

# Millennium Services Group Ltd

Q2 FY22 Trading Update

## Revenues on track as lockdowns ease

Millennium Services Group Ltd (ASX:MIL) has released its Q2 FY22 activities report. Revenues for the December quarter were \$66.2m (RaaS \$64.7), benefitting from higher “ad-hoc” services. Revenues were 6% below the PCP due to the loss of the QIC contract (\$28m annualised) but above Q1 FY22 as lockdown impacts eased. While no trading update was given, the adjusted cash-flow numbers look to be in-line with our H1 FY22 PBT estimates. H1 FY22 will include a number of abnormals relating to NZ government grants (\$0.8m), the cost of retaining staff during lockdowns (\$0.6m), transaction/due diligence costs (\$0.8m) and final staff payments relating to the QIC contract loss (\$1.2m). MIL ended the half with net debt of \$8.5m after the recent Codee acquisition (\$1.1m) and the net abnormals, providing ample room for further accretive acquisitions. MIL and our assessed peer group have held up well recently, down an average 4% and 2% respectively since the beginning of November. As a result, MIL continues to trade at a material discount to peers at a forecast 2.5x FY22 EV/EBITDA against a peer average of 4.6x. The average peer multiple would imply a share price of \$1.15/share.

### Business model

MIL is a human services business, bidding for predominantly fixed-rate contracts with opportunities for volume gains and ad-hoc services, across the essential services of cleaning and security for durations of three-five years with large corporates. Satisfying contractual obligations utilising a vast workforce and procuring consumables for the jobs within the contracted price is key to profitability. Historically focusing on cleaning and security services within major shopping centres, MIL is looking to de-risk the retail exposure by moving into new sectors including aviation, aged care, education and government. An increased focus on compliance (Fair Work, Modern Slavery Act and Labour Hire regulations) and utilising the ASX-listed nature of the business will be keys in this push.

### Q2FY22 cash flow read-through to H1 FY22 result

Adjusting reported cash flow (-\$3.1m) for a number of abnormals (net \$1.3m) and the timing of customer payments (working capital - \$3.6m) supports our profit before tax (PBT) estimate of \$1.7m. Abnormals relate to a \$0.8m NZ government grant, offset by transaction and due diligence costs (\$0.8m), the cost of not standing down staff during lockdowns (\$0.6m) and termination payments relating to the loss of the QIC contract (\$1.2m). Net debt (\$8.5m) remains low despite these abnormals and the payment for 49% of Codee Cleaning Services (\$1.1m).

### Valuation between \$1.15 (relative multiple) and \$1.60 (DCF)

The peer group average FY22 EV/EBITDA multiple implies a \$1.15/share valuation for MIL (4.6x EV/EBITDA), and we see no reason why this business does not deserve peer average multiples given average contract length, relative working capital intensity and market opportunities. As a sense check, our DCF valuation sits around \$1.60/share, incorporating modest medium-term and terminal-growth assumptions.

#### Historical earnings and RaaS estimates (In A\$m unless otherwise stated)

Year end	Adj. Revenue	Und. EBITDA	NPAT (adj.)	EPS (adj.) (c)	P/E (x)	EV/Sales (x)
06/20a	257.3	4.0	2.0	0.04	nm	0.23
06/21a	273.7	11.6	2.2	0.05	11.7	0.10
06/22e	263.2	10.4	2.3	0.05	11.1	0.08
06/23e	276.4	12.4	5.7	0.12	4.5	0.07

Source: Company data, RaaS estimates for FY22e and FY23e

## Human Services

31<sup>st</sup> January 2022

### Share Details

ASX code	MIL
Share price	\$0.56
Market capitalisation	\$26.0M
Shares on issue	45.9M
Net debt at 31-Dec-21	\$8.5M
Free float	~31.5%

### Share Performance



### Upside Case

- Converting a portion of the tender pipeline over the next 18 months
- Successfully diversify industry exposure to include government, education and aged care
- EPS accretive/complimentary acquisitions

### Downside Case

- Competitive margin pressure re-emerges
- Sizable contract loss
- Wages growth above contract clauses

### Board of Directors

Stuart Grimshaw	Chairman
Scott Alomes	CEO
Rohan Garnett	Non-Executive Director
Darren Perry	Non-Executive Director

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\*The author owns shares

## Q2FY22 Trading Update

Key takeaways from the recent 4C and implications for our forecasts include:

- FY22 December quarter revenue was \$66.2m, slightly above our \$64.7m forecast and solid given the tail-end in lockdowns of shopping malls across the group's client base.
- Both contracted and ad-hoc revenue across the past five quarters adjusted for COVID impacts and contract losses are very consistent, highlighting the predictability of the business.
- Net cash from operating activities for the half (-\$3.1m) needs to be adjusted for the timing of customer payments (\$3.6m), staff payments associated with the end of the QIC contract (\$1.2m), transaction and due diligence costs (\$0.8m), the cost of not standing down staff in lockdowns (\$0.6m) and a NZ government lockdown-related grant (\$0.8m). On an adjusted basis cash-flow numbers are in-line with our existing H1 FY22 PBT estimates.

**Exhibit 1: MIL quarterly sales history (In A\$m unless otherwise stated)**

	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
<b>Sales</b>	<b>70.7</b>	<b>69.4</b>	<b>69.3</b>	<b>65.6</b>	<b>66.2</b>
Contract	59.2	60.2	60.1	55.9	54.8
Ad hoc	11.5	9.2	9.2	9.7	11.4
% growth					-6.3%
Cash receipts		78.9	81.0	68.2	70.6
Net cash from operations		1.2	10.0	-4.4	1.2

Source: Company financials and RaaS estimates

## Outlook and Investment Case

FY21 ex-JobKeeper now provides a sustainable base from which to forecast following a number of years of restructuring. Key assumptions with regards to outlook are detailed below:

- The group operates in markets worth an estimated \$11.7b (cleaning) and \$9.8b (investigation and security services), according to IBISWorld. In the cleaning business (~70% of MIL revenue) MIL has less than 2% market share in a market where the top-four largest players have less than 10% of the market, offering significant market-share opportunities.
- A recent IBISWorld report on the Australian cleaning sector suggests following CAGR growth of -0.5% between FY17 and FY21F, the cleaning sector will grow by a CAGR 3.6% between FY22 and FY26 on the back of a COVID recovery and a trend to more regular and comprehensive cleans.
- The group's three-year growth strategy will look to use the current balance sheet, ASX listing and trading history to increase "value-add" services, participate in industry rationalisation, and use technology such as rostering and traffic flow systems and robotics to improve operating efficiencies.
- The acquisition of 49% of Codee Cleaning Services in December 2021 overlays industry consolidation with an increasing focus on ESG.
- MIL will lose the \$28m QIC cleaning contract from October 2021, but gain ~\$6m from a new contract with Westfield Southland. Our numbers factor a "right sizing" of the cost base to limit the damage of this contract loss.
- Net debt was just \$8.5m at December 2021, completely reshaping the balance sheet from year-ago levels and providing a solid base from which to grow and/or acquire while looking at capital management options. MIL has undrawn banking facilities of ~\$14m.
- Gross margins are back to "targeted" levels and based on extensive historical and peer analysis we feel these margins are sustainable at management's targeted 14-14.5% range.

**Exhibit 2: Financial Summary (In A\$m unless otherwise stated)**

Millennium Services (ASX:MIL)						Share price (31 January 2022)							A\$		0.560
Profit and Loss (A\$m)						Interim (A\$m)		H120	H220	H121	H221	H122F	H222F		
Y/E 30 June	FY19A	FY20A	FY21A	FY22F	FY23F	Revenue	135.1	146.8	159.7	138.7	131.8	131.5			
Revenue	294.7	257.3	273.7	263.2	276.4	EBITDA	2.4	1.7	7.0	4.6	4.5	5.9			
Gross profit	30.1	30.8	39.0	38.1	40.1	EBIT	(0.0)	(1.8)	4.8	2.0	2.2	3.7			
GP margin %	10.2%	12.0%	14.3%	14.5%	14.5%	NPAT (normalised)	(1.7)	2.0	2.6	0.8	1.2	2.3			
Underlying EBITDA	0.1	4.0	11.6	10.4	12.4	Minorities (AT)	0.0	0.0	0.0	0.0	0.0	0.1			
Depn	(8.8)	(5.9)	(4.9)	(4.5)	(3.9)	NPAT (reported)	(0.8)	2.8	1.9	0.3	(0.0)	2.3			
Minorities (AT)	0.0	0.0	0.0	0.1	0.1	EPS (normalised)	nm	0.061	0.042	0.006	(0.001)	0.050			
EBIT	(8.7)	(1.9)	6.8	6.0	8.6	EPS (reported)	nm	0.061	0.042	0.006	(0.001)	0.050			
Interest	(2.5)	(3.2)	(1.8)	(0.9)	(0.5)	Dividend (cps)	0.000	0.000	0.000	0.000	0.000	0.000			
Tax	(3.2)	5.3	(1.6)	(1.5)	(2.4)	Imputation									
NPAT	(14.3)	0.3	3.4	3.6	5.7	Operating cash flow	na	na	na	na	na	na			
Adjustments	(4.4)	1.7	(1.2)	(1.3)	0.0	Free Cash flow	na	na	na	na	na	na			
Adjusted NPAT	(18.7)	2.0	2.2	2.3	5.7	Divisionals	H120	H220	H121	H221	H122F	H222F			
Abnormals (net)	(26.8)	14.5	15.2	0.0	0.0	Cleaning	111.4	102.0	107.9	109.0	107.9	105.1			
NPAT (reported)	(45.5)	16.5	17.4	2.3	5.7	Security	23.7	20.2	27.2	29.7	23.9	26.4			
Cash flow (A\$m)						(Other)	-	24.6	24.7	-	-	-			
Y/E 30 June	FY19A	FY20A	FY21A	FY22F	FY23F	Total Revenue	135.1	146.8	159.7	138.7	131.8	131.5			
EBITDA (inc cash rent/JK)	0.1	19.4	29.3	9.5	11.5										
Interest	(2.5)	(3.2)	(1.8)	(0.9)	(0.5)	Gross profit	17.0	13.8	19.9	19.1	18.9	19.2			
Tax	(0.9)	0.5	(0.1)	(1.5)	(2.4)	Underlying GP Margin %	12.6%	11.3%	14.8%	13.8%	14.4%	14.6%			
Working capital changes	2.2	(16.6)	12.9	(0.9)	(0.1)	Operating Costs									
Operating cash flow	(1.1)	0.1	40.3	6.3	8.4	Employment	8.3	16.4	16.2	9.1	8.6	7.8			
Mtce capex	(1.3)	(2.2)	(2.2)	(2.4)	(2.5)	Other	5.5	4.9	6.2	6.4	5.8	5.5			
Free cash flow	(2.4)	(2.1)	38.1	3.9	5.9	Exceptional	0.9	9.2	9.5	1.0	-	-			
Growth capex	0.0	0.0	0.0	0.0	0.0	Total costs	14.7	12.1	12.9	14.5	14.4	13.3			
Acquisitions/Disposals	0.0	0.0	0.0	0.0	0.0										
Other	(2.7)	(2.5)	(2.1)	(2.0)	(2.0)	EBITDA	2.4	1.7	7.0	4.6	4.5	5.9			
Cash flow pre financing	(5.1)	(4.6)	36.0	1.9	3.9	EBITDA margin %	1.7%	1.1%	4.4%	3.3%	3.4%	4.5%			
Equity	0.0	0.0	0.0	0.0	0.0	Margins, Leverage, Returns		FY19A	FY20A	FY21A	FY22F	FY23F			
Debt drawdown/(repay)	(3.6)	1.6	(21.4)	(1.0)	(3.0)	EBITDA margin %		0.0%	1.6%	4.3%	4.0%	4.5%			
Net Dividends paid	0.0	0.0	0.0	0.0	0.0	EBIT margin %		(2.9%)	(0.7%)	2.5%	2.3%	3.1%			
Net cash flow for year	(8.7)	(3.0)	14.6	0.9	0.9	NPAT margin (pre significant items)		(6.4%)	0.8%	0.8%	0.9%	2.1%			
Balance sheet (A\$m)						Net Debt (Cash)	27.1	34.6	0.3	-3.7	-7.6				
Y/E 30 June	FY19A	FY20A	FY21A	FY22F	FY23F	Net debt/EBITDA (x)	(x)	314.9 x	8.6 x	0.0 x	-0.4 x	-0.6 x			
Cash	2.7	1.8	7.3	4.8	5.7	ND/ND+Equity (%)	(%)	42.7%	63.5%	11.5%	98.8%	56.9%			
Accounts receivable	19.5	29.8	18.0	20.7	21.7	EBIT interest cover (x)	(x)	n/a	n/a	0.3x	0.2x	0.1x			
Inventory	0.8	1.2	1.1	1.0	1.1	ROA		nm	(3.5%)	11.6%	11.1%	16.1%			
Other current assets	1.2	2.5	2.2	0.0	0.0	ROE		nm	nm	nm	nm	nm			
Total current assets	24.2	35.3	28.7	26.5	28.5	ROIC		nm	nm	nm	nm	nm			
PPE	11.4	8.6	7.0	5.8	5.3	NTA (per share)		-0.95	-0.60	-0.21	-0.18	-0.06			
Goodwill	7.5	7.5	7.5	8.5	8.5	Working capital		-1.8	14.8	1.9	2.7	2.9			
Right of use asset	0.0	2.9	3.0	3.0	3.0	WC/Sales (%)		(0.6%)	5.7%	0.7%	1.0%	1.0%			
Deferred tax asset	0.2	7.4	8.5	8.5	8.5	Revenue growth		nm	(12.7%)	6.4%	(3.8%)	5.0%			
Other	0.1	0.1	0.1	0.1	0.1	EBIT growth pa		nm	nm	(463.7%)	(11.6%)	43.2%			
Total non current assets	19.1	26.5	26.2	25.9	25.4	Pricing		FY19A	FY20A	FY21A	FY22F	FY23F			
Total Assets	43.4	61.9	54.9	52.5	53.9	No of shares (y/e)	(m)	45.9	45.9	45.9	45.9	45.9			
Accounts payable	22.2	16.3	17.3	19.0	19.9	Weighted Av Dil Shares	(m)	45.9	45.9	45.9	45.9	45.9			
Short term debt	29.8	36.4	5.5	0.0	0.0										
Provisions	26.1	22.4	22.6	20.0	20.9	EPS Reported	cps	nm	0.359	0.379	0.050	0.124			
Lease liabilities/other	0.0	0.8	5.5	8.5	5.3	EPS Normalised/Diluted	cps	nm	0.043	0.048	0.050	0.124			
Total current liabilities	78.0	76.0	50.9	47.4	46.1	EPS growth (norm/dil)		nm	nm	11%	5%	146%			
Long term debt	0.0	0.0	2.1	1.1	(1.9)	DPS	cps	0.000	0.000	0.000	0.000	0.000			
Other non current liabs	1.8	5.8	4.1	4.1	4.1	DPS Growth		n/a	n/a	n/a	n/a	n/a			
Total long term liabilities	1.8	5.8	6.2	5.2	2.2	Dividend yield		0.0%	0.0%	0.0%	0.0%	0.0%			
Total Liabilities	79.8	81.8	57.1	52.6	48.3	Dividend imputation		30	30	30	30	30			
Net Assets	(36.4)	(19.9)	(2.3)	(0.1)	5.6	PE (x)			nm	11.7	11.1	4.5			
						PE market		18	18	18	18	18			
Share capital	19.0	19.0	19.1	19.1	19.1	Premium/(discount)			nm	(35.0%)	(38.2%)	(74.8%)			
Reserves	(8.4)	(8.5)	(8.3)	(8.3)	(8.3)	EV/EBITDA		613.9	14.9	2.2	2.1	1.5			
Retained Earnings	(46.9)	(30.3)	(13.1)	(10.7)	(5.0)	FCF/Share	cps	(4.535)	(4.535)	83.023	3.472	12.940			
Minorities	0.0	0.0	0.0	0.0	0.0	Price/FCF share		(12.347)	(12.347)	0.675	16.131	4.328			
Total Shareholder funds	(36.4)	(19.9)	(2.4)	0.0	5.7	Free Cash flow Yield		(8.1%)	(8.1%)	148.3%	6.2%	23.1%			

Source: RaaS estimates

# FINANCIAL SERVICES GUIDE

**RaaS Advisory Pty Ltd**

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**of**

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**Effective Date: 6<sup>th</sup> May 2021**



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