

2 March 2026

Technology | IT Infrastructure

OGX (OGX MK)

Building The Digital Backbone Of Local Enterprises

Fair Value (Return):	MYR0.51 (+47.%)
IPO Price:	MYR0.35
Closing Application Date:	2 March 2026
Indicative Listing Date	11 March 2026

- **MYR0.51 FV based on 15x FY27F (May) P/E.** OGX aims to raise MYR52.5m from its IPO to fund the purchase of its new headquarters, as well as for its East Malaysia expansion and brand portfolio growth. We project a 3-year (FY26–28F) revenue CAGR of c.26%, anchored to 5MFY26 annualised run-rate of c.MYR254m, and backed by c.MYR70m in confirmed purchase orders on hand (as of Jan 2026) as well as an indicative sales pipeline of MYR400–500m.
- **Established IT infrastructure specialist with 19 years in the industry.** OGX holds authorised distributorships for 18 globally recognised IT infrastructure brands, with a portfolio built over 19 years – distributorships are given by brand principals based on technical competency and market reach. Supported by 56 certified engineers, OGX offers system integrators (Sis) a one-stop platform across 23,700 stock-keeping units (SKUs) spanning network, cybersecurity, and data centre (DC) verticals, which are difficult to replicate.
- **Margin improvement intact despite near-term investment phase.** OGX is transitioning from a traditional network distributor into an integrated IT infrastructure solutions provider spanning networking, cybersecurity, and enterprise DCs. GP margins improved from 16.0% in FY23 to 21.9% in FY25, driven by a product mix shift towards higher-margin cybersecurity solutions and a large-scale government project. We forecast FY27 margin compression as the new headquarters, East Malaysia expansion, and security operations centre (SOC) costs are absorbed, before recovering in FY28F as operating leverage kicks in.
- **Growth anchored to structural tailwinds, not just physical expansion.** Malaysia's cybersecurity market is growing at a 17% CAGR, while government digitalisation mandates are accelerating enterprise IT refresh cycles, and artificial intelligence (AI) adoption is driving on-premise DC investment. OGX's JV with China's Data & Technology Co (DTCT) provides exclusive South-East Asia distribution rights for modular DC infrastructure, while its growing warranty and support base provides early recurring income visibility.
- **Valuation.** We ascribe 15x P/E to OGX's FY27F to arrive at an FV of MYR0.51. For peer comparison purposes, we selected companies involved in the IT infrastructure and technology solutions space listed on Bursa Malaysia, comprising Cloudpoint Technology (CLOUDPT MK, BUY, TP: MYR1.13), VSTECs (VST MK, NR), LGMS (LGMS MK, NR), Infomina (INFOM MK, NR), and Techstore (TECHSTOR MK, NR). The target valuation is at a slight premium to the market cap P/E of 14.4x, supported by OGX's projected high earnings growth over the forecast period.
- **Key risks:** i) Dependent on brand principals for the supply of IT infrastructure, ii) the absence of long-term contracts; and iii) unexpected delays or interruptions.

Analyst

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Company Description

OGX Group is a Malaysia-based authorised distributor and IT infrastructure solutions provider serving system integrators across network, cybersecurity, and enterprise data centre verticals.

IPO Details

Public Issue of new shares (m)	225.0
Shares outstanding (m)	750.0
Implied market cap	MYR578m

Major Shareholders (%)

Tan Ting Fong	35.7
Tan Suan Loong	34.3

Utilisation of IPO Proceeds

Business expansion	34.5
Repayment of bank borrowings	4.5
Working capital	8.5
Listing expenses	5.0

TOTAL 52.5

Additional Data

Listing Market	Ace Market
Bursa Code	0395

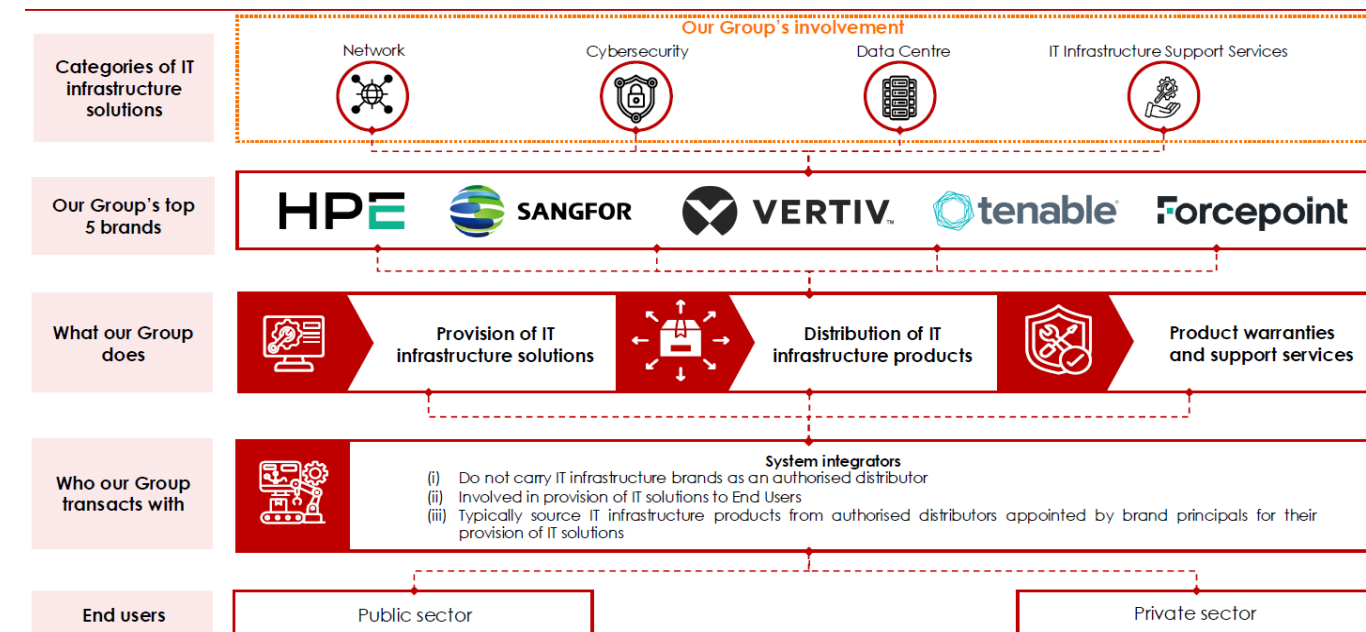
Forecasts and Key Data	May-24	May-25	May-26F	May-27F	May-28F
Total turnover (MYRm)	172.5	176.3	254.0	294.6	347.7
Gross Profit (MYRm)	28.4	38.6	52.1	64.8	78.6
Gross Profit Margin (%)	16.5	21.9	20.5	22.0	22.6
Net Profit (MYR)	8.1	15.3	21.2	25.7	31.2
Net Profit Growth (%)	118.2	89.7	38.3	21.6	21.4
EPS (sen)	1.4	2.6	2.8	3.4	4.2
P/E (x)	32.5	17.1	12.4	10.2	8.4
ROE (%)	26.0	41.0	18.3	19.0	20.1

Source: Company data, RHB

Company Overview

OGX is a Malaysia-based IT infrastructure solutions provider with 19 years of operating history. The group operates a brand-centric B2B channel model, serving as the critical intermediary between globally recognised brand principals and a network of SIs, who in turn deliver solutions to public and private sector end users. OGX's involvement spans three principal activities - the provision of IT infrastructure solutions, distribution of IT infrastructure products, and product warranties and support services with SIs as the sole transacting customer layer.

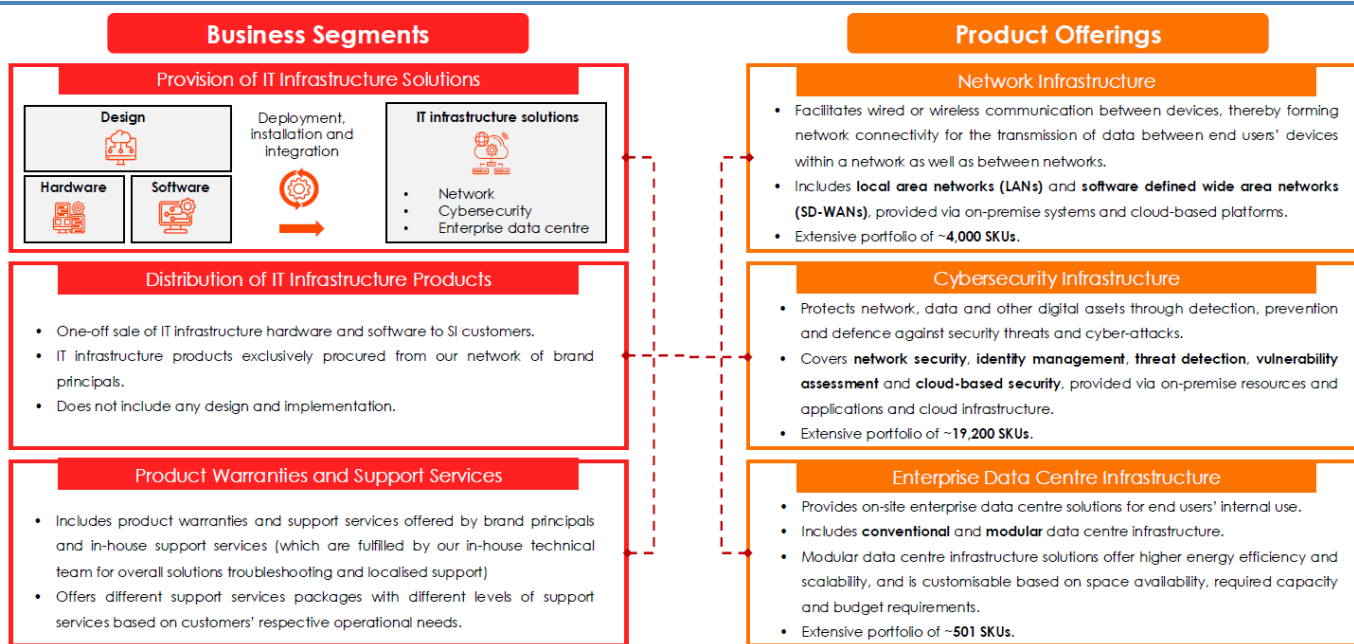
Figure 1: Business model



Source: Company data

OGX's three business segments map directly onto three product verticals: Network infrastructure, cybersecurity infrastructure, and enterprise DC infrastructure. The provision of IT infrastructure solutions is the core revenue driver, contributing 78-84% of revenue historically, encompassing end-to-end services including assessment, architecture design, proof of concept, deployment, and post-implementation integration.

Figure 2: Business segments and product offerings



Note: FPE refers to the 5-month financial period ended 31 Oct.
Source: Company data

The group's competitive advantage is anchored by its status as an authorised distributor for 18 globally recognised IT infrastructure brands. The top five revenue-contributing brands are HPE Aruba, Sangfor, Vertiv, Tenable, and Forcepoint. This breadth of authorised distributorships is difficult to replicate, as brand principals appoint distributors selectively based on technical competency, financial standing, and market reach, creating a meaningful entry barrier for potential competitors.

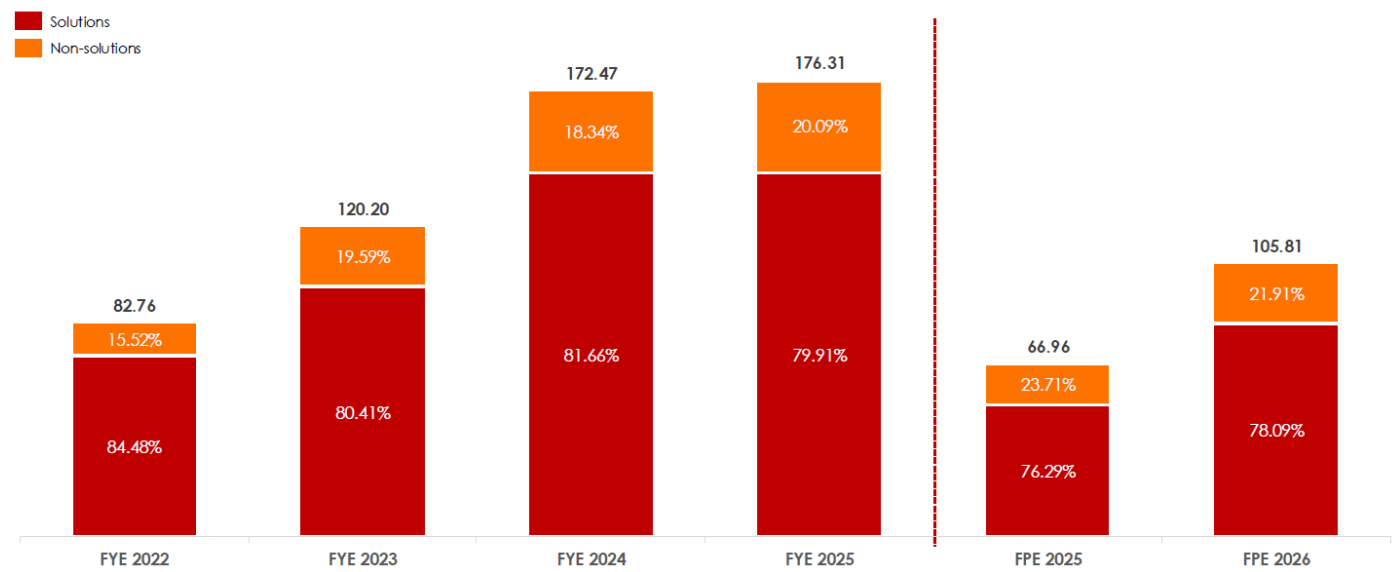
Figure 3: IT infrastructure brands



Source: Company data

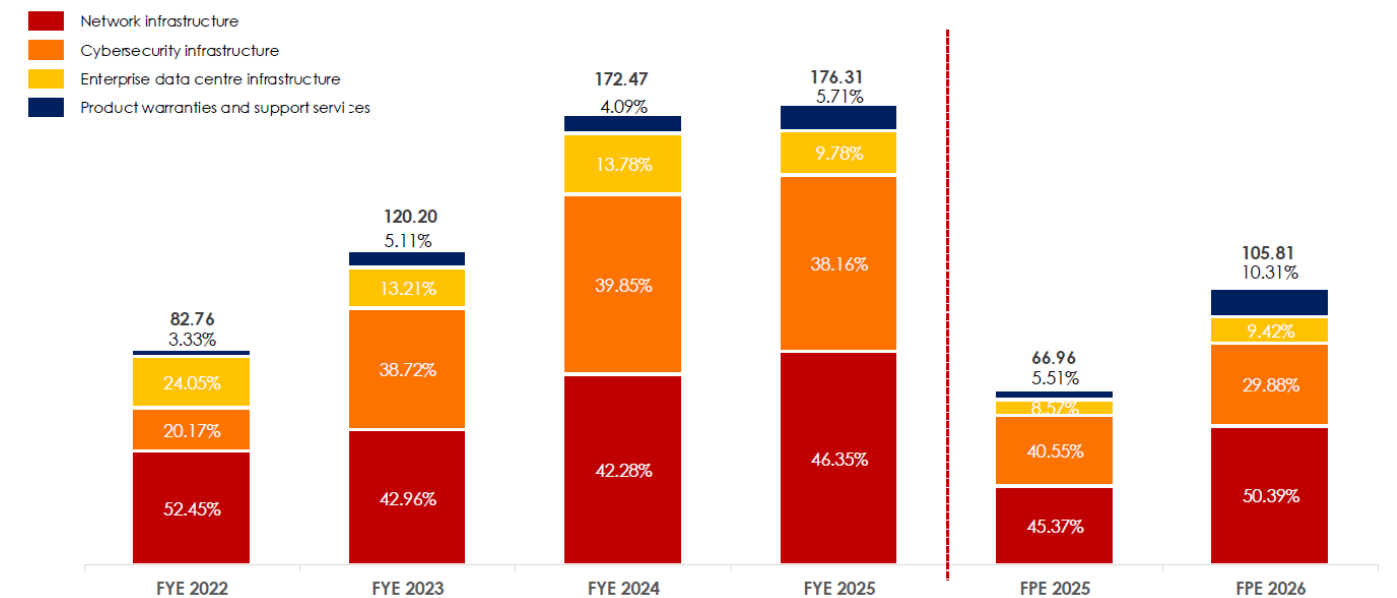
OGX's revenue has grown at a 3-year CAGR of 28.7% from MYR82.8m in FY22 to MYR176.3m in FY25. The solutions segment has consistently contributed at least 79% of total revenue throughout the review period, while the product mix has shifted progressively towards cybersecurity infrastructure, which expanded from 20.2% of revenue in FY22 to 38.2% in FY25 before moderating to 29.9% in 5MFY26 due to a higher base. Network infrastructure remained the largest single contributor at 50.4% of 5MFY26 revenue, while product warranties and support services reached a record 10.3%, reflecting growing demand for post-deployment managed support. Geographically, revenue remains concentrated in West Malaysia at c.95%, with East Malaysia representing a nascent but targeted growth opportunity. The group is supported by an in-house team of 56 certified IT engineers with staff turnover in the low single digits, underpinning consistent delivery quality across its SI customer base.

Figure 4: Revenue breakdown by business segments



Note: FPE refers to the 5-month financial period ended 31 Oct.
Source: Company data

Figure 5: Revenue breakdown by product offerings



Note: FPE refers to the 5-month financial period ended 31 Oct.
Source: Company data

Competitive strengths

OGX's authorised distributorship status for 18 IT infrastructure brands is its most defensible competitive advantage. Brand principals appoint distributors through a rigorous selection process evaluating technical competency, financial standing, and regional market reach which create a high barrier to entry that OGX has built over 19 years. This status grants OGX access to brand equity, preferential pricing, technical resources, and co-marketing support that independent resellers and smaller distributors cannot readily access.

Underpinning this is OGX's technical delivery capability. With 56 certified IT engineers, low single-digit staff turnover, and many employees tenured over 10-15 years, OGX can independently design and implement complex, multi-brand IT environments without heavy reliance on third-party outsourcing. This is the key differentiator that directly supports OGX's margin quality. This technical depth also enables OGX to serve as a value-added

partner to SIs that may excel in one vertical but lack expertise in another, deepening customer relationships and increasing switching costs.

Industry backdrop

Malaysia's IT infrastructure market is supported by several structural tailwinds. The domestic cybersecurity market is projected to grow at a CAGR of 17% through 2030, underpinned by the Cyber Security Act 2024 mandating compliance across 11 critical sectors and accelerating enterprise digitalisation. The Government's MyDIGITAL and Jalinan Digital Negara (JENDELA) initiatives are sustaining demand for network infrastructure upgrades across the public sector, while AI adoption is driving a new wave of on-premise DC investment as organisations prioritise latency management and data sovereignty. Against this backdrop, OGX's one-stop platform spanning network, cybersecurity, and DC verticals positions it to capture cross-vertical IT spending from its growing SI customer base.

Future Plans And Strategies

Acquisition of a new facility for its business expansion plans. OGX intends to acquire a new facility (either an industrial building within a commercial space or a commercial building) with a built-up area of at least 35,000sq ft in Subang Jaya or Shah Alam to support its business expansion plans. This new facility will serve as OGX's new headquarters, house its business operations, and act as a dedicated experience centre to showcase its IT infrastructure solutions and product offerings as well as warehouse operations. The relocation to the new facility will allow the group to scale up its operations and accommodate a larger workforce to better serve its existing and new SI customers. OGX is currently in the midst of identifying a suitable property that meets its operational requirements as at the latest practicable date (LPD), and expects to complete the acquisition of the new facility by 4Q26. Accordingly, the renovation of the new facility is expected to be completed by 1Q28, whilst the relocation from its Bukit Jelutong headquarters to the new facility is expected to take place in 2Q28.

Expansion of its portfolio of IT infrastructure brands. As part of its business expansion plans, OGX intends to expand its portfolio of IT infrastructure brands by pursuing additional authorised distributorships from established brand principals. This is in line with OGX's brand-centric model, where the ability to offer a diverse selection of recognised and reputable third-party IT infrastructure brands is a key competitive advantage in meeting the needs of its SI customers and their end users. With the expansion of OGX's portfolio of IT infrastructure brands, the group is able to offer a more comprehensive suite of IT infrastructure products, thereby enhancing its ability to support its SI customers in delivering complete and tailored IT infrastructure solutions to their end users.

Geographical business expansion into East Malaysia. OGX primarily serves customers within the West Malaysia region, with sales to customers in East Malaysia accounting for less than 6% of total revenue during the financial years and period under review. Hence, as part of its growth strategy to further expand its market presence in the IT infrastructure solutions industry in East Malaysia, OGX intends to set up a sales office in Kota Kinabalu, Sabah and in Kuching, Sarawak. This initiative is expected to strengthen its foothold in the East Malaysian market and broaden its customer base as OGX would be able to deliver timely and localised support to its SI customers across East Malaysia.

Expansion of enterprise DC infrastructure segment by leveraging on DTCT products. OGX intends to leverage on DTCT products to expand its suite of IT infrastructure solutions and products, further enhancing its offerings in the enterprise DC infrastructure segment to meet the growing market demand driven by accelerated digitalisation across various end-user industries. OGX's strategic tie-up with DTCT began when the group entered into a JV agreement with DTCT on 1 Mar 2025, where DTCT granted OGX the rights to market and distribute enterprise DC infrastructure products bearing the DTCT brand to OGX's SI customers across the South-East Asian region. The strategic tie-up via the JV agreement aligns with OGX's broader strategic objectives to diversify and strengthen its IT infrastructure product portfolio by offering a more comprehensive range of enterprise DC solutions under multiple reputable brands whilst expanding its geographical footprint.

Expansion into the managed IT services segment by establishing an in-house SOC. As part of the strategic initiatives to broaden its service offerings, OGX intends to venture into the managed IT services segment by establishing an in-house SOC to provide outsourced cybersecurity services, including centralised security monitoring, real time threat detection as well as incident analysis and response, aimed at strengthening organisations' resilience against evolving cybersecurity threats and supporting organisations in safeguarding their IT infrastructure.

Financial Overview And Valuation

Financial overview. OGX has delivered strong topline growth over the review period, with revenue expanding at a 3-year CAGR of 28.7% from MYR82.8m in FY22 to MYR176.3m in FY25. Growth was broad-based across all product verticals, though cybersecurity infrastructure was a standout contributor, growing from 20.2% of revenue in FY22 to 38.2% in FY25 as enterprise demand for security solutions accelerated. 5MFY26 revenue of MYR105.8m represents a 58.0% increase over the comparable 5MFY25 period's MYR67.0m, translating to an annualised run-rate of c.MYR254m and providing strong early visibility into its FY26F performance.

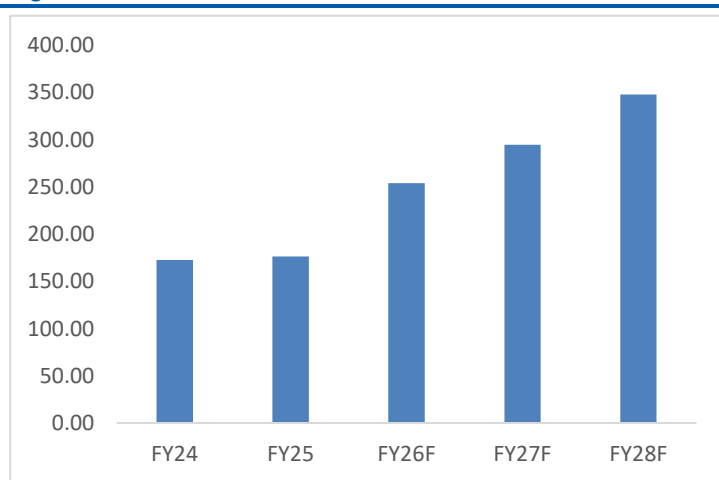
GP margins have trended consistently higher, improving from 16.0% in FY23 to 21.9% in FY25 and sustaining at 21.5% in 5MFY26. The improvement reflects two structural drivers: i) A progressive mix shift towards higher-margin cybersecurity solutions and product warranties, and ii) the normalisation of engineer utilisation following the completion of a large-scale government IT project in FY23–24. The project, which involved over 10,000 installation points across Malaysia, required significant third-party outsourcing that temporarily compressed margins.

At the net profit level, the group's earnings trajectory has been particularly impressive, with net profit growing at a 3-year CAGR of 104.4% from MYR1.8m in FY22 to MYR15.3m in FY25. Net profit margins improved from 2.2% in FY22 to 8.8% in FY25 and 8.6% in 5MFY26, reflecting the dual benefit of operating leverage on a growing revenue base and the margin normalisation described above.

Forecasts. We expect OGX to deliver revenue of MYR253.9m, MYR294.6m, and MYR347.7m for FY26F, FY27F, and FY28F respectively, representing a 3-year forward CAGR of c.26% from the FY25 base. FY27F growth moderates to 16%, reflecting new fixed cost absorption from the new headquarters acquisition, East Malaysia offices, and SOC build-out, before recovering to 18% in FY28F as operating leverage re-emerges.

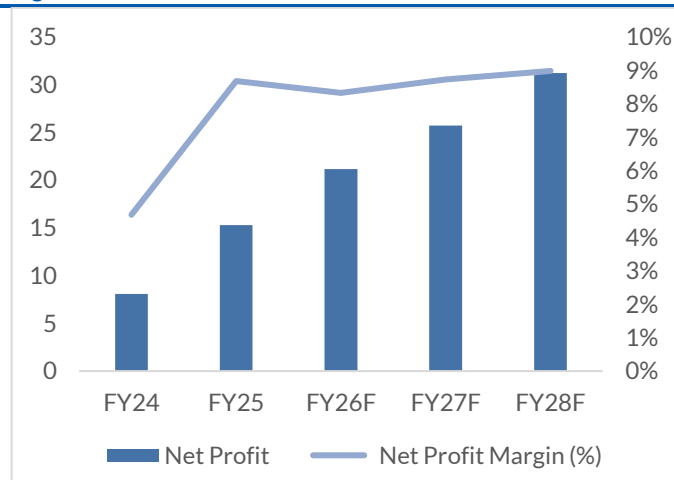
On margins, we forecast GP margin to expand modestly from 20.5% in FY26F to 22.0% in FY27F and 22.6% in FY28F, driven by a continued mix shift towards higher-margin cybersecurity and warranty services, yielding PAT of MYR21.2m, MYR25.7m, and MYR31.2m for FY26F, FY27F, and FY28F respectively.

Figure 6: Revenue trend



Source: Company data, RHB

Figure 7: PAT trend



Source: Company data, RHB

Valuation. We ascribe 15x P/E to OGX's FY27F EPS of 3.43 sen to arrive at an FV of MYR0.51. For peer comparison purposes, we selected companies involved in the IT infrastructure and technology solutions space listed on Bursa Malaysia, comprising Cloudpoint Technology, VSTECS, LGMS, Infomina, and Techstore.

The target valuation is at a slight premium to the market cap P/E of 14.4x, supported by OGX's projected high earnings growth over the forecast period, balanced against its smaller market cap of MYR262.5m, ACE Market listing status, project-based revenue, and execution risks on the DTCT and SOC build out.

Figure 8: Peer comparison

Company	FYE	Country	Price	Mkt Cap (MYRm)	PER (x)			Div. Yld (%)		ROE (%)		NP Growth (%)	
			Date (Local Currency)		Actual	1 Yr Fwd	2 Yr Fwd	1 Yr Fwd	1 Yr Fwd	1 Yr Fwd	2 Yr Fwd		
OGX	May	MA	0.35	262.50	17.10	12.40	10.20	2.50	18.30	38.30	21.60		
Cloudpoint Technology	Dec	MA	0.48	252.50	10.11	8.80	7.66	6.53	27.10	16.80	15.50		
VSTECS	Dec	MA	4.50	1,604.00	18.00	15.00	13.24	n.a	17.10	19.60	13.10		
LGMS	Dec	MA	1.05	234.80	19.07	16.09	n.a	n.a	12.20	19.80	n.a		
Infomina	May	MA	1.14	601.30	19.15	15.07	14.30	1.33	20.80	26.50	4.60		
Techstore	Dec	MA	0.26	132.50	12.50	12.50	8.33	n.a	n.a	14.00	17.90		
M.cap weighted					17.4	14.4	11.6						
Simple average					15.8	13.5	10.9						

Source: Bloomberg

IPO Details

Figure 9: Indicative IPO timeline

Opening of application	12 February 2026
Closing of application	2 March 2026
Balloting of applications	4 March 2026
Allotment of the IPO Shares to successful applicants	11 March 2026
Listing	12 March 2026

Source: Company data, RHB

Figure 10: Utilisation of IPO proceeds

	Estimated timeframe	MYRm	% of proceeds
Business expansion	Within 30 months	34.5	65.7
Repayment of bank borrowings	Within 3 months	4.5	8.6
Working capital	Within 12 months	8.5	16.2
Listing expenses	Within 1 month	5.0	9.5
Total		52.5	100.0

Source: Company data, RHB

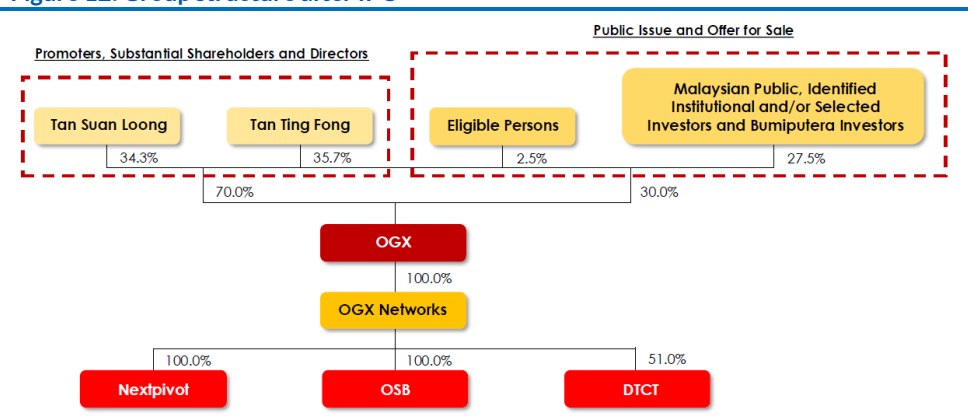
Figure 11: Offering structure

	No. of IPO shares	% of enlarged share base
Public issue of new shares:		
Malaysia public	37,500,000	5.0
Eligible persons via pink form allocations	18,750,000	2.5
Private placement to <i>selected investors</i>	75,000,000	10.0
Private placement (MITI)	18,750,000	2.5
	150,000,000	20
Offer for sale of existing shares:		
Private placement to <i>selected investors</i>	75,000,000	10.0
Total	225,000,000	30

Note: Based on an enlarged issued share capital of 750,000,000 shares post-IPO

Source: Company data

Figure 12: Group structure after IPO



Source: Company data

Key Risks

- i. Dependency on brand principals for the supply of IT infrastructure products;
- ii. Absence of long-term contracts with SI customers, limiting earnings visibility;
- iii. Customer concentration risk;
- iv. Execution risk on the DTCT JV ramp-up, East Malaysia expansion, and SOC build-out; and
- v. Technology obsolescence risk in a rapidly evolving IT infrastructure landscape.

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Trading Buy:	Share price may exceed 15% over the next 3 months, however longer-term outlook remains uncertain
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Take Profit:	Target price has been attained. Look to accumulate at lower levels
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