tax (from continuing ops)	10.8	7.2	-33%	13.6	10.7	-21%	13.4	11.5	-15%	

Source: Company, Forsyth Barr analysis

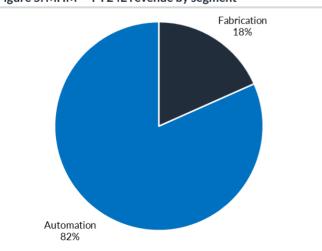
#### **Fabrication**

Given the stronger-than-expected performance of the Fabrication division during FY23, with sales growth of +28%, our FY24 revenue and EBITDA forecasts now have a higher base. We forecast +4% growth in Fabrication revenues for FY24 with a strong contribution from spare parts and services. However, given management's focus on automation technology for the export food industry and likely some fabrication workshop capacity constraints, we still forecast only moderate Fabrication growth in subsequent years. While the NZ dairy sector has weakened, we estimate that MHM's exposure to NZ dairy is less than 5% of revenues and consider these revenues low-risk.

#### **Automation**

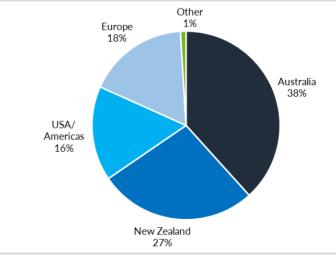
We make minor adjustments to our Automation forecasts with little in the FY23 result to materially change our already positive view.

Figure 5. MHM - FY24E revenue by segment



Source: Company, Forsyth Barr analysis

Figure 6. MHM — FY24E revenue by geography



Source: Company, Forsyth Barr analysis

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Figure 7. Price performance

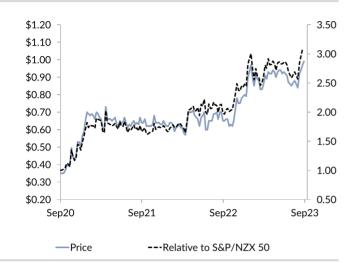


Figure 8. Substantial shareholders

Shareholder	Latest Holding
Jajar Investments	22.9%
H Rolleston Interests	20.6%

Source: NZX, Forsyth Barr analysis, NOTE: based on SPH notices only

Source: Forsyth Barr analysis

Figure 9. International valuation comparisons

Company	Code Price		Mkt Cap	Р	Έ	EV/EBITDA		EV/EBIT		Cash Yld
(metrics re-weighted to reflect MHN	ባ's balance date - Ju	ne)	(m)	2024E	2025E	2024E	2025E	2024E 2025E		2025E
MHM Automation	MHM NZ	NZ\$0.99	NZ\$88	12.3x	8.2x	7.3x	5.7x	10.2x	7.5x	1.8%
Scott Technology *	SCT NZ	NZ\$3.35	NZ\$272	18.9x	14.5x	9.5x	7.8x	13.5x	10.6x	3.5%
John Bean Technologies Corp	JBT US	US\$108.91	US\$3,467	24.9x	20.4x	14.8x	12.9x	21.7x	17.6x	0.4%
Marel Hf	MAREL	€3.27	€2,521	n/a	15.5x	12.4x	10.1x	20.1x	14.5x	2.0%
	NA									
Abb-Reg	ABBN SW	US\$32.91	US\$61,937	16.1x	15.3x	11.0x	10.4x	12.9x	12.2x	3.2%
Emerson Electric Co	EMR US	US\$97.64	US\$55,801	21.1x	19.4x	13.0x	12.1x	16.1x	14.9x	2.2%
Honeywell International Inc	HON US	US\$186.30	US\$123,696	19.4x	17.7x	14.0x	13.1x	15.8x	14.8x	2.4%
Omron Corp	6645 JP	¥6782.00	¥1,398,753	20.2x	18.1x	11.7x	10.5x	15.1x	13.4x	1.6%
Fanuc Corp	6954 JP	¥4083.00	¥4,095,551	27.9x	22.7x	17.3x	14.2x	23.5x	18.5x	2.7%
Rockwell Automation Inc	ROK US	US\$303.31	US\$34,838	23.4x	21.5x	18.1x	17.0x	19.8x	18.1x	1.8%
Schneider Electric Se	SU FP	€156.52	€89,660	19.1x	17.7x	13.6x	12.8x	15.8x	14.9x	2.7%
Gea Group Ag	G1A GR	€35.82	€6,465	14.5x	13.8x	7.9x	7.6x	10.6x	10.0x	3.1%
			Compco Average:	20.6x	17.9x	13.0x	11.7x	16.8x	14.5x	2.3%
EV = Mkt cap+net debt+lease liabilit	ies+min interests-in	vestments	MHM Relative:	-40%	-54%	-44%	-51%	-39%	-48%	-24%

Source: \*Forsyth Barr analysis, Bloomberg Consensus, Compco metrics re-weighted to reflect headline (MHM) companies fiscal year end to reflect headline (MHM) companies fisc

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