

My EG Services (MYEG MK)

3Q23: DeFi delivers (again)

Strong momentum in blockchain biz; maintain BUY

MYEG delivered another strong set of results in 3Q23 as sales of its flagship Zetrix token continued to drive growth in the group's blockchain solutions segment. Despite lingering uncertainties in its concession businesses, we raise FY23-25E earnings by 3-10% and nudge our TP higher to MYR1.23 (+6%). Our TP is pegged to 20x FY24E PER (unchanged), at its LT Mean.

Results beat expectations

MYEG registered a 3Q23 core net profit of MYR120.1m (+7% YoY, +35% QoQ). Cumulatively, its 9M23 CNP of MYR338.7m (+29% YoY) was a resounding beat vs. ours/street's estimates at 82% of FY23E. For the second consecutive quarter, the outperformance was driven by its decentralised finance (DeFi) segment (c.18% of group turnover vs. 12% in 2Q23/1Q23), primarily from accelerating sales of Zetrix tokens.

Zetrix token sales to double vs. prior estimates

Group turnover increased 5% QoQ in 3Q23, underpinned by a c.30% sequential growth in DeFi segment contribution. Following the successful 28 Oct initial exchange offering (IEO) on Coinstore for its tokens, we now forecast that MYEG will be able to sell c.5m tokens (double our prior estimate of 2.5m units) in CY23, priced at USD5 per unit. Both EBITDA and CNP margins also saw further QoQ upticks (+3ppts/+1ppt) in the quarter as mgmt's workforce downsizing initiatives gathered momentum.

DeFi segment well-placed to drive near-term growth

With mgmt alluding to strong token sales following the Oct IEO, we expect MYEG's DeFi segment to deliver an even stronger performance in 4Q23. Increasing cross-border transactions between Malaysia and Philippines utilising Zetrix and the platform's maiden commercial deployment in China are expected to drive token utilisation further and generate gas/tracking fees for MYEG. Hence, we raise FY23/FY24/FY25E earnings by 10%/7%/3%.

FYE Dec (MYR m)	FY21A	FY22A	FY23E	FY24E	FY25E
Revenue	724	651	795	824	824
EBITDA	374	428	533	556	560
Core net profit	316	353	454	465	462
Core EPS (sen)	4.2	4.7	6.1	6.2	6.2
Core EPS growth (%)	12.2	13.4	28.6	2.6	(0.7)
Net DPS (sen)	1.3	1.4	1.6	1.7	1.8
Core P/E (x)	25.4	18.2	13.3	12.9	13.0
P/BV (x)	5.2	3.4	2.7	2.4	2.1
Net dividend yield (%)	1.2	1.7	2.0	2.1	2.2
ROAE (%)	23.4	23.3	22.2	19.6	17.0
ROAA (%)	19.2	16.0	17.0	15.8	14.4
EV/EBITDA (x)	21.7	15.9	11.8	11.1	10.5
Net gearing (%) (incl perps)	4.6	19.6	12.7	5.0	net cash
Consensus net profit	-	-	413	442	475
MIBG vs. Consensus (%)	-	-	10.0	5.3	(2.7)

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BUY

Share Price MYR 0.81
12m Price Target MYR 1.23 (+53%)
Previous Price Target MYR 1.16

Company Description

MYEG is a concessionary technology solutions provider for the government's immigration, transportation and Customs dept.

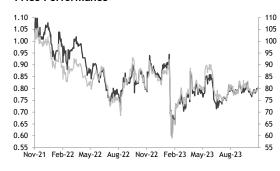
Statistics

52W high/low (MYR)	0.94/0.60
3m avg turnover (USDm)	6.2
Free float (%)	33.2
Issued shares (m)	7,478
Market capitalisation	MYR6.0B
	USD1.3E
Madanahanahaldan	

Major shareholders

major shareholders.	
Asia Internet Holdings	18.29
Wong Thean Soon	12.29
KWAP	7.59

Price Performance



MyEG - (LHS, MYR) ——MyEG / Kuala Lumpur Composite Index - (RHS, %)

-1M

-3M

	- 1741	-3/11	1 2/11
Absolute (%)	3	2	1
Relative to index (%)	1	1	0

Source: FactSet



Fig 1: MYEG's 3Q23 Results Summary

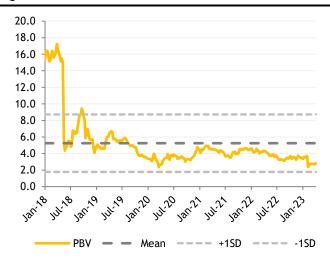
		Qu	arterly results	1		(Cumulative	
FYE Dec (MYR m)	3Q23	3Q22	%YoY	2Q23	%QoQ	9M23	9M22	%YoY
Turnover	194.1	162.6	19.4	184.9	5.0	552.2	486.2	13.6
EBITDA	150.0	111.8	34.2	136.8	9.7	410.7	319.2	28.7
Depreciation & amortisation	(14.5)	(16.3)	(10.8)	(14.9)	(2.1)	(44.5)	(45.6)	(2.5)
EBIT	135.5	95.5	41.9	121.9	11.1	366.2	273.5	33.9
Interest expense	(15.4)	(2.9)	>100.0	(9.2)	66.4	(28.3)	(6.5)	>100.0
Interest income	0.4	0.0	>100.0	0.0	>100.0	0.5	0.3	98.6
Associates & JV	0.2	(0.0)	(>100.0)	0.1	36.4	0.4	0.1	>100.0
Exceptional items	(0.1)	61.9	(>100.0)	(1.1)	(86.9)	(1.2)	61.8	(>100.0)
Pre-tax profits	120.5	154.5	(22.0)	111.8	7.9	337.7	329.2	2.6
Tax	(0.4)	(2.5)	(82.2)	(0.4)	10.8	(0.9)	(3.6)	(75.5)
Minority interest	(0.1)	(1.3)	(92.0)	0.2	(>100.0)	0.7	(1.6)	(>100.0)
Net profit	120.0	150.7	(20.4)	111.6	7.6	337.5	324.0	4.2
Core net profit	120.1	88.8	35.3	112.6	6.7	338.7	262.1	29.2
	3Q23	3Q22	+/- ppt	2Q23	+/- ppt	9M23	9M22	+/- ppt
EBITDA margin (%)	77.3%	68.7%	8.6	74.0%	3.3	74.4%	65.7%	8.7
Core NP margin (%)	61.9%	54.6%	7.3	60.9%	1.0	61.3%	53.9%	7.4
Tax rate (%)	0.4%	1.6%	(1.2)	0.4%	0.0	0.3%	1.1%	(0.8)
Cash balances	398.6	218.7		252.5				
Net debt	828.8	296.3		536.9				
Net debt/(cash)	430.2	77.6		284.4				

Source: Company, Maybank IBG Research

Fig 2: 12M forward PER



Fig 3: 12M forward PBV



 ${\it Source: Bloomberg, Maybank IBG Research}$

Source: Bloomberg, Maybank IBG Research

Risk Statement

There are several risk factors that could negatively impact our earnings forecasts, target price and recommendation on MyEG Services. These include prolonged unresolved foreign worker recruitment into Malaysia, higher-than-expected capital expenditure required to further develop the Zetrix blockchain infrastructure, as well as discontinuity of its concession with the government to provide e-government IT services.



FYE 30 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
Key Metrics					
P/E (reported) (x)	23.0	16.6	13.3	12.9	13.0
Core P/E (x)	25.4	18.2	13.3	12.9	13.0
P/BV (x)	5.2	3.4	2.7	2.4	2.1
P/NTA (x)	5.2	3.4	2.7	2.4	2.1
Net dividend yield (%)	1.2	1.7	2.0	2.1	2.2
FCF yield (%)	nm	2.3	3.6	4.8	6.7
EV/EBITDA (x)	21.7 24.8	15.9 18.5	11.8 13.3	11.1 12.8	10.5 12.4
EV/EBIT (x)	24.0	10.5	13.3	12.0	12.4
INCOME STATEMENT (MYR m)					
Revenue	724.4	651.2	795.4	823.6	824.1
EBITDA	373.8	427.8	532.9	555.9	560.4
Depreciation	(47.7)	(60.3)	(61.2)	(75.1)	(85.7)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	326.1	367.6	471.7	480.9	474.6
Net interest income /(exp)	(3.8)	(9.0)	(11.8)	(9.2)	(6.3)
Associates & JV	(1.5)	0.1	0.1	0.1	0.1
Exceptionals	(0.1)	45.7	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	320.8	404.4	460.1	471.8	468.4
Income tax	(4.0)	(3.9)	(4.5)	(4.6)	(4.6)
Minorities	(8.0)	(1.7)	(1.7)	(1.7)	(1.7)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	316.0	398.7	453.8	465.4	462.1
Core net profit	316.1	353.0	453.8	465.4	462.1
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	89.3	76.4	83.5	155.9	339.2
Accounts receivable	496.7	642.4	716.5	731.0	731.3
Inventory	18.3	25.8	30.3	30.9	30.5
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	300.7	493.6	682.4	857.3	921.6
Intangible assets	20.0	20.0	20.0	20.0	20.0
Investment in Associates & JVs	25.4	65.7	65.7	65.7	65.7
Other assets	933.2	1,215.6	1,215.6	1,215.6	1,215.6
Total assets	1,883.6	2,539.5	2,814.1	3,076.5	3,323.9
ST interest bearing debt	65.0	149.3	149.3	149.3	149.3
Accounts payable	169.5	179.7	198.4	200.8	199.0
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	95.6	293.8	213.8	133.8	53.8
Other liabilities	12.0	45.0	45.0	45.0	45.0
Total Liabilities	342.2	667.4	606.0	528.5	446.6
Shareholders Equity	1,547.1	1,876.0	2,210.2	2,548.5	2,876.0
Minority Interest	(5.6)	(3.9)	(2.1)	(0.4)	1.3
Total shareholder equity	1,541.4	1,872.1	2,208.1	2,548.1	2,877.3
Total liabilities and equity	1,883.6	2,539.5	2,814.1	3,076.5	3,323.9
CASH FLOW (MYR m)					
Pretax profit	320.8	404.4	460.1	471.8	468.4
Depreciation & amortisation	47.7	60.3	61.2	75.1	85.7
Adj net interest (income)/exp	3.8	9.0	11.8	9.2	6.3
Change in working capital	(256.2)	(112.2)	(60.1)	(12.6)	(1.7)
Cash taxes paid	(8.2)	(12.1)	(4.5)	(4.6)	(4.6)
Other operating cash flow	13.0	(34.4)	4.5	4.6	4.6
Cash flow from operations	112.6	302.8	468.5	538.8	554.2
Capex	(163.6)	(156.1)	(250.0)	(250.0)	(150.0)
Free cash flow	(51.0)	146.7	218.5	288.8	404.2
Dividends paid	(79.0)	(94.7)	(119.6)	(127.1)	(134.6)
Equity raised / (purchased)	239.7	49.3	0.0	0.0	0.0
Change in Debt	(5.0)	282.5	(80.0)	(80.0)	(80.0)
Other invest/financing cash flow	(250.1)	(396.8)	(11.8)	(9.2)	(6.3)
Effect of exch rate changes	(0.0)	0.0	0.0	0.0	0.0
Net cash flow	(145.4)	(12.9)	7.1	72.5	183.3



FYE 30 Dec	FY21A	FY22A	FY23E	FY24E	FY25E
Key Ratios					
Growth ratios (%)					
Revenue growth	36.6	(10.1)	22.1	3.5	0.1
EBITDA growth	24.4	14.5	24.6	4.3	0.8
EBIT growth	17.9	12.7	28.3	1.9	(1.3)
Pretax growth	19.3	26.1	13.8	2.5	(0.7)
Reported net profit growth	17.6	26.2	13.8	2.6	(0.7)
Core net profit growth	18.3	11.7	28.6	2.6	(0.7)
Profitability ratios (%)					
EBITDA margin	51.6	65.7	67.0	67.5	68.0
EBIT margin	45.0	56.4	59.3	58.4	57.6
Pretax profit margin	44.3	62.1	57.8	57.3	56.8
Payout ratio	30.7	26.6	26.4	27.3	29.1
DuPont analysis					
Net profit margin (%)	43.6	61.2	57.1	56.5	56.1
Revenue/Assets (x)	0.4	0.3	0.3	0.3	0.2
Assets/Equity (x)	1.2	1.4	1.3	1.2	1.2
ROAE (%)	23.4	23.3	22.2	19.6	17.0
ROAA (%)	19.2	16.0	17.0	15.8	14.4
Liquidity & Efficiency					
Cash conversion cycle	65.4	69.0	86.7	89.1	88.4
Days receivable outstanding	192.2	314.9	307.5	316.4	319.4
Days inventory outstanding	11.2	35.6	38.5	41.2	41.9
Days payables outstanding	138.0	281.5	259.3	268.5	272.9
Dividend cover (x)	3.3	3.8	3.8	3.7	3.4
Current ratio (x)	2.7	2.4	2.5	2.7	3.2
Leverage & Expense Analysis					
Asset/Liability (x)	5.5	3.8	4.6	5.8	7.4
Net gearing (%) (incl perps)	4.6	19.6	12.7	5.0	net cash
Net gearing (%) (excl. perps)	4.6	19.6	12.7	5.0	net cash
Net interest cover (x)	86.0	41.0	40.0	52.1	75.1
Debt/EBITDA (x)	0.4	1.0	0.7	0.5	0.4
Capex/revenue (%)	22.6	24.0	31.4	30.4	18.2
Net debt/ (net cash)	71.3	366.6	279.6	127.1	(136.2)

Source: Company; Maybank IBG Research



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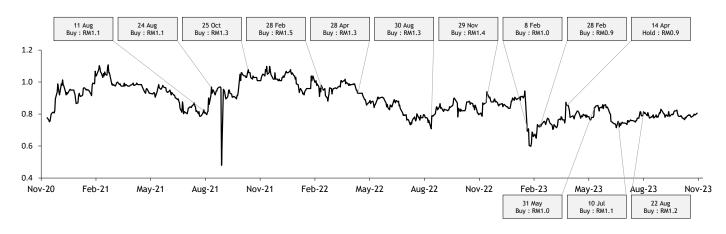
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------ My EG Services

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