# **BÉLL POTTER**

## **Analyst**

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## Authorisation

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# Regal Partners Ltd (RPL)

Q2 flows and returns beat expectations

# Recommendation

Buy (unchanged)
Price
\$2.61
Target (12 months)
\$3.68 (previously \$3.45)

## **GICS Sector**

**Diversified Financials** 

Expected Return	
Capital growth	41.0%
Dividend yield	3.1%
Total expected return	44.1%
Company Data & Ratios	
Enterprise value	\$626m
Market cap	\$657m
Issued capital	254.7m
Free float	20%
Avg. daily val. (52wk)	\$265k
12 month price range	\$2.48-3.71

Price Perfo	rmance		
	(1m)	(3m)	(12m)
Price (A\$)	2.66	3.15	2.95
Absolute (%)	-1.9	-17.1	-11.5
Rel market (%)	-3.5	-16.2	-21.0



Q2 FUM and flows

The company released a Q2 update showing June FUM of \$5.8bn, rising from \$5.5bn at end of March. This was well ahead of our expectation of \$5.3bn, which was based on investment returns to the end of May. Within this FUM, net flows were \$0.2bn, driven by flows into the Regal Private Credit Opportunities fund and the Attunga Capital Power and Enviro Strategy, which were not in our forecasts. Net inflows for the 12 months to June 2023 were \$1.1bn and ahead of the company's target of \$1.0bn.

## **Investment Performance**

Investment performance in Q2 was \$0.2bn or 3.6% of opening funds, and was ahead of our expectations of -0.7%. Our forecast was based on an aggregate of individual fund performances to the end of May. We noted that four of the public funds had performed well in June, and this announcement shows the funds' performance in June was more broadly based than we expected. The company noted that performance fees are expected to be \$7m for H1 FY23, which is within our expected range of \$7-9m, derived from our bottom-up analysis of fund returns. The company expect other income (predominantly returns on shareholders seed capital) to be \$9m in H1. This is above our estimate of \$2.5m, higher due to the strong fund returns in June. The company also announced it has entered a \$50m credit facility with HSBC, which provides additional funding for working capital and inorganic growth.

# Investment view: BUY target price \$3.68/sh

We continue to favour RPL over its peers as we expect future fund performance and inflows to be strong which should over time lead to growing FUM, management fees and performance fees. We have updated our model for the revision to FUM, and returns on shareholder funds, which sees our reported EPS forecasts increase by 0.2% for FY23, 6.0% for FY24, and 11.8% for FY25. We value RPL using a DCF valuation with a WACC of 10.3% applied to our forecasts for EBITDA, adjusted for tax and working capital. We value the company at \$3.68 per share. (\$3.45 previously). The company are due to report H1 FY23 results on 24 August.

Earnings Forecast				
Year end Dec 31	2022a	2023e	2024e	2025e
Sales revenue (A\$m)	88.3	85.9	134.6	159.3
EBITDA (A\$m)	27.2	29.9	68.1	84.6
NPAT (adjusted) (A\$m)	13.9	16.3	43.6	56.1
EPS (adjusted) (cps)	5.7	5.5	14.5	18.5
EPS growth (%)	-84.1%	-3.7%	161.9%	27.8%
PER (x)	45.5	47.3	18.1	14.1
Price/book (x)	1.0	1.5	1.5	1.4
EV/EBITDA (x)	23.0	20.9	9.2	7.4
Price/CF (x)	12.4	33.0	14.0	10.9
Dividend (¢ps)	4.0	8.0	9.5	13.5
Franking (%)	100.0%	100.0%	100.0%	100.0%
Yield (%)	1.5%	3.1%	3.6%	5.2%
ROE (%)	5.4%	3.8%	9.9%	12.1%

SOURCE: BELL POTTER SECURITIES ESTIMATES

SOURCE: IRESS

# Forecasts & changes to forecasts

# **Forecasts**

We show our forecasts for FUM and profitability in Figure 1.

The H1 FY23 FUM figure of \$5.8bn is higher than our last forecast of \$5.3bn or our previous forecast of \$5.6bn. This represents an upgrade to future FUM, management fees and profitability, shown in the table below. Offsetting this, we have slightly reduced our expectations of future performance fees from 80bp to 70bps in FY24 and FY25, and from 60bps to 50bps in H2 FY23 (run rate) and FY26, reflecting the ability of the funds to earn performance feed in relation to current high-water marks.

Note that in Figure 1 the Historic FUM figures are pro-forma and include FUM from VGI, whereas the historic income statement is derived from the statutory disclosures. This is effectively RFM prior to the merger and includes VGI partners from 3 June 2022. This differs from some of the historic pro-forma numbers reported by the company.

Figure 1 - Regal Current Forecasts									
FUM and revenue									
Y/e Dec 31	1H22a	2H22a	2022a	1H23a	2H23e	2023e	2024e	2025e	
FUM movements (\$m - PF for 22)									
Open	6.2	4.6	6.2	5.2	5.8	5.2	6.4	7.8	
Net-flows	-0.3	0.8	0.5	0.4	0.4	0.8	1.0	0.6	
Distributions/ Other moves	-0.2	-0.1	-0.3	0.0	-0.1	-0.1	-0.1	-0.1	
Market growth	-1.1	-0.1	-1.2	0.2	0.2	0.4	0.5	0.6	
Close	4.6	5.1	5.2	5.8	6.4	6.4	7.8	8.9	
Net flow (% opening)	-5%	17%	8%	8%	8%	16%	16%	8%	
Market growth (%)	-18%	-2%	-19%	4%	4%	8%	8%	8%	
Growth (%)	-26%	11%	-16%	12%	10%	22%	22%	15%	
Average FUM (\$m - PF for 22)	5.6	5.1	5.4	5.5	6.1	5.8	7.1	8.4	
Management fee rate (% - PF for 22)	1.20%	1.15%	1.17%	1.10%	1.10%	1.10%	1.20%	1.20%	
Revenue (\$m)				1H23e					
Management Fees	20.9	29.7	50.6	30.3	33.4	63.7	85.0	100.6	
Performance Fees	22.7	8.9	31.6	7.0	15.2	22.2	49.6	58.7	
Total Fees	43.6	38.6	82.2	37.3	48.6	85.9	134.6	159.3	

Note FUM may not add up due to rounding

INCOME CTATEMENT

INCOME STATEMENT			_					
Y/e Dec 31 (\$m)	1H22a	2H22a	2022a	1H23e	2H23e	2023e	2024e	2025e
Sales revenue	37.7	50.6	88.3	37.3	48.6	85.9	134.6	159.3
Operating Expenses	24.5	36.6	61.1	25.9	30.1	55.9	66.5	74.7
EBITDA	13.2	14.0	27.2	11.4	18.6	29.9	68.1	84.6
Depreciation & Amortisation	-1.5	-3.7	-5.2	-4.1	-3.8	-8.0	-7.1	-6.6
EBIT	11.7	10.3	22.1	7.2	14.7	22.0	60.9	78.0
Net Interest	0.0	0.0	0.0	0.6	0.6	1.2	1.4	2.2
Pre-tax profit	11.7	10.3	22.1	7.8	15.4	23.2	62.3	80.2
Tax	-4.2	-3.9	-8.1	-2.4	-4.6	-7.0	-18.7	-24.1
Adjusted profit	7.5	6.4	13.9	5.5	10.8	16.3	43.6	56.1
Non-operating profit	0.0	0.0	0.0	-1.0	-1.3	-2.2	-2.6	2.0
Reported net profit	7.5	6.4	13.9	4.5	9.5	14.0	41.0	58.1
NCI	2.6	-0.3	2.3	0.2	0.5	0.7	2.9	4.1
EPS Reported	5.0	2.7	6.9	1.5	3.2	4.7	13.5	19.2
EPS Adjusted				1.9	3.6	5.5	14.5	18.5
DPS (cps)	0.0	4.0	4.0	4.0	4.0	8.0	9.5	13.5
Franking		100%	100%	100%	100%	100%	100%	100%
SOURCE: COMPANY DATA AND BELL POTT	TER SECURITIES I	ESTIMATES						

We include seed capital gains/losses and associate income in non-operating profit, as we feel this better represents the earning capability of the business, and calculate an adjusted EPS figure on this basis.

# **Changes to forecasts**

Figure 2 – Changes to forecasts										
Earnings Revisions	FY23e (new)	FY23e (previous)	% Change	FY24e (new)	FY24e (previous)	% Change	FY25e (new)	FY25e (previous)	% Change	
Reported revenue (S\$m)	85.9	83.9	2.3%	134.6	126.8	6.1%	159.3	146.0	9.1%	
EBITDA underlying (S\$m)	29.9	28.7	4.2%	68.1	63.0	8.0%	84.6	76.0	11.4%	
NPAT (underlying) (S\$m)	16.3	15.4	5.8%	43.6	40.1	8.9%	56.1	50.0	12.2%	
EPS (underlying) cps	5.5	5.2	6.1%	14.5	13.3	9.1%	18.5	16.5	12.3%	
EPS (Reported) cps	4.7	4.7	0.2%	13.5	12.8	6.0%	19.2	17.2	11.8%	
Dividend (¢ps)	8.0	8.0	0.0%	9.5	9.0	5.6%	13.5	12.1	11.6%	

SOURCE: BELL POTTER SECURITIES ESTIMATES

We show the changes to our forecasts in Figure 2.

- Our revenue forecasts increase by 2.3% for FY23, 6.1% for FY24 and 9.1% for FY25.
- Our EBITDA forecasts increase by 4.2% for FY23, 8.0% for FY24, and 11.4% for FY25.
- Our reported EPS forecasts increase by 0.2% for FY23, 6.0% for FY24, and 11.8% for FY25.

# **Valuation**

# **DCF** valuation

We value RPL using DCF valuation, with a WACC of 10.3% applied to EBITDA after tax. We use our forecasts for the next 4 years and then project forward using the long-term real growth rate of 4.0%. We value the next 10 years EBITDA after tax at \$355m. We value the terminal value at \$1,488m, assuming long term growth of 4.0% plus inflation of 2.5%, which discounted to present value terms, gives a present value of \$507m. This gives a total NPV of \$862m.

Adding the forecast end 2023 net cash of \$31m and half the seed capital of \$87m and deducting non-controlling interests of \$43m (we have assumed 5% of DCF value, given that NCI represents about 5% of FUM). This gives a value for the business of \$9m or \$3.68 per share at December 2023 (\$3.45 previously).

Figure 3 - DCF valuation

WACC Calculation / key assumptions	
Risk free rate	4.0%
Market risk premium	6.0%
ß = beta	1.20
Borrowing rate	6.0%
Tax rate	30.0%
Target gearing	15.0%
Cost of equity	11.2%
Cost of debt	4.2%
WACC / Discount rate	10.3%
Inflation	2.5%
Nominal growth rate	4.0%
Long-term real growth rate	6.6%

(\$m)	200	23e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	Beyond
EBITDA	202	30	68	85	85	20216	20206	20296	20306	20316	20326	Беуопа
Provisions		1	10	5	1							
Working Capital		-5	-13	-7	-1							
Tax paid		-7	-19	-24	-24							
Maintenance Capex		0	0	0	0							
Total cashflow/terminal value		19	46	59	60	64	68	72	77	82	88	1,488
Total operational NPV (A\$ms)	862											
Net cash/(debt)	31											
Seed Capital (50%)	87											
NCI (5% of operational NPV)	-43											
Total NPV (A\$ms)	937											
Shares in issue (m)	255											
Value per share (A\$/ps)	3.68											

SOURCE: BELL POTTER SECURITIES ESTIMATES

# Regal Partners Limited (RPL) Overview

# Company description

Regal is a medium sized boutique asset manager founded in 2004 by Andrew and Philip King in Sydney, Australia. It manages a number of alternative investment strategies and performs investment management and investment advisory services to a number of Australian Unit Trusts and Cayman Island Companies. It invests in public and private securities across the globe with a focus on Australia, employing market neutral and absolute return strategies.

The manager selects shares that it believes are undervalued or overvalued and are expected to rise or fall, using fundamental research. The investment process focuses on a four-step stock selection process, which focuses on: the bottom-up valuation of companies; top-down macro factors; identifying catalysts for change; and finding alternative insights in selection of its investments.

# **Risks**

RPL is subject to all of the following risks:

**Key people risk:** The loss of any key investment personnel may result in the loss of investment mandates.

**Performance and net flows:** The ability to attract and retain funds paying active management fees, depends in part upon showing a track record and on-going capability to achieve performance criteria.

**Acquisition risks:** Acquired growth can be risky. Acquired staff sometimes leave, while acquired clients or their advisors, might not like the newly formed company. Recently recruited staff are more risky than known internal promotions. A key requirement of, and test of management is how well they ensure an orderly integration.

**Market risk:** Management fees are usually based upon market values of the assets under management. Any significant movements in asset prices can have a material impact on RPL's revenue and earnings.

**Currency risk:** RPL operates funds in multiple currencies outside Australia, particularly the US, UK and Europe, recording revenue and expenses in different markets. Any major currency movements can significantly impact the FUM, revenue and earnings and subsequently, the valuation of the group in A\$ terms.

**Regulatory risk:** RPL is regulated by multiple agencies in different jurisdictions and changes in the regulatory regimes under which it operates may increase compliance costs and/or increase the capital requirements of the group.

**Move to index funds:** clients may seek out cheaper passive alternatives in favour of active investment management.

**Data, information technology and outsourcing:** RPL and its investment teams rely on a wide range of data sources and technology in the day-to-day management of the Funds. Provision of such, and other functions (such as fund accounting and custody) may be outsourced to third parties. RPL may be face reputational risk and/or be liable for losses as a result of the failure of one of these parties, in its role of managing assets on behalf of its clients.

# Regal Partners Ltd as at 18 July 2023

RecommendationBuyPrice\$2.61Target (12 months)\$3.68

Regal Partners (RPL)						Price Target (A\$) Recommendation:	3.68 Buy		nare Price (A arket Cap (A		2.6 657.0
INCOME STATEMENT						VALUATION DATA					
Y/e Dec 31 (\$m)	2021a	2022a	2023e	2024e	2025e	Y/e Dec 31 (\$m)	2021a	2022a	2023e	2024e	2025
Sales revenue	150.0	88.3	85.9	134.6	159.3	Net profit adj (\$m)	60.4	13.9	16.3	43.6	56.
Operating Expenses	62.2	61.1	55.9	66.5	74.7	Adjusted EPS (c)	36.1	5.7	5.5	14.5	18.5
EBITDA	87.8	27.2	29.9	68.1	84.6	Reported EPS (c)	36.4	6.9	4.7		19.2
Depreciation & Amortisation						Adj EPS growth (%)	30.4			13.5	
EBIT	-2.0	-5.2	-8.0	-7.1	-6.6 <b>78.0</b>	P/E ratio (x)	7.0	-84.1%	-3.7%	161.9%	27.8%
Net Interest	85.9	22.1	22.0	60.9		CFPS (c)	7.2	45.5	47.3	18.1	14.1
Pre-tax profit	0.0	0.0	1.2	1.4	2.2	Price/CF (x)	na	21	8	19	24
•	85.9	22.1	23.2	62.3	80.2	DPS (c)	na	12.4	33.0	14.0	10.9
underlying Tax	-25.5	-8.1	-7.0	-18.7	-24.1		24.0	4.0	8.0	9.5	13.5
Adjusted profit	60.4	13.9	16.3	43.6	56.1	Yield (%)	9.2%	1.5%	3.1%	3.6%	5.2%
One-off items	0.0	0.0	-2.2	-2.6	2.0	Franking (%)	0%	100%	100%	100%	100%
Reported net profit	60.4	13.9	14.0	41.0	58.1	EV/EBITDA (x)	7.1	23.0	20.9	9.2	7.4
NCI	0.5	2.3	0.7	2.9	4.1	Price/book (x)	na	1.0	1.5	1.5	1.4
Reported net profit- RPL S/H	59.9	11.6	13.3	38.2	54.1	NTA (\$)	na	1.52	0.98	1.04	1.15
Adjusted net profit - RPL S/H	59.9	11.6	15.6	40.7	52.1						
						PROFITABILITY RATIOS					
CASHFLOW						Y/e Dec 31 (\$m)	2021a	2022a	2023e	2024e	2025
Y/e Dec 31 (\$m)	2021a	2022a	2023e	2024e	2025e	EBIT/sales (%)	57.2%	25.0%	25.6%	45.3%	49.0%
EBITDA	87.8	27.2	29.9	68.1	84.6	Return on assets (%)	51.0%	6.7%	4.5%	12.2%	14.6%
Change in provisions	38.9	-17.3	0.8	10.1	5.4	Return on equity (%)	76.6%	5.4%	3.8%	9.9%	12.1%
Working capital change	-56.6	32.7	-5.1	-13.1	-7.0	Dividend cover (x)			0.6	1.4	
Net interest						Effective tax rate (%)	1.5	1.7			1.4
	0.5	0.5	1.2	1.4	2.2	Ellective tax rate (70)	29.7%	36.9%	30.0%	30.0%	30.0%
Tax paid	-25.5	-8.1	-7.0	-18.7	-24.1						
Other	3.0	0.0	0.0	0.0	0.0	LIQUIDITY AND LEVERAGE RATIOS					
Operating cashflow	48.1	35.0	19.9	47.7	61.1	Y/e Dec 31 (\$m)	2021a	2022a	2023e	2024e	2025
Capex	-0.1	-0.1	-0.1	-0.1	-0.1	Net debt/(cash) (\$m)	-16.4	-39.8	-31.0	-49.0	-77.9
Investments	0.0	0.0	0.0	0.0	0.0	Net debt/equity (%)	<b>-21%</b> 1.7	<b>-9%</b> 5.9	<b>-7%</b> 6.0	<b>-11%</b> 5.3	<b>-16</b> %
Asset sales Other	0.0 28.6	0.0 14.9	0.0 -8.2	0.0 -8.5	0.0 -3.9	Current ratio (x)	1.7	5.9	6.0	5.3	5.4
Investing cashflow	28.5	14.8	-8.3	-8.5	-4.0	INTERIMS					
Equity raised	0.0	0.0	0.0	0.0	0.0	Half end December 31 (\$m)	1H21a	1H22a	1H23e	1H24e	1H256
Dividends paid	0.0	0.0	-20.4	-21.2	-28.3	Sales revenue	79.5	37.7	37.3	63.9	76.9
Other	0.0	0.0	0.0	0.0	0.0	EBIT	40.2	11.7	7.2	27.7	37.2
Financing cashflow	0.0	0.0	-20.4	-21.2	-28.3	Pre tax profit	40.2	11.7	7.8	28.3	38.2
Net change in cash	76.7 16.6	49.8 39.8	-8.8 31.0	18.0 49.0	28.9 77.9	Adjusted profit One-off items	<b>27.5</b> 0.0	<b>7.5</b> 0.0	<b>5.5</b> -1.0	<b>19.8</b> -1.3	<b>26.7</b> -1.3
Cash at end of period	10.0	39.0	31.0	45.0	11.5	Reported profit	27.5	7.5	-1.0 <b>4.5</b>	-1.3 18.5	25.4
BALANCE SHEET						Interim DPS (cents)	12.0	0.0	4.0	4.3	5.9
Y/e Dec 31 (\$m)	2021a	2022a	2023e	2024e	2025e	Interim adjusted EPS (cents)	14.6	3.2	1.9	6.6	8.8
Cash	16.6	39.8	31.0	49.0	77.9						
Receivables	64.4	27.7	34.1	49.5	57.7	ASSUMPTIONS					
PPE	5.7	4.9	3.0	1.8	1.1	Y/e Dec 31	2021a	2022a	2023e	2024e	2025
Intangibles Other	15.1 66.6	183.8 230.5	183.8 230.5	183.8 230.5	183.8 230.5	FUM movements (\$m)					
Total assets	168.4	230.5 <b>486.6</b>	230.5 <b>482.3</b>	230.5 <b>514.5</b>	230.5 <b>551.0</b>	Open		6.2	5.2	6.4	7.8
Payables	7.7	3.8	5.0	7.3	8.5	Flows, distributions and market		-1.0	1.2	1.4	1.2
Debt	0.2	0.0	0.0	0.0	0.0	Close		5.2	6.4	7.8	8.9
Provisions	38.9	21.6	22.4	32.5	37.9	Growth (%)		-16%	22%	22%	15%
Other	42.8	25.3	25.3	25.3	25.3	Average FUM (\$m)		5.7	5.8	7.1	8.4
Total liabilities	89.6	50.7	52.7	65.1	71.7	D					
Shareholders' equity	17.2	394.1 <b>435.9</b>	394.1 <b>429.6</b>	394.1 <b>449.4</b>	394.1 <b>479.3</b>	Revenue (\$m) Management Fees	28.7	50.6	63.7	85.0	100.6
Total shareholders funds	78.8	435.9	429.6	449.4	4/9.3	Management Fees Performance Fees	28.7 109.5	50.6 31.6	63.7 22.2	85.0 49.6	100.6 58.7
W/A shares on issue	0.0	166.4	251.7	255.7	256.3	Administration Fees	0.0	0.0	0.0	0.0	0.0
	0.0	. 50.4		_50	_50.0	Total Fees	138.2	82.2	85.9	134.6	159.3

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.

## **Research Team**

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Thomas Wakim	Healthcare	612 8224 2815	twakim
Michael Ardrey	Industrials	613 9256 8782	mardrey
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Sam Brandwood	Industrials	612 8224 2850	sbrandwood
Olivia Hagglund	Industrials	612 8224 2813	ohagglund
Joseph House	Industrials	613 9325 1624	jhouse
Daniel Laing	Industrials	612 8224 2886	dlaing
Hayden Nicholson	Industrials	613 92351757	hnicholson
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## Research Coverage & Policies

For Bell Potter Securities' Research Coverage Decision Making Process and Research Independence Policy please refer to our company website: <a href="https://bellpotter.com.au/research-independence-policy/">https://bellpotter.com.au/research-independence-policy/</a>.

## **Authoring Research Analyst's Certification**

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