

Malaysia Ulasan Keputusan

26 Mei 2025

Kitaran Pengguna | Barangan Pengguna

Beli (Kekal)

0.40j/0.09j

MYR1.05 (+35%) Harga Sasar (Pulangan): Harga (Modal Pasaran): MYR0.78 (USD84.6j) Markah ESG: 2.9 (daripada 4)

Pusing Ganti Harian Purata (MYR/USD)

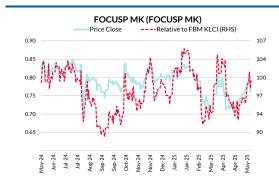
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Prestasi Saham (%)

	YTD	1b	3b	6b	12b
Mutlak	(3.7)	7.6	(1.9)	(4.3)	(6.1)
Relatif	2.8	5.3	1.6	(0.9)	(0.3)
Harga rendah/ting	ggi (MYR) 52 n	ninggu		0.71	-0.85



Sumber: Bloomberg

*Nota: Laporan terjemahan Bahasa Malaysia ini merupakan versi ringkas bagi laporan asal dalam bahasa Inggeris dan diguna pakai untuk menyampaikan maklumat sahaja. Penerima dinasihatkan untuk merujuk laporan asal dalam bahasa Inggeris untuk butiran lanjut, dan untuk penafian penyelidikan dan pendedahan rasmi. Walaupun laporan terjemahan Bahasa Malaysia disediakan, laporan asal dalam bahasa Inggeris hendaklah diberi keutamaan sekiranya sebarang persoalan tentang percanggahan ataupun dalam hal yang lain.

Pautan kepada laporan bahasa Inggeris:

Focus Point: 1Q25: Strong Kickoff To FY25; Keep BUY (26 Mei 2025)

Markah ESG Keseluruhan: 2.9 (daripada 4)

Markah E: 2.3 (BAIK) Markah S: 4.0 (CEMERLANG) Markah G: 3.0 (BAIK)

Sila rujuk analisis ESG pada halaman berikutnya

Saham bermodal kecil didefinisikan sebagai syarikat yang bermodal pasaran kurang daripada USD0.5bn.

Focus Point (FOCUSP MK)

1Q25: Permulaan Kukuh Untuk FY25; Kekal BELI

- Saranan BELI dan TP MYR1.05 kekal, potensi kenaikan harga saham 35% dan kadar hasil dividen kira-kira 5%. Keputusan 1Q25 yang dicatatkan Focus Point berjaya memenuhi jangkaan apabila mendapat sokongan daripada pertumbuhan jualan kedai yang sama (SSSG) yang kukuh dan margin untung kasar (GPM) semakin baik. Kami menyukai syarikat ini kerana usaha pengembangan operasi mantap, inisiatif-inisiatif pemasaran berkesan, dan penembusan berterusan ke dalam segmen optikal korporat, dan perniagaan F&B bertambah baik. Kami percaya nilai berdigit tunggal semasa saham ini menawarkan pendedahan menarik buat pelabur untuk memiliki $pegangan\,dalam\,syarikat\,peneraju\,pasaran\,yang\,kurang\,mendapat\,perhatian\,dengan$ nilai jenama kukuh dan asas kewangan perniagaan yang mantap.
- Menepati jangkaan. Untung bersih 1Q25 sebanyak MYR7.8j (+4.9% YoY) mencapai 21% dan 20% daripada ramalan sepenuh tahun kami dan konsensus. Kami menganggap keputusan ini menepati jangkaan berikutan jangkaan prestasi sukusuku berikutnya yang lebih kukuh akibat faktor-faktor bermusim. DPS sementara pertama sebanyak 1.75 sen (1Q24: 1.75 sen) diumumkan dengan tarikh tanpa dividen akan jatuh pada 9 Jun. Pengumuman ini menepati jangkaan yang ditetapkan.
- Ulasan keputusan. Secara YoY, hasil untuk 1Q25 menokok 6.8% kepada MYR72.9j, diperkukuh oleh pembukaan tiga buah kedai optikal baharu (jumlah: 202 kedai), sementara SSSG mencecah paras digit tunggal sederhana hingga tinggi. GPM untuk 1Q25 berkembang 1ppt YoY kepada 66.5%, dipacu oleh syarat-syarat kontrak yang lebih baik dengan para pembekal berikutan jumlah jualan optikal lebih tinggi, selain sumbangan lebih baik daripada Komugi. Untung sebelum cukai (PBT) untuk 1Q25 pula menaik 6.1% YoY kepada MYR10.6j, walaupun segmen F&B terjerumus dalam kerugian (-MYR0.7j berbanding -MYR0.1j pada 1Q24) akibat ketibaan awal bulan Ramadan. Secara QoQ, hasil 1Q25 jatuh 12.6% oleh sebab prestasi yang selalunya lebih lemah pada tempoh ini ekoran musim cuti panjang dan sambutan perayaan. Hasilnya, untung bersih 1Q25 susut 15% QoQ kepada MYR7.8j meskipun GPM meningkat 6ppt memandangkan kegiatan tawaran promosi harga dalam segmen optikal tidak lagi dibuat selepas 4Q24.
- Prospek. Focus Point bertujuan memperkukuh lagi nilai jenama menerusi ikhtiarikhtiar pemasaran berkesan, termasuk 10 acara jerayawara yang dirancangkan pada FY25. Kumpulan ini turut merancang untuk membuka 10 cawangan kedai optikal untuk memanfaatkan peluang di sebalik kenaikan populasi penduduk yang rabun jauh. Segmen pelanggan korporat optikalnya yang meningkat 73% YoY pada 1Q25, dijangka akan meneruskan momentum kukuh, dibantu oleh kebolehlihatan jenama lebih baik dan permintaan berkembang daripada majikan untuk menawarkan kelebihan optikal kepada tenaga kerja dalam menarik dan mengekalkan sumber bakat. Sementara itu, jualan F&B dijangka melantun selepas mencatat prestasi yang lazimnya lebih rendah semasa bulan Ramadan dan bulan bekerja yang lebih singkat pada Februari. Melihat ke hadapan, kumpulan ini sedang berbincang dengan beberapa bakal pelanggan korporat untuk meningkatkan penggunaan dapur pusatnya, dan merancang untuk membuka 3-4 cawangan baharu Komugi.
- Ramalan dan penarafan. Selepas keputusan diumumkan, kami kekalkan ramalan perolehan dan TP MYR1.05 yang diraih melalui DCF (diskaun ESG 2%) yang menandakan P/E sebanyak 12.9x untuk FY25F, atau +1SD daripada paras purata. Hal ini menyamai nilai yang diberi kepada saham runcit pengguna lain yang kami kaji.
- Risiko utama: Pelan pengembangan ditangguh dengan lama dan kehilangan pelanggan korporat penting dalam segmen F&B.

Forecasts and Valuation	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total turnover (MYRm)	261	293	327	356	384
Recurring net profit (MYRm)	33	33	37	42	46
Recurring net profit growth (%)	(9.2)	1.5	12.7	13.3	9.3
Recurring P/E (x)	10.93	10.77	9.56	8.44	7.72
P/B (x)	3.0	2.7	2.3	2.0	1.8
P/CF (x)	5.81	5.50	4.06	3.59	3.05
Dividend Yield (%)	3.9	4.5	5.2	5.9	6.5
EV/EBITDA (x)	3.86	3.79	3.49	2.79	2.22
Return on average equity (%)	27.4	26.2	25.9	25.8	24.9
Net debt to equity (%)	net cash				

Sumber: Data syarikat, RHB

Pelepasan Gas Rumah Hijau Dan ESG

Analisis trend		
na		

Emissions (tCO2e)	Dec-22	Dec-23	Dec-24	Dec-25
Scope 1	-	210	226	-
Scope 2	-	1,697	1,853	-
Scope 3	-	-	1,174	-
Total emissions	na	1,907	3,253	na

Sumber: Data syarikat, RHB

Perkembangan Terkini Mengenai ESG

Dengan mengembangkan skop pelaporan pelepasan karbon untuk merangkumi Skop 3 dan mempertingkatkan penjejakan data, Focus Point mengambil pendekatan menyeluruh untuk memahami impak terhadap alam sekitar.

Hal ini mencerminkan tekad berterusan Focus Point dalam mengamalkan ketelusan dan kepercayaannya bahawa tindakan yang kecil dan konsisten sama ada dalam mengurangkan penggunaan tenaga, atau memperbaik amalan perjalanan ke tempat kerja yang boleh menempa perubahan yang berkesan dan berkekalan.

Perincian Penilaian ESG

Markah ESG Keseluruhan: 2.9 (daripada 4)

Terakhir dikemas kini: 23 Mei 2025

Markah E: 2.3 (BAIK)

Dalam menyahut seruan usaha penyahkarbonan dan komitmen untuk mencapai ekonomi pelepasan gas sifar bersih, kumpulan ini sudah mempertingkat kecekapan tenaga dan mengurangkan jejak karbonnya. Ia sudah mula mendedahkan data pelepasan gas untuk FY23.

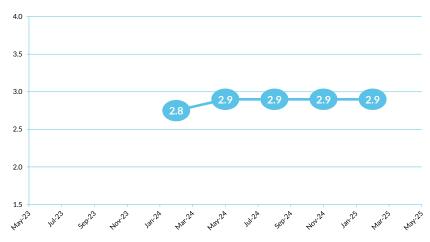
Markah S: 4.0 (CEMERLANG)

Kumpulan ini mengutamakan aspek kesihatan dan keselamatan dalam kalangan pekerja supaya dapat mengurangkan kemalangan yang tidak diingini semasa bekerja. Ia menjunjung tinggi hak asasi manusia, menyokong pembangunan bakat, dan meraikan kepelbagaian dan kerangkuman dalam tenaga kerja. Menerusi yayasan FOCUSP, pelbagai inisiatif kebajikan dijalankan dan ujian saringan penglihatan dan pemberian cermin mata disediakan kepada pelajar yang memerlukan.

Markah G: 3.0 (BAIK)

FOCUSP terus menjalankan tadbir urus korporat yang baik melalui dasar-dasar melibatkan peluang sama rata, antirasuah, perlindungan data peribadi, dan tatakelakuan. Ia mematuhi Kod Tabir Urus Korporat Malaysia (MCCG) dengan lembaga pengarahnya terdiri daripada 50% pengarah bebas dan memenuhi saranan komposisi pengarah wanita sebanyak 30%.

Penarafan ESG



Sumber: RHB



Jadual Kewangan

Asia	
Malaysia	
Kitaran Pengguna	
Focus Point	
FOCUSP MK	
Beli	
A !I - !	

Asas penilaian

DCF

Faktor pemacu utama

- i. Pengembangan cawangan kedai;
- ii. Populasi penduduk rabun jauh yang semakin ramai;
- iii. Pemulihan perolehan dalam perniagaan F&B.

Risiko utama

- i. Pelan pengembangan berdepan kelewatan besar;
- ii. Kehilangan pelanggan korporat penting untuk perniagaan F&B;
- iii. Persaingan.

Profil Syarikat

Focus Point merupakan pemain penting dalam industri optikal dan F&B di pasaran.

Financial summary (MYR)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Recurring EPS	0.07	0.07	0.08	0.09	0.10
DPS	0.03	0.04	0.04	0.05	0.05
BVPS	0.26	0.29	0.33	0.38	0.43
Return on average equity (%)	27.4	26.2	25.9	25.8	24.9

Valuation metrics	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Recurring P/E (x)	10.93	10.77	9.56	8.44	7.72
P/B (x)	3.0	2.7	2.3	2.0	1.8
FCF Yield (%)	15.0	14.2	19.0	22.3	25.8
Dividend Yield (%)	3.9	4.5	5.2	5.9	6.5
EV/EBITDA (x)	3.86	3.79	3.49	2.79	2.22
EV/EBIT (x)	7.46	7.34	6.49	5.59	4.81

Income statement (MYRm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total turnover	261	293	327	356	384
Gross profit	169	187	214	232	250
EBITDA	91	94	100	121	139
Depreciation and amortisation	(44)	(45)	(46)	(60)	(75)
Operating profit	47	48	54	60	64
Net interest	(5)	(5)	(5)	(4)	(3)
Pre-tax profit	40	44	49	56	61
Taxation	(10)	(11)	(12)	(13)	(15)
Reported net profit	30	33	37	42	46
Recurring net profit	33	33	37	42	46

Cash flow (MYRm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Change in working capital	(15.7)	(16.8)	(0.2)	(7.4)	(6.9)
Cash flow from operations	61.6	65.1	88.2	99.7	117.6
Capex	(7.9)	(14.2)	(20.0)	(20.0)	(25.0)
Cash flow from investing activities	1.1	(9.1)	(20.0)	(20.0)	(25.0)
Dividends paid	(13.9)	(16.2)	(18.7)	(21.2)	(23.2)
Cash flow from financing activities	(64.7)	(54.0)	(64.1)	(65.4)	(66.5)
Cash at beginning of period	54.0	39.4	38.5	42.6	56.9
Net change in cash	(2.0)	2.0	4.1	14.3	26.1
Ending balance cash	51.9	41.4	42.6	56.9	83.0

Balance sheet (MYRm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F	
Total cash and equivalents	39	39	43	57	83	
Tangible fixed assets	137	144	158	157	148	
Total investments	3	1	1	1	1	
Total assets	283	288	316	340	365	
Short-term debt	18	18	18	18	18	
Total long-term debt	17	17	17	17	17	
Total liabilities	165	153	162	165	167	
Total equity	118	135	154	175	198	
Total liabilities & equity	283	288	316	340	365	

Key metrics	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Revenue growth (%)	4.9	12.1	11.8	8.9	7.9
Recurrent EPS growth (%)	(9.2)	1.5	12.7	13.3	9.3
Gross margin (%)	64.9	63.8	65.3	65.1	65.1
Operating EBITDA margin (%)	34.8	32.0	30.6	33.9	36.2
Net profit margin (%)	11.6	11.3	11.5	11.9	12.1
Dividend payout ratio (%)	46.0	48.7	50.0	50.0	50.0
Capex/sales (%)	3.0	4.9	6.1	5.6	6.5
Interest cover (x)	7.65	7.54	8.38	9.34	10.00

Sumber: Data syarikat, RHB



Sekilas Pandang Keputusan

Rajah 1: Rumusan perolehan

FYE Dec (MYRm)	1Q24	4Q24	1Q25	QoQ (%)	YoY (%)	Comments
Revenue	68.3	83.5	72.9	(12.6)	6.8	Stronger sales despite earlier timing of Ramadan this year
Gross Profit	44.8	50.5	48.5	(3.9)	8.4	,
GP margin (%)	65.5	60.5	66.5	6.0	1.0	Stronger sales volume leading to better supplier terms
Adjusted EBITDA	22.2	25.0	23.2	(7.1)	4.8	
Adjusted EBITDA margin (%)	32.5	30.0	31.8	1.9	(0.6)	
Depreciation	(11.0)	(12.1)	(11.5)	(5.3)	4.6	
Adjusted EBIT	11.2	12.9	11.8	(8.8)	4.9	
EBIT margin (%)	16.4	15.5	16.1	0.7	(0.3)	
Interest Income	0.4	0.4	0.4	(12.9)	(14.5)	
Interest Expense	(1.6)	(1.7)	(1.7)	0.8	5.0	
Share of associate	0.0	0.1	0.1	47.4	220.0	
EI/Others	(0.1)	0.0	0.1	775.0	N.m.	
Reported PBT	10.0	11.7	10.6	(9.4)	6.1	
Tax	(2.6)	(2.5)	(2.7)	8.5	4.5	
Effective tax rate (%)	26.1	21.4	25.7	4.2	(0.4)	
Net Profit	7.4	9.2	7.9	(14.3)	6.6	
Core Profit	7.5	9.2	7.8	(15.0)	4.9	Within expectations
Core net margin (%)	10.9	11.0	10.7	(0.3)	(0.2)	

Sumber: Data syarikat, RHB

Rajah 2: Perolehan mengikut segmen

FYE Dec (MYRm)	1Q24	4Q24	1Q25	QoQ (%)	YoY (%)	Comments
Revenue						
Optical and related products	56.8	70.5	61.1	(13.4)	7.4	Store expansion and solid SSSG
Food and beverage	10.4	12.0	10.9	(9.4)	5.1	Better performance from Komugi outlet offsetting slower sales from corporate customers due to lesser orders during the Ramadan period
Others	1.1	1.0	1.0	5.4	(9.4)	lesser orders during the Namadam period
Total	68.3	83.5	72.9	(12.6)	6.8	
РВТ						
Optical and related products	9.9	12.0	11.6	(3.0)	17.4	Supported by solid sales momentum and GPM expansion
Food and beverage	(0.1)	0.4	(0.7)	N.m.	534.2	Dragged by lower sales from corporate customers
Others	0.2	(0.7)	(0.2)	(64.5)	N.m.	
Total	10.0	11.7	10.6	(0.1)	0.1	
PBT Margin						
Optical and related products	17.4	17.0	19.0	2.0	1.6	
Food and beverage	(1.1)	3.3	(6.8)	N.m.	(5.7)	
Others	21.9	(71.5)	(24.1)	47.4	N.m.	
Total	14.7	14.0	14.6	0.6	(0.1)	

Sumber: Data syarikat, RHB



Kitaran Pengguna | Barangan Pengguna

Ra	iah :	3: P	eni	laiar	DCF

FYE Dec	FY25F	FY26F	FY27F	FY28F	FY29F	FY30F	FY31F	FY32F	FY33F	FY34F
EBIT	54	60	64	68	72	76	79	82	85	88
EBIT*(1-tax rate)	42	47	50	52	55	57	58	60	61	61
Add: D&A	4	4	4	5	5	6	6	7	8	9
Less: WC investments (WC Inv)	0	-7	-7	-7	-7	-8	-8	-9	-9	-10
Less: Fixed investments (FC Inv)	-20	-20	-25	-25	-30	-30	-35	-35	-35	-35
FCFF	26	23	22	25	22	24	21	23	25	26
Disc. FCFF	25	21	19	20	17	17	14	15	15	15
Terminal value at T=10	548									
PV of terminal value	313									
NPV	177									
Less Debt	4									
Less Minority Interest	0									
Equity Value of Firm	495									
ESG premium/discount	-2%									
Fair Value per share	1.05									
Implied FY25F P/E	12.9	•								
Rf	4.0%									
Beta	0.3									
Risk premium	7.7%									
Rm	11.7%									
TG (%)	1.0%									
CoE	6.1%									
CoD	4.0%									
WACC	5.8%									

Sumber: RHB

Carta Saranan



Date	Recommendation	Target Price	Price
2025-02-26	Buy	1.05	0.75
2025-02-26	Buy	1.05	0.75
2024-08-23	Buy	1.20	0.80
2024-08-22	Buy	1.20	0.80
2024-05-24	Buy	1.12	0.82
2024-02-23	Buy	1.02	0.76
2024-02-07	Buy	1.02	0.70
2021-10-29	Not Rated	na	0.55

Sumber: RHB, Bloomberg



26 Mei 2025

Kitaran Pengguna | Barangan Pengguna

Sila rujuk glosari sebagai panduan am bagi terjemahan yang disediakan:

Glosari Penyelidikan

Glosari Sektor

Glosari Alam Sekitar, Sosial dan Tadbir Urus (ESG)

Glosari Perbankan Islam

Panduan RHB untuk Penarafan Pelaburan

Beli: Harga saham mungkin melebihi 10% dalam 12 bulan seterusnya

Beli Jangka Pendek: Harga saham mungkin melebihi 15% dalam 3 bulan seterusnya, tetapi prospek jangka panjang kekal tidak menentu.

Neutral: Harga saham mungkin jatuh dalam julat +/-10% dalam 12 bulan
Ambil Untung: Harga sasar sudah tercapai. Sedia untuk kumpul pada aras lebih rendah.
Jual: Harga saham mungkin jatuh lebih daripada 10% dalam 12 bulan seterusnya

Tiada saranan: Saham di luar lingkungan kajian biasa



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Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however longer-

term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

 Take Profit:
 Target price has been attained. Look to accumulate at lower levels

 Sell:
 Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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