

# Singapore Trading Idea

Industrials | Manufactured Goods

# **Aztech Global** (AZTECH SP)

# **Enhancing Production Capabilities To Drive Growth**

- Riding on the rapid growth of the IoT trend. Aztech Global offers exposure
  to the growing IoT segment, which includes machine-based intelligence, inbuilt monitoring and connectivity to consumer and commercial devices –
  areas that are growing rapidly due to the increasing number of active
  connected endpoints. AZTECH is trading at an attractive a 7.6x FY23 P/E,
  and offers a c.8% yield.
- Re-visit to the Pasir Gudang plant. Since our last visit to AZTECH's Pasir Gudang plant in Johor last year, most of its production lines located in China's Dongguan plant and Gelang Patah in Johor, Malaysia, have now shifted to its Pasir Gudang plant. The group is now experiencing higher utilisation rates c.50% at the Pasir Gudang plant. The plant now boasts of 12 surface mount technology (SMT) lines, 30 assembly and test lines, one new product introduction (NPI) line, five manual insertion lines, 16 plastic injection lines and five packaging lines. Utilisation is healthy, with 12 of 16 SMT lines currently in use during our recent visit. More automation and productivity enhancement have also gotten underway with digital production planning and monitoring systems now installed at the Pasir Gudang plant, eliminating manual tracking of production plans. Currently, as many as nine lines are dedicated to producing monitoring products for its key customer. Production yield is high, at over 97%. It is also automating some of its manpower processes in the production line for some future headcount savings.
- Positive growth outlook for IoT. According to market insight and strategic business intelligence firm IoT Analytics, there will likely be more than 40bn IoT connections by 2030. The number of connected IoT devices in 2023 was 16.6bn (+15% YoY), and is expected to surge 13% YoY to 18.8bn by the end of this year.
- Strengthening capabilities to drive growth. 1H24 earnings were SGD46.7m (+8.7% YoY) on the back of SGD373m (-4% YoY) revenue, dragged by lower sales to Europe and lower 1Q24 production in China led by snowstorms. Its orderbook is robust, at SGD304m as of 30 Jul with the majority to be realised as revenue by the end of FY24. It declared an interim DPS of 5 SG cents, amounting to an 83% payout ratio. Growth for AZTECH will be driven by better competencies in R&D, higher capabilities in manufacturing such as setting up of plastic injection machines, and new product activities from new and existing customers. These include new health care technology products which are under preparation for commercial production.
- Valuation and key risks. AZTECH currently trades at 7.6x FY23 P/E, and has a net cash of SGD0.36/share. Key risks include high customer concentration from its key customer (>80% of 1H24 sales).

Forecasts and Valuation	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
Total turnover (SGDm)	429	484	624	820	896
Recurring net profit (SGDm)	47	60	71	113	105
Recurring net profit growth (%)	164.5	26.3	18.3	59.8	(6.6)
Recurring P/E (x)	13.49	10.68	9.95	6.93	7.55
P/B (x)	28.1	15.3	2.6	2.8	2.3
P/CF (x)	15.28	21.79	16.50	7.20	8.74
Dividend Yield (%)	4.1	8.8	3.0	6.3	7.8
EV/EBITDA (x)	9.85	8.20	5.84	4.15	4.38
Return on average equity (%)	119.7	173.3	44.5	23.3	31.8
Net debt to equity (%)	net cash	51.8	net cash	net cash	net cash

Source: Company data, RHB

# Not Rated

 Target Price (Return):
 N/A

 Price:
 SGD1.03

 Market Cap:
 USD610m

 Avg Daily Turnover (SGD/USD)
 0.93m/0.71m

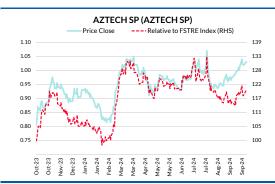
#### Analyst

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#### **Share Performance (%)**

	YTD	1m	3m	6m	12m
Absolute	10.8	7.3	1.0	4.6	25.6
Relative	12.5	4.1	(12.5)	(3.9)	18.2
52-wk Price lo	0.82	-1.07			



Source: Bloomberg



# **Financial Exhibits**

Asia	Financial summary (SGD)	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
Singapore	Recurring EPS	0.08	0.10	0.10	0.15	0.14
ndustrials	DPS	0.04	0.09	0.03	0.06	0.08
Aztech Global	BVPS	0.04	0.07	0.39	0.37	0.45
AZTECH SP Not Rated	Return on average equity (%)	119.7	173.3	44.5	23.3	31.8
	Valuation metrics	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
Valuation basis	Recurring P/E (x)	13.49	10.68	9.95	6.93	7.55
N/A	P/B (x)	28.1	15.3	2.6	2.8	2.3
Mary duitreus	FCF Yield (%)	5.5	2.9	5.4	13.6	10.9
Key drivers Global demand growth for IoT devices, data	Dividend Yield (%)	4.1	8.8	3.0	6.3	7.8
communication products, and smart lighting solutions.	EV/EBITDA (x)	9.85	8.20	5.84	4.15	4.38
	EV/EBIT (x)	11.37	9.19	6.58	4.42	4.69
Key risks	27/2511 (7)	11.07	7.27	0.00	2	
High customer concentration risks.	Income statement (SGDm)	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
Company Profile	Total turnover	429	484	624	820	896
Aztech Global is a is a provider of one-stop design and	Gross profit	122	138	155	205	212
manufacturing services for IoT devices, data-	EBITDA	64	80	91	143	133
communication products and LED lighting that enable	Depreciation and amortisation	(9)	(9)	(10)	(9)	(9)
technological connectivity, with core strengths in R&D,	Operating profit	56	72	81	134	124
design, engineering, and manufacturing.	Net interest	(1)	(O)	(O)	1	6
	Pre-tax profit	55	67	85	81	124
	Taxation	(8)	(11)	(11)	(14)	(24)
	Reported net profit	47	56	74	67	100
	Recurring net profit	47	60	71	113	105
	Cash flow (SGDm)	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
	Change in working capital	(26.6)	(46.1)	6.7	(4.5)	(37.1)
	Cash flow from operations	41.7	29.2	42.5	108.4	91.0
	·	(6.4)			(2.2)	
	Capex	(7.8)	(11.0)	(4.7)		(4.3)
	Cash flow from investing activities	(26.3)	(10.7)	(4.1)	(34.4)	(6.2)
	Dividends paid		(41.0)	(15.3)	(61.8)	(34.7)
	Cash of hasing activities	(33.0)	2.0	133.6	(84.8)	(31.5)
	Cash at beginning of period	11.3	14.3	11.5	201.5	196.0
	Net change in cash Ending balance cash	1.0 12.5	20.5 34.8	172.0 183.8	(10.8) 188.5	53.3 250.9
	Balance sheet (SGDm)  Total cash and equivalents	Dec-19 14	Dec-20 11	Dec-21 202	<b>Dec-22</b> 196	Dec-23 231
	Tangible fixed assets	22	29	27	26	45
	Total assets	161	300	518	541	597
	Short-term debt	10	29	12	1	4
	Total long-term debt	0	4	3	4	14
	Total liabilities	138	259	225	257	252
	Total equity	23	42	293	284	345
	Total liabilities & equity	161	300	518	541	597
	Voymetrics	Doc 10	Doc 20	Doc 24	Doc 22	D 00
	Key metrics Revenue growth (%)	Dec-19 23.6	Dec-20 12.9	<b>Dec-21</b> 28.9	Dec-22 31.4	<b>Dec-23</b> 9.3
	•					
	Recurrent EPS growth (%)  Gross margin (%)	164.5	26.3	7.4	43.6	(8.3)
	GLOSS MARSIM (26)	28.4	28.5	24.9	25.0	23.6
	- · ·	450	4//	445	474	440
	Operating EBITDA margin (%)	15.0	16.6	14.5	17.4	14.8
	Operating EBITDA margin (%) Net profit margin (%)	11.0	11.5	11.9	8.2	11.2
	Operating EBITDA margin (%)					14.8 11.2 61.7 0.5

Source: Company data, RHB



114.9

61.0

61.8

119.1

144.3

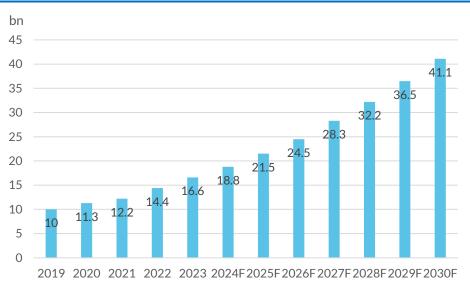
Interest cover (x)

## **Investment Merits**

### Positive growth outlook for IoT connections and video surveillance market

**Expect more IoT device connections going forward.** According to market insight and strategic business intelligence firm IoT Analytics, there will likely be more than 40bn IoT connections by 2030. The number of connected IoT devices in 2023 was 16.6bn, (+15% YoY), and is expected to surge +13% YoY to 18.8bn by the end of this year. Growth going forward is forecasted at a 14% CAGR to 41.1bn from 2023 to 2030. We expect AZTECH, as a manufacturer of IoT devices, especially surveillance cameras, to benefit from the expected increase in global demand going forward.

Figure 1: Number of global active IoT connections (installed base) in billions



Source: IoT Analytics

Robust demand for surveillance cameras going forward. According to consultancy firm Research Nester, the global video surveillance market size in 2023 was over USD49bn and this is expected to grow by a 13.5% CAGR to over USD255bn in 2036. It estimates that the current market size in 2024 to be USD63bn. Growth is expected to be driven by an increasing crime rate and monitoring, especially in the US. It estimates that the hardware segment's market share will be c.60% in 2024-2036, with North America's share of the market at 39%. This bodes well for AZTECH, as it largely manufactures video surveillance cameras to North America customers.

#### Stronger customer orders and capabilities to drive growth

Strong orderbook and new customers to drive growth. AZTECH had SGD304m worth of orders as at 30 Jul 2024. It continues to ramp up new customer acquisitions, to drive growth. New customers secured include US-based companies providing smart baby monitoring, healthtech wearable & kitchen scrap management solutions, and a Singapore-based healthtech company dealing with respiratory monitoring devices. Its new Internet Protocol or IP cameras under the Vision Technology line of products are also expected to gain traction, as preschools are mandated to have surveillance cameras installed at their premises.

**Expect higher capacity and production going forward.** We expect higher utilisation rates ahead, from AZTECH's Malaysian plants. More customers are requesting for production to be outside of China, due to de-risking and overreliance on that country. Consequently, its Malaysia factories are likely to see increased demand and higher production levels. Capacity at the Pasir Gudang plant is also expected to expand in line with this trend, with plans already in place to ramp up its eight SMT lines in the near future. As such, we expect AZTECH's Malaysian plants to be well utilised going forward.

Strengthening capabilities to serve more customers. AZTECH is growing in its capabilities including R&D, manufacturing and technology. It has already increased its R&D headcount by 11% in 1H24 and has implemented the manufacturing execution system (MES) at its factory for better operational efficiency, production yield and product quality. It has set up plastic



injection machines at its Pasir Gudang plant which will expand its services to more customers. Mass production is expected to start in 3Q24. This will help it to provide higher integrated manufacturing solutions to more customers.

New products supplementing growth. AZTECH has already started commercial production for three health tech and consumer segment products. In the pipeline are five new products in the communication, consumer and health tech segments scheduled to achieve commercial production by year end. These will help to supplement growth going forward.

# **Valuation**

Trading at <1x PEG based on current growth momentum. AZTECH is expected to deliver a stronger 2H24 according to Bloomberg consensus EPS data. 1H24's EPS was 6 SG cents and Bloomberg consensus expects FY24F's EPS to be 13.8 SG cents, anticipating a slightly stronger 2H24. Based on Bloomberg data, the stock currently trades at c.6x FY24F P/E while EPS growth CAGR from FY23-26F is at 29% from 7.6 SG cents in FY23 to 16.3 SG cents in FY26F. This translates into an attractive PEG of <1x. We include Singapore listed technology players as peers, and AZTECH currently trades at a discount to its peer average of 22.2x based on FY24F P/E.

Figure 2: Peer comparison

Company	Market Cap (USDm)	Px Last	P/E (Act)	P/E (Yr1)	P/E (Yr2)	ROE (%)	Operating Margin (%)	Net Margin (%)	Dividend Yield (%)	Net Gearing (x)
Aztech Global	610	1.03	6.5x	6.0x	6.1x	31%	16%	13.8%	4.4%	Cash
Venture Corp	3,051	13.73	14.8x	14.1x	13.1x	10%	10%	8.9%	5.5%	Cash
AEM Holdings	329	1.37	n/a	45.7x	12.7x	(4%)	3%	(0.3%)	n/a	5.2%
UMS Holdings	578	1.06	14.4x	18.0x	15.1x	13%	23%	20.0%	5.3%	Cash
Nanofilm Technologies Int'l	428	0.86	79.2x	50.3x	21.4x	2%	2%	1.8%	0.8%	Cash
Frencken Group	429	1.31	17.2x	12.8x	11.2x	10%	8%	5.7%	1.7%	Cash
CSE Global	234	0.44	10.5x	12.2x	9.4x	11%	5%	3.1%	6.2%	48.5%
Valuetronics Holdings	201	0.64	9.9x	9.3x	8.7x	12%	7%	9.6%	3.5%	Cash
Grand Venture Tech	143	0.55	28.9x	19.6x	13.8x	5%	8%	5.0%	0.2%	30.9%
ISDN Holdings	107	0.31	33.3x	17.2x	12.4x	2%	8%	1.4%	0.9%	9.2%
		Average	26.0x	22.2x	13.1x	7%	8%	6%	3%	23%

Note: All forward data/forecasts are from Bloomberg consensus except for FRKN and VMS, Note 2: Data for companies not under RHB coverage is based on Bloomberg consensus. Source: Bloomberg, RHB

**Dividends.** AZTECH has paid out a minimum of 50% in earnings as dividends since its listing. In FY23, it declared a DPS of 8 SG cents, amounting to c.60% of earnings and 1H24's interim DPS was 5 SG cents at an 83% payout ratio. We expect it to maintain the dividend payout ratio at more than 50% of net profit, going forward.



# **Company Description**

**About AZTECH.** AZTECH provides one-stop design and manufacturing services for IoT devices, data communication products, and LED lighting that enable technological connectivity. The company's core strengths are in R&D, design, engineering and manufacturing.

Figure 3: Revenue by geography (FY23)

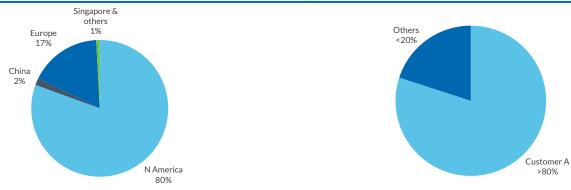
Figure 4: Revenue by product segment (FY23)



Source: Company data Source: Company data

Figure 5: Revenue by customer location (FY23)

Figure 6: Estimated revenue by customer



Source: Company data Source: Company data

**Key business segments.** AZTECH's two reportable segments are manufacturing, as well as distribution and trading.

The manufacturing segment manufactures electronic products to customers which includes related companies. Like most manufacturing companies, production is driven by customer orders and demand. New customer wins and new product launches will also help to improve utilisation of its production lines. Increasing manufacturing capabilities and scope of work into new industry segments and manufacturing processes can also drive new customer wins and increased orders.

The distribution and trading segment sells the electronic products to third party wholesalers, distributors and retailers. In 1H24, AZTECH's key customer contributed more than 80% of group sales.

Figure 7: Revenue by geography (FY19-23)

Figure 8: Revenue by segment (FY19-23)



Source: Company data

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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
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Not Rated: Stock is not within regular research coverage

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Analyst	Company
-	-



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