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Auswide Bank (ABA)

There are no tricks in plain and simple faith

Recommendation

Buy (unchanged)

Price

\$5.71

Target (12 months)

\$6.20 (previously \$5.80)

GICS Sector

Banks

Expected Return

Capital growth	8.6%
Dividend yield	6.3%
Total expected return	14.9%

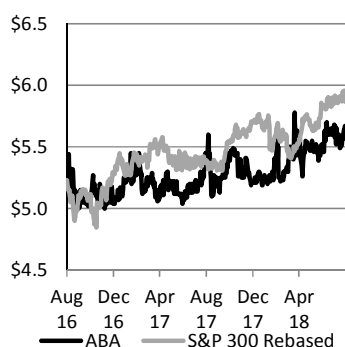
Company Data & Ratios

Enterprise value	n/m
Market cap	\$241m
Issued capital	42m
Free float	100%
Avg. daily val. (52wk)	\$93,866
12 month price range	\$5.07 - \$5.89

Price Performance

	(1m)	(3m)	(12m)
Price (A\$)	5.65	5.49	5.30
Absolute (%)	-1.42	1.46	5.09
Rel market (%)	-0.79	-1.06	-3.71

Absolute Price



SOURCE: IRESS

2018: Underlying NPAT \$17m, final dividend 18cps

ABA's 2018 result components are as follows: (1) statutory NPAT \$18m (BP \$18m), +18% pcp; (2) statutory EPS 43cps (BP 43cps), +15% pcp; (3) underlying NPAT \$17m (BP \$17m), +9% pcp; (4) underlying EPS 41cps (BP 42cps), +6% pcp; (5) fully franked final dividend 18cps (BP 18cps), +1cps pcp; (6) underlying ROE 7.5% (BP 7.6%), +30bp pcp; (7) NIM 1.93% (BP 1.96%), +3bp pcp; (8) underlying CIR 63% (BP 63%), +2% pcp; (9) BDD charge \$1.3m/5bp GLA (BP \$1.5m/5bp GLA); and (10) CET1 ratio ~12.7% (BP ~12.3%), +60bp pcp.

We consider this another good and clean result from ABA with most indicators being broadly in line with expectations. Underlying NPAT increased by 9% pcp to \$17m, supported by good lending volumes, higher NIM, further cost efficiencies and stable asset quality. Given a strong capital position largely from organic capital generation and other initiatives (already ahead of APRA "unquestionably strong" requirement of at least 8.5%, that would fund 15% additional loan growth), ABA has increased the final dividend by 1cps to 18cps (~82% payout ratio, DRP suspended). The difference between underlying NPAT and statutory NPAT relates to the sale of the MoneyPlace investment (total \$0.8m).

Price target increased to \$6.20, Buy rating maintained

Our outer year cash NPAT forecasts are increased by 1-2% mainly due to lower operating expenses and loan impairment charges. Inclusive of DCF rollover for another six months, the price target is increased by ~7% to \$6.20 (previously \$5.80). ABA's Buy rating is maintained based on further cost efficiencies (targeting 60% CIR over three years), capital strength, healthy lending pipeline (targeting above system growth in home, consumer and business lending, and cherry-picking the major players).

Earnings Forecast

Year end 30 June	2018	2019e	2020e	2021e
NPAT (statutory) (A\$m)	17.9	18.9	20.2	22.0
NPAT (underlying) (A\$m)	17.1	18.9	20.2	22.0
EPS (underlying) (A¢)	41	45	48	52
EPS (underlying) growth (%)	6%	9%	7%	8%
PER (x)	13.9	12.8	11.9	11.0
P/Book (x)	1.0	1.0	1.0	1.0
P/NTA (x)	1.3	1.2	1.2	1.2
Dividend (A¢)	34	36	38	41
Yield (%)	5.9%	6.3%	6.7%	7.1%
ROE (%)	7.5%	8.0%	8.4%	8.9%
NIM (%)	1.93%	1.91%	1.90%	1.90%
Franking (%)	100.0%	100.0%	100.0%	100.0%

SOURCE: BELL POTTER SECURITIES ESTIMATES

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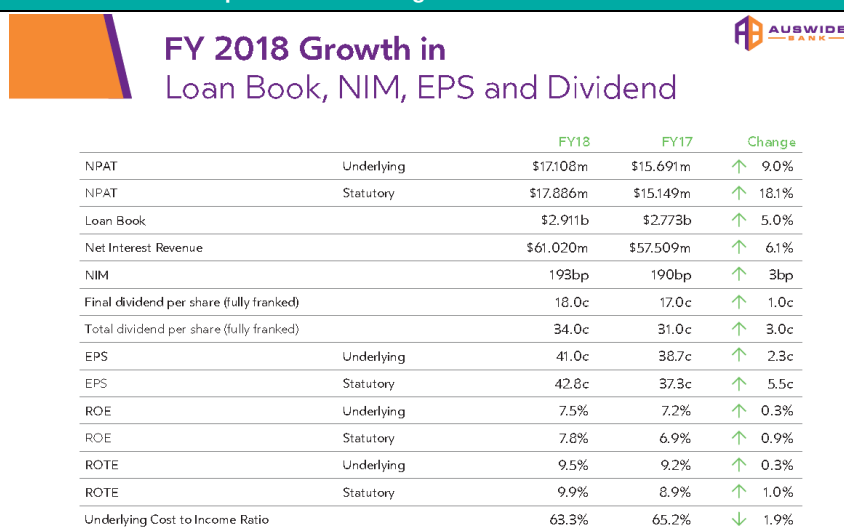
2018: Underlying NPAT \$17m, final dividend 18cps

ABA's 2018 result components are as follows:

1. Statutory NPAT \$18m (BP \$18m), +18% pcp;
2. Statutory EPS 43cps (BP 43cps), +15% pcp;
3. Underlying NPAT \$17m (BP \$17m), +9% pcp;
4. Underlying EPS 41cps (BP 42cps), +6% pcp;
5. Fully franked final dividend 18cps (BP 18cps), +1cps pcp;
6. Underlying ROE 7.5% (BP 7.6%), +30bp pcp;
7. NIM 1.93% (BP 1.96%), +3bp pcp;
8. Underlying CIR 63% (BP 63%), +2% pcp;
9. BDD charge \$1.3m/5bp GLA (BP \$1.5m/5bp GLA); and
10. CET1 ratio ~12.7% (BP ~12.3%), +60bp pcp.

We consider this another good and clean result from ABA with most indicators being broadly in line with expectations. Underlying NPAT increased by 9% pcp to \$17m, supported by good lending volumes, higher NIM, further cost efficiencies and stable asset quality. Given a strong capital position largely from organic capital generation and other initiatives (already ahead of APRA "unquestionably strong" requirement of at least 8.5%, that would fund 15% additional loan growth), ABA has increased the final dividend by 1cps to 18cps (~82% payout ratio, DRP suspended). The difference between underlying NPAT and statutory NPAT relates to the sale of the MoneyPlace investment (total \$0.8m).

Figure 1 – Good result despite sector challenges



		FY18	FY17	Change
NPAT	Underlying	\$17.108m	\$15.691m	↑ 9.0%
NPAT	Statutory	\$17.886m	\$15.149m	↑ 18.1%
Loan Book		\$2.911b	\$2.773b	↑ 5.0%
Net Interest Revenue		\$61.020m	\$57.509m	↑ 6.1%
NIM		193bp	190bp	↑ 3bp
Final dividend per share (fully franked)		18.0c	17.0c	↑ 1.0c
Total dividend per share (fully franked)		34.0c	31.0c	↑ 3.0c
EPS	Underlying	41.0c	38.7c	↑ 2.3c
EPS	Statutory	42.8c	37.3c	↑ 5.5c
ROE	Underlying	7.5%	7.2%	↑ 0.3%
ROE	Statutory	7.8%	6.9%	↑ 0.9%
ROTE	Underlying	9.5%	9.2%	↑ 0.3%
ROTE	Statutory	9.9%	8.9%	↑ 1.0%
Underlying Cost to Income Ratio		63.3%	65.2%	↓ 1.9%

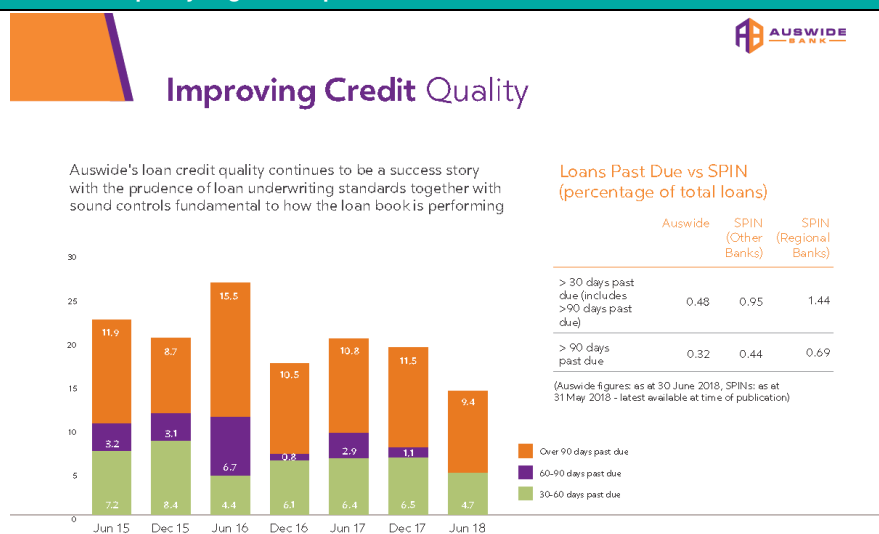
ABA's top line increased by ~5% pcp to \$70m, with NIE up by 6% pcp to \$61m and supported by strong volume growth (home loans +4% pcp to \$2,747m from higher approvals and settlements, business loans +11% pcp to \$120m and consumer loans +52% pcp although from a low base to \$44m) and 3bp pcp higher NIM to 1.93% (spread +3bp pcp to 1.79%).

The slight improvement in NIM and spreads was due to home loan repricing in response to higher wholesale funding costs (interbank funding +5bp pcp, FRN +2bp pcp) and lower customer deposit costs (-12bp pcp). ABA expects NIM to be stable across the financial year we take this to mean further reliance repricing home loans and optimising the funding mix.

Other income from banking activities was ~2% pcp lower at ~\$9m. The decline was not as severe as experienced in the sector and perhaps this was due to a stickier customer base (i.e. fewer customers switching to lower fee products and immaterial impact of changes to card interchange and ATM fees we suspect).

Operating expenses increased by ~1% to \$45m with higher staff and D&A expenses more than offsetting lower outgoing fees and commissions and flat G&A expenses. As a result, "Jaws" was positive 4% in 2018. Finally, the BDD charge of \$1.3m remains low relative to the sector at 5bp of GLA.

Figure 2 – Asset quality in good shape



FULL YEAR RESULTS – 2017/18
SOURCE: COMPANY DATA

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Price target increased to \$6.20, Buy rating maintained

Our outer year cash NPAT forecasts are increased by 2% mainly due to lower operating expenses and loan impairment charges. Inclusive of DCF rollover for another six months, the price target is increased by ~7% to \$6.20 (previously \$5.80). ABA's Buy rating is maintained based on further cost efficiencies (targeting 60% CIR over three years), capital strength, healthy lending pipeline (targeting above system growth in home, consumer and business lending, and cherry-picking the major players).

Table 1 – Estimate changes

(A\$m)	2019e			2020e			2021e		
	Old	New	Change	Old	New	Change	Old	New	Change
NPAT (statutory)	18.9	18.9	0%	20.2	20.2	0%	21.6	22.0	2%
NPAT (underlying)	18.9	18.9	0%	20.2	20.2	0%	21.6	22.0	2%
EPS (underlying) (cps)	45	45	0%	48	48	0%	51	52	2%
EPS growth (%)	7.8%	9.4%	2%	7.1%	7.4%	0%	7.0%	8.4%	1%
DPS (cps)	36	36	0%	38	38	0%	41	41	0%
ROE (%)	8.1%	8.0%	0%	8.5%	8.4%	0%	8.9%	8.9%	0%

SOURCE: COMPANY DATA AND BELL POTTER SECURITIES ESTIMATES

Table 2 – Outlook



Positive Outlook and Market Opportunities



Growth in all sectors

- Targeting residential mortgage growth in excess of system
- Consumer loan book to continue strong growth with book to reach \$60-\$70m by 30 June 2019 with a blended gross interest rate of 8-9%
- Business banking pipeline is improving and above system growth to continue



Strong capital position supports growth

- Net Interest Margin targeted to remain stable across the financial year, challenged by volatility in BBSWs and competitive home loan market
- Exceptionally strong capital position provides significant growth capability over the next 12 months without the need for additional capital



Customer growth opportunities

- From bigger bank reputational challenges over the period ahead



Improving cost to income ratio

- Targeting 60% cost to income ratio over a 3 year horizon

FULL YEAR RESULTS – 2017/18

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SOURCE: COMPANY DATA AND BELL POTTER SECURITIES ESTIMATES

Auswide Bank

Company description

ABA, formerly Wide Bay Australia Ltd, is Australia's 10th and QLD's 3rd listed bank. The QLD-based bank has a national omni-channel reach through its QLD branches, a national ATM and Bank@Post distribution network, and online and digital channels via strategic relationships such as mortgage brokers. The bank provides an extensive range of personal and business banking products and services issued directly or in partnership with leading national service providers.

Board/Management

(1) Professor John Humphrey (Chairman) – Former Senior Partner, Mallesons Stephen Jacques; (2) Martin Barrett (Managing Director); (3) Bill Schafer (Chief Financial Officer); (4) Craig Lonergan (Chief Risk Officer); (5) Steve Caville (Chief Information Officer).

Investment strategy

This is largely based on ABA as a challenger regional bank in Central QLD.

Valuation

The price target reflects a blended valuation comprising the company's DCF value (\$7.50 incorporating 10.0% cost of equity, 3% terminal growth rate and 10.0% target Tier 1 requirement, 40% weighting), dividend yield valuation (\$5.10 based on 6.8% required yield, 30% weighting) and PB valuation (\$5.80 based on long term ROE of ~10%, 30% weighting).

SWOT analysis

Strengths

Experienced management; strong service culture and brand; deep understanding of the customer base and the nuts and bolts of regional/community banking; irreplaceable branch network; IT capabilities; and presence in fast growing banking catchment areas.

Weaknesses

Sub-scale and heavily reliant on regional lending pickup; and lack of revenue and regional diversification.

Opportunities

SME/business banking initiatives; credit growth based on QLD rebuilding opportunities; efficiency gains through streamlining systems and processes; and M&A opportunities – e.g. tie up with other sub-scale building societies and credit unions.

Threats

Macroeconomic factors (such as slowing credit growth) and increased competition specifically from SUN, BEN, BOQ and any of the majors on the domestic front (e.g. in retail and wholesale banking and wealth management).

Table 3 – Financial summary

Auswide Bank						Share Price (A\$)					5.71
As at						Market Cap (A\$m)					241
As at						24-Aug-18					
PROFIT AND LOSS						VALUATION DATA					
Y/e June 30 (\$m)	2017	2018	2019e	2020e	2021e	Y/e June 30	2017	2018	2019e	2020e	2021e
Net interest income	57.5	61.0	62.2	64.9	68.0	NPAT (normalised) (\$m)	15.7	17.1	18.9	20.2	22.0
Fees and commissions	9.1	8.9	9.3	9.7	10.2	EPS (statutory basis) (cps)	37	43	45	48	52
Total banking income	66.6	69.9	71.5	74.6	78.1	- Growth	20%	15%	5%	7%	8%
Premium revenue (MRM)	0.0	0.0	0.0	0.0	0.0	EPS (underlying basis) (cps)	39	41	45	48	52
Share of profit of FTSP	0.0	0.0	0.0	0.0	0.0	- Growth	3%	6%	9%	7%	8%
Other revenue	0.7	0.5	0.0	0.0	0.0	P / E ratio (times)	14.8	13.9	12.8	11.9	11.0
Sign up payment	0.0	0.0	0.0	0.0	0.0	P / Book ratio (times)	1.1	1.0	1.0	1.0	1.0
Total operating income	67.3	70.4	71.5	74.6	78.1	P / NTA ratio (times)	1.4	1.3	1.2	1.2	1.2
Fees and commissions	-9.6	-8.8	-8.3	-8.7	-9.1	Net DPS (cps)	31	34	36	38	41
SAW	-18.9	-19.4	-19.4	-19.6	-19.8	Yield	5.4%	5.9%	6.3%	6.7%	7.1%
Depreciation expense	-1.9	-2.0	-2.0	-2.0	-2.0	Franking	100%	100%	100%	100%	100%
Amortisation expense (assume acquisition costs of \$2,038,922)	-0.7	-0.7	-1.4	-1.4	-1.4	Payout (cash basis)	80%	82%	80%	80%	78%
G&A expenses	-13.3	-13.7	-13.7	-13.8	-14.0	CAPITAL ADEQUACY					
Underwriting expenses	0.0	0.0	0.0	0.0	0.0	Y/e June 30	2017	2018	2019e	2020e	2021e
Impairment expenses/one-offs	0.0	0.0	0.0	0.0	0.0	Risk weighted assets (\$m)	1,289.9	1,375.4	1,417.4	1,485.3	1,556.6
Bad and doubtful debts expense	-1.0	-1.3	-1.5	-1.9	-2.3	Average risk weight	41%	43%	42%	42%	42%
Net profit before income tax	21.9	24.4	25.2	27.2	29.6	Tier 1 ratio	12.1%	12.7%	12.6%	12.3%	12.0%
Corporate tax expense	-6.7	-7.4	-7.6	-8.2	-8.9	CET1 capital ratio	12.1%	12.7%	12.6%	12.3%	12.0%
Other	-0.1	0.8	1.2	1.2	1.2	Total capital ratio	14.4%	14.9%	14.7%	14.3%	13.9%
NPAT (statutory basis)	15.1	17.9	18.9	20.2	22.0	Equity ratio	6.8%	7.1%	6.9%	6.7%	6.5%
Adjustments						PROFITABILITY RATIOS					
- Sign up payment	0.0	0.0	0.0	0.0	0.0	Y/e June 30	2017	2018	2019e	2020e	2021e
- Impairment expenses/one-offs	0.0	0.0	0.0	0.0	0.0	Return on assets (underlying)	0.5%	0.5%	0.5%	0.6%	0.6%
- One-offs	0.5	-0.8	0.0	0.0	0.0	Return on equity (underlying)	7.2%	7.5%	8.0%	8.4%	8.9%
NPAT (underlying basis)	15.7	17.1	18.9	20.2	22.0	Leverage ratio	4.8%	5.3%	5.2%	5.0%	4.9%
CASHFLOW						Net interest margin	1.90%	1.93%	1.91%	1.90%	1.90%
Y/e June 30 (\$m)	2017	2018	2019e	2020e	2021e	Cost / income ratio	66%	63%	63%	61%	59%
NPAT (statutory basis)	15.1	17.9	18.9	20.2	22.0	Cost / average assets	1.39%	1.35%	1.29%	1.25%	1.22%
Increase in loans	-106.8	-132.3	-130.8	-136.7	-142.8	Growth in operating income	7%	5%	2%	4%	5%
Increase in other assets	-51.2	30.7	-22.4	-24.3	-26.2	Growth in operating expenses	-4%	1%	0%	2%	2%
Capital expenditure	0.9	-1.0	-0.5	-0.5	-0.5	Jaws	11%	4%	1%	3%	3%
Investing cashflow	-157.1	-102.6	-153.7	-161.4	-169.5	Effective tax rate	31%	30%	30%	30%	30%
Increase in deposits & borrowings	120.7	142.2	122.3	128.5	134.9	ASSET QUALITY					
Increase in other liabilities	89.4	-95.0	27.2	28.3	29.3	Y/e June 30	2017	2018	2019e	2020e	2021e
Ordinary equity raised	0.0	0.0	0.0	0.0	0.0	Impairment expense / GLA	0.04%	0.05%	0.05%	0.06%	0.07%
Other	-15.9	3.7	-14.6	-15.6	-16.6	Impairment expense / RWA	0.08%	0.10%	0.11%	0.13%	0.15%
Financing cashflow	194.2	51.0	134.9	141.2	147.6	Total provisions + GRCL (\$m)	6.7	7.7	7.9	8.3	8.6
Net change in cash	52.3	-33.7	0.0	0.0	0.0	Total provisions + GRCL / RWA	0.52%	0.56%	0.56%	0.56%	0.56%
Cash at end of period	120.1	86.4	86.4	86.4	86.4	Total provisions + GRCL / loans	0.24%	0.26%	0.26%	0.26%	0.26%
BALANCE SHEET						Indiv ass prov / gross imp assets	62%	31%	31%	31%	31%
Y/e June 30 (\$m)	2017	2018	2019e	2020e	2021e	IBL / IEA	99%	97%	97%	97%	97%
Cash and liquid assets	120.1	86.4	86.4	86.4	86.4	INTERIMS					
Divisional gross loans	2,777.5	2,910.8	3,041.8	3,178.7	3,321.8	2H16	1H17	2H17	1H18	2H18	
Provisions	-4.3	-5.3	-5.5	-5.7	-5.9	Net interest income	27.4	28.3	29.2	30.7	30.3
Other gross loans / inter div.	0.0	0.0	0.0	0.0	0.0	Fees and commissions	4.2	4.6	4.4	4.4	4.5
Other IEA	310.4	275.0	297.4	321.7	347.9	Total banking income	31.5	32.9	33.7	35.1	34.8
Intangibles	56.9	48.3	48.3	48.3	48.3	Premium revenue (MRM)	0.0	0.0	0.0	0.0	0.0
PP&E	14.6	15.6	16.0	16.5	17.0	Share of profit of FTSP	0.0	0.0	0.0	0.0	0.0
Insurance assets	0.0	0.0	0.0	0.0	0.0	Other revenue	0.0	0.0	0.7	0.0	0.5
Other assets	14.7	19.5	19.5	19.5	19.5	Sign up payment	0.0	0.0	0.0	0.0	0.0
Total assets	3,290.0	3,350.3	3,504.0	3,665.4	3,835.0	Total operating income	31.5	32.9	34.4	35.1	35.3
Divisional deposits	2,304.6	2,446.8	2,569.2	2,697.6	2,832.5	Fees and commissions	-6.2	-3.1	-6.5	-6.7	-2.2
Other borrowings	736.0	635.2	662.3	690.6	720.0	SAW	-10.5	-8.5	-10.4	-8.5	-10.9
Other liabilities	25.6	31.5	31.5	31.5	31.5	Depreciation expense	-0.8	-0.9	-1.0	-0.9	-1.1
Total liabilities	3,066.3	3,113.5	3,263.0	3,419.8	3,584.0	Amortisation expense (assume acquisition costs of \$2,038,922)	-0.4	0.0	-0.7	0.0	-0.7
Ordinary share capital	184.8	191.6	191.6	191.6	191.6	G&A expenses	-4.8	-9.4	-3.9	-6.2	-7.5
Other equity instruments	0.0	0.0	0.0	0.0	0.0	Underwriting expenses	0.0	0.0	0.0	0.0	0.0
Reserves	11.6	12.8	12.8	12.8	12.8	Impairment expenses/one-offs	0.0	0.0	0.0	-0.7	0.7
GRCL	2.4	2.4	2.5	2.6	2.7	Bad and doubtful debts expense	-0.3	-0.4	-0.6	-0.7	-0.6
Retained profits	23.7	29.9	34.0	38.6	43.8	Net profit before income tax	8.5	10.6	11.3	11.4	13.0
Minority interests	1.3	0.0	0.0	0.0	0.0	Corporate tax expense	-3.2	-3.3	-3.4	-3.6	-3.8
Total shareholders' equity	223.7	236.7	241.0	245.6	251.0	Other	0.3	0.0	-0.1	0.2	0.6
Total sh. equity & liabs.	3,290.0	3,350.3	3,504.0	3,665.4	3,835.0	NPAT (statutory basis)	5.6	7.3	7.8	8.1	9.8
WANOS - statutory (m)	40.6	41.8	42.1	42.1	42.1	Adjustments	0.0	0.0	0.0	0.0	0.0
WANOS - normalised (m)	40.6	41.8	42.1	42.1	42.1	- Sign up payment	0.0	0.0	0.0	0.0	0.0
						- Impairment expenses/one-offs	1.6	0.0	0.0	0.0	0.0
						- One-offs	0.0	0.0	0.5	0.0	-0.8
						NPAT (underlying basis)	7.3	7.3	8.4	8.1	9.0

SOURCE: BELL POTTER SECURITIES ESTIMATES

Recommendation structure

Buy: Expect >15% total return on a 12 month view. For stocks regarded as 'Speculative' a return of >30% is expected.

Hold: Expect total return between -5% and 15% on a 12 month view

Sell: Expect <-5% total return on a 12 month view

Speculative Investments are either start-up enterprises with nil or only prospective operations or recently commenced operations with only forecast cash flows, or companies that have commenced operations or have been in operation for some time but have only forecast cash flows and/or a stressed balance sheet.

Such investments may carry an exceptionally high level of capital risk and volatility of returns.

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