

ITMAX System Bhd (ITMAX MK)

VO11 to double ITMAX's CCTVs in KL by 2025

BUY maintained with a higher TP of MYR4.25

The timing of DBKL's contract award of Variation Order 11 (VO11) was a positive surprise that will catalyse ITMAX's long-term earnings growth trajectory. We revise FY24-26E earnings by -8%/0%/+15%. Our PEG-derived TP (Fig. 1) is raised to MYR4.25 (+21%), after (i) rolling-forward valuation to FY25E (from FY24E), (ii) updating the regional peer mean to 1.4x (from 1.5x), and (iii) imputing for a higher 2Y CNP CAGR (FY24E-26E) of 30% (from a 3Y CNP CAGR [FY23-26E] of 21% previously).

5,000 new KL CCTVs to be installed by mid-2025

ITMAX announced on Friday it had secured VO11 from DBKL to install 5,000 additional CCTVs. VO11 has a tenure of 120 months, comprising a 12-month installation period followed by a 108-month subscription period. VO11 carries a contract value of MYR539.5m, equating to a monthly rental charge of MYR999 per CCTV. To recap, ITMAX currently deploys 5,000 CCTVs for DBKL (monthly rental: c.MYR1,350/unit) through to Dec 2029.

KL still behind regional neighbours in CCTV density

The VO11 contract award comes hot on the heels of the Deputy PM's comments last month [\[link\]](#) that it was imperative for KL to have *at least* 20K CCTVs for traffic monitoring and crime prevention. ITMAX expects to achieve the target of 20K CCTV installations in KL by 2028. We note that KL still lags its neighbouring ASEAN capital cities in terms of surveillance camera density with Bangkok/Singapore having c.77K/100K respectively.

Maiden Penang CCTV contract; revising estimates

Elsewhere, ITMAX also announced that it has secured its maiden smart city contract from Penang for the installation of 48 AI-enabled CCTV units for a period of 6 years. Although earnings are not expected to be meaningful in the near-term, contract awards to replace the existing c.1K analog CCTVs in the state could accelerate from 2025 onwards. Elsewhere, owing to potential timing delays in our Johor-related contract award forecasts, we trim FY24E by 8% and leave FY25E unchanged, but bump FY26E higher by 15%, to factor in contributions from VO11.

FYE Dec (MYR m)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue	107	150	186	253	313
EBITDA	72	95	125	168	207
Core net profit	43	64	77	104	131
Core EPS (sen)	4.2	6.2	7.5	10.1	12.7
Core EPS growth (%)	48.2	47.6	21.1	34.3	26.0
Net DPS (sen)	0.8	1.2	1.5	2.0	2.5
Core P/E (x)	33.7	28.8	46.3	34.5	27.4
P/BV (x)	5.1	5.5	9.0	7.4	6.1
Net dividend yield (%)	0.6	0.7	0.4	0.6	0.7
ROAE (%)	23.9	20.3	21.0	23.6	24.5
ROAA (%)	15.6	15.6	17.0	20.0	21.3
EV/EBITDA (x)	18.2	18.0	27.6	20.2	16.1
Net gearing (%) (incl perps)	net cash	net cash	net cash	net cash	net cash
Consensus net profit	-	-	84	104	114
MIBG vs. Consensus (%)	-	-	(7.8)	(0.0)	14.9

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BUY

Share Price	MYR 3.49
12m Price Target	MYR 4.25 (+22%)
Previous Price Target	MYR 2.65

Company Description

Itmax System Bhd. engages in providing video surveillance and analytics services.

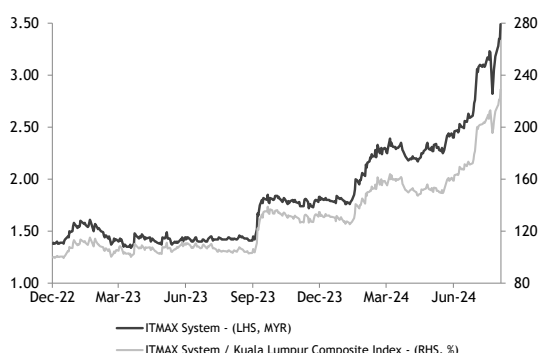
Statistics

52w high/low (MYR)	3.49/1.41
3m avg turnover (USDm)	1.8
Free float (%)	36.1
Issued shares (m)	1,028
Market capitalisation	MYR3.6B USD810M

Major shareholders:

Sena Holdings Sdn. Bhd.	53.2%
BINTI ZAINAL ABIDIN AFINALIZA	10.6%
Kenanga Investors Bhd.	2.9%

Price Performance



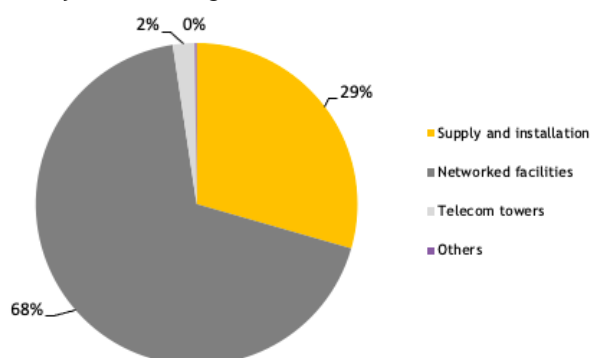
	-1M	-3M	-12M
Absolute (%)	15	54	146
Relative to index (%)	15	53	122

Source: FactSet

Value Proposition

- ITMAX provides a niche exposure in the *video surveillance and smart city* industry through its end-to-end smart solutions.
- Starting as an M&E contractor, ITMAX now provides enhanced smart city solutions supported by its technical expertise and extensive network infrastructure.
- The traffic/video surveillance industry in Malaysia is relatively nascent in comparison to other developed cities.
- ITMAX is pursuing clientele diversification through tendering for more non-DBKL contracts, while expanding its R&D capabilities to broaden its solutions to the market.

Revenue by business segment - FY23

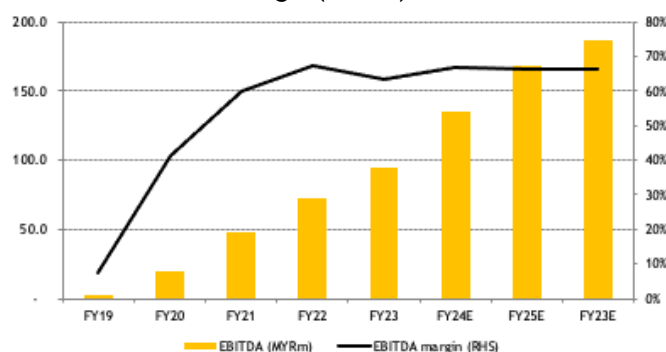


Source: Company

Financial Metrics

- ITMAX is growing its recurring revenue business through the increase in surveillance cameras under circulation. This provides a much higher operating margin in comparison to its supply & installation business.
- EBITDA margin was just 8% in FY19 but has since ballooned to 67% in FY22 and 63% in FY23 with increasing contributions from its higher margin recurring business.
- Free cash flow was in negative territory in FY20-21 as a result of incremental capex incurred to roll out the assets required for the network surveillance business. Free cash flow turned positive in FY22, aided by its recent IPO proceeds and we expect it to remain positive on the back of improving operating cashflow generation.

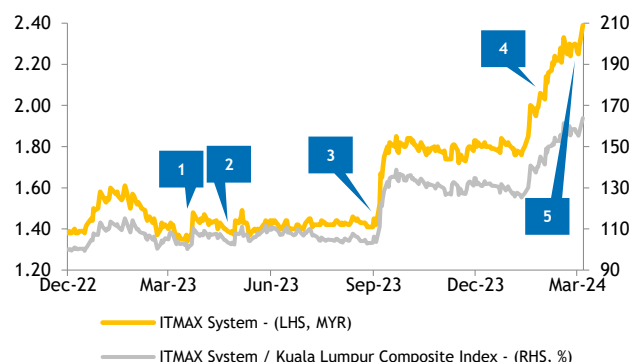
ITMAX's EBITDA and margin (MYR'm)



Source: Company

Price Drivers

Historical share price trend



Source: Company, Maybank IBG Research

- Received a 3-year, MYR57m contract extension for street lighting system in Kuala Lumpur.
- The state of Johor approved the acquisition of 1,500 smart CCTVs for installation in 3 major cities in the state.
- Receives first two LOAs for CCTV installation in Johor from MJB (Johor Bahru) and MBIP (Iskandar Puteri).
- Receives Variation Order 7 (VO7) from DBKL for street lighting replacement works.
- Awarded 4th LOA for Greater JB, completing clean sweep of contract award wins for the metropolitan area.

Swing Factors

Upside

- Continuous variation orders on its video surveillance contract with DBKL to add more cameras under circulation and AI features.
- Adoption of similar video surveillance solutions by other states and municipalities in Peninsular and East Malaysia.
- Roll-out of smart surveillance solutions for more commercial players.
- Stronger-than-expected orderbook replenishment across all its business segments.

Downside

- Loss of existing contracts with DBKL to another competitor.
- Higher-than-expected cost drag related to its expansionary initiatives.
- Significant reduction in DBKL's operating budget that may impede continuity of existing contracts, as well as potentially variation orders.

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Fig 1: ITMAX's TP Derivation based on PEG

FY25E EPS (sen)	10.1
Earnings 2Y CAGR 24-26E (%)	30.1
PEG ratio (x) - pegged to the regional peer median of 1.4x	1.4
Implied PER at FY25E (x)	42.1
Value per share (MYR)	4.25

Source: Maybank IBG Research

FYE 31 Dec	FY22A	FY23A	FY24E	FY25E	FY26E
Key Metrics					
P/E (reported) (x)	35.2	25.1	46.3	34.5	27.4
Core P/E (x)	33.7	28.8	46.3	34.5	27.4
P/BV (x)	5.1	5.5	9.0	7.4	6.1
P/NTA (x)	5.2	5.5	9.0	7.3	6.0
Net dividend yield (%)	0.6	0.7	0.4	0.6	0.7
FCF yield (%)	0.2	0.4	0.9	1.8	2.7
EV/EBITDA (x)	18.2	18.0	27.6	20.2	16.1
EV/EBIT (x)	16.5	57.6	32.4	23.3	18.4

INCOME STATEMENT (MYR m)

Revenue	107.3	149.7	186.3	253.2	313.3
EBITDA	72.4	94.6	124.6	168.4	207.2
Depreciation	(10.7)	(14.7)	(18.4)	(22.2)	(25.6)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	79.9	29.6	106.2	146.2	181.7
Net interest income /(exp)	(2.6)	3.2	0.8	1.9	3.6
Associates & JV	0.0	0.0	0.0	0.0	0.0
Exceptionals	(2.7)	(0.7)	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	56.3	82.4	107.0	148.2	185.2
Income tax	(15.7)	(19.2)	(26.7)	(37.0)	(46.3)
Minorities	0.0	0.0	(2.8)	(7.2)	(7.9)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	40.6	63.2	77.4	104.0	131.0
Core net profit	43.3	63.9	77.4	104.0	131.0

BALANCE SHEET (MYR m)

Cash & Short Term Investments	217.6	196.5	197.4	225.0	284.4
Accounts receivable	18.3	25.5	31.8	43.2	53.4
Inventory	8.4	13.9	15.7	20.3	24.4
Property, Plant & Equip (net)	127.3	172.6	214.3	252.1	286.5
Intangible assets	3.8	3.8	3.8	3.8	3.8
Investment in Associates & JVs	0.0	0.0	0.0	0.0	0.0
Other assets	16.5	16.5	16.5	16.5	16.5
Total assets	391.9	428.9	479.4	560.9	669.0
ST interest bearing debt	19.0	19.0	19.0	19.0	19.0
Accounts payable	15.8	16.4	17.2	23.3	28.8
LT interest bearing debt	56.5	41.5	26.5	11.5	1.5
Other liabilities	15.0	15.0	15.0	15.0	15.0
Total Liabilities	106.1	91.8	77.6	68.7	64.1
Shareholders Equity	285.8	337.1	399.0	482.2	587.0
Minority Interest	0.0	0.0	2.8	10.0	17.9
Total shareholder equity	285.8	337.1	401.9	492.2	604.9
Total liabilities and equity	391.9	428.9	479.4	560.9	669.0

CASH FLOW (MYR m)

Pretax profit	56.3	82.4	107.0	148.2	185.2
Depreciation & amortisation	10.7	14.7	18.4	22.2	25.6
Adj net interest (income)/exp	2.6	(3.2)	(0.8)	(1.9)	(3.6)
Change in working capital	(24.8)	(12.1)	(7.2)	(9.9)	(8.9)
Cash taxes paid	(8.5)	(19.2)	(26.7)	(37.0)	(46.3)
Other operating cash flow	4.7	0.7	0.0	0.0	0.0
Cash flow from operations	41.3	66.6	91.4	123.4	155.6
Capex	(39.0)	(60.0)	(60.0)	(60.0)	(60.0)
Free cash flow	2.3	6.6	31.4	63.4	95.6
Dividends paid	(8.0)	(12.6)	(15.5)	(20.8)	(26.2)
Equity raised / (purchased)	203.9	0.0	0.0	0.0	0.0
Change in Debt	(2.5)	(15.0)	(15.0)	(15.0)	(10.0)
Other invest/financing cash flow	(11.9)	0.0	0.0	0.0	0.0
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
Net cash flow	183.8	(21.1)	1.0	27.6	59.4

FYE 31 Dec	FY22A	FY23A	FY24E	FY25E	FY26E
Key Ratios					
Growth ratios (%)					
Revenue growth	34.5	39.5	24.5	35.9	23.7
EBITDA growth	51.3	30.7	31.7	35.1	23.1
EBIT growth	91.3	(63.0)	259.3	37.6	24.3
Pretax growth	37.6	46.3	29.8	38.5	25.0
Reported net profit growth	38.9	55.7	22.5	34.3	26.0
Core net profit growth	48.2	47.6	21.1	34.3	26.0
Profitability ratios (%)					
EBITDA margin	67.5	63.2	66.9	66.5	66.2
EBIT margin	74.5	19.8	57.0	57.7	58.0
Pretax profit margin	52.5	55.1	57.4	58.5	59.1
Payout ratio	20.3	19.5	20.0	20.0	20.0
DuPont analysis					
Net profit margin (%)	37.8	42.2	41.5	41.1	41.8
Revenue/Assets (x)	0.3	0.3	0.4	0.5	0.5
Assets/Equity (x)	1.4	1.3	1.2	1.2	1.1
ROAE (%)	23.9	20.3	21.0	23.6	24.5
ROAA (%)	15.6	15.6	17.0	20.0	21.3
Liquidity & Efficiency					
Cash conversion cycle	(165.1)	(5.7)	35.0	36.4	34.0
Days receivable outstanding	56.5	52.7	55.4	53.3	55.5
Days inventory outstanding	184.4	133.2	149.7	131.0	128.9
Days payables outstanding	406.0	191.6	170.0	147.9	150.5
Dividend cover (x)	4.9	5.1	5.0	5.0	5.0
Current ratio (x)	6.5	6.2	6.3	6.4	7.1
Leverage & Expense Analysis					
Asset/Liability (x)	3.7	4.7	6.2	8.2	nm
Net gearing (%) (incl perps)	net cash	net cash	net cash	net cash	net cash
Net gearing (%) (excl. perps)	net cash	net cash	net cash	net cash	net cash
Net interest cover (x)	30.4	na	na	na	na
Debt/EBITDA (x)	1.0	0.6	0.4	0.2	0.1
Capex/revenue (%)	36.4	40.1	32.2	23.7	19.2
Net debt/ (net cash)	(142.1)	(136.0)	(152.0)	(194.6)	(264.0)

Source: Company; Maybank IBG Research

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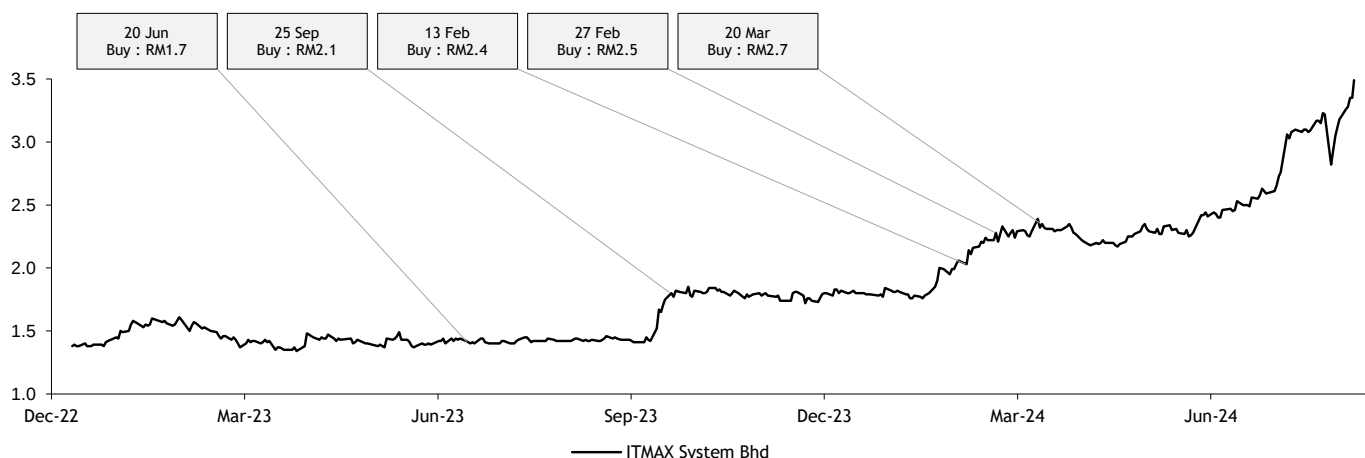
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