

# Malaysia Trading Idea

Information Technology | Technology Hardware & Software

# **Techstore** (TECHSTOR MK)

### Riding Malaysia's Rail And Digital Wave

- MYR0.40-0.52 FV is based on 16-21x FY25F P/E. Budget 2026's MYR12bn allocation for new rail lines, upgrades, and government technology (GovTech) digital initiatives bodes well for TechStore's growth prospects. Its tenderbook has surged to MYR1.67bn, reflecting strong traction in rail and public sector opportunities. The group's strategic push to lift recurring income beyond the current 30% enhances its long-term earnings resilience, too. Trading at just 11x FY26F and 9x FY27F P/E, TechStore remains one of the most undervalued system integrators among its peers.
- Healthy orderbook and margin recovery. TechStore's orderbook expanded to MYR119m as at 30 Jun from MYR109.1m as at 31 Mar, supported by robust post-listing replenishment of orders worth roughly MYR60m in 7M25. Of this, MYR55m is slated for recognition in 2H25, followed by MYR32m in FY26, MYR13m in FY27, MYR12m in FY28, and MYR5m in FY29- providing multi-year revenue visibility. Assuming a similar replenishment momentum into FY26, the group is on track to deliver record-high revenue. Meanwhile, better margins in 1H25 mark a reversal from previous declines, reflecting growing customer satisfaction and demand for its niche expertise. TechStore's proven track record in Malaysia's major rail infrastructure projects positions it well to secure recurring brownfield works from its past project portfolios - evidenced by its recent MYR7.7m job win for the Rapid Transit System (RTS)-related project, which it previously participated in.
- Record high tenderbook reinforces growth outlook. TechStore's tenderbook more than doubled QoQ to MYR1.67bn as at 30 Jun from MYR772m as at 30 Apr, reflecting strong traction in rail and public-sector ICT opportunities. Roughly half of the tenders are tied to mega rail infrastructure projects — including Prasarana-led works in the Klang Valley - some of which could exceed the value of its largest secured project to date, the MYR77m LRT3 automatic fare collection (AFC) contract. The group continues to expand its service scope within ongoing national projects such as LRT3 and RTS, while new catalysts include the MRT3 project (approved in July 2025) and upcoming large-scale opportunities in Johor and Penang.
- Recurring income builds earnings stability. In 2Q25, TechStore recognised MYR1.1m in pre-tax profit from a long-term leasing contract running until 2029, accounting for about 30% of quarterly PBT. As at 30 Jun, unbilled finance lease receivables stood at around MYR30m, ensuring multi-year income visibility. With nearly half of its tenderbook coming from publicsector contracts, management is actively pursuing similar leasing-based opportunities to further strengthen recurring revenue beyond the current c.30% contribution.
- Valuation. We derive a FV of MYR0.40-0.52 after assigning 16-21x P/E to TechStore's FY26F earnings, in line with the valuation we typically ascribe to system integrators. Key downside risks: Failure to replenish orderbook, delay in projects, slowdown in rail and public sector project flow.

Forecasts and Valuation	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total turnover (MYRm)	62	62	85	100	120
Recurring net profit (MYRm)	8	7	10	12	14
Recurring net profit growth (%)	11.3	(9.5)	36.5	29.8	15.9
Recurring P/E (x)	17.16	18.96	13.88	10.69	9.23
P/B (x)	4.1	3.4	1.8	1.5	1.5
P/CF (x)	16.93	298.42	na	12.53	11.90
Dividend Yield (%)	na	na	na	na	na
EV/EBITDA (x)	10.50	12.86	11.27	8.06	6.60
Return on average equity (%)	27.0	17.7	15.8	15.5	16.4
Net debt to equity (%)	net cash	60.8	27.8	11.6	net cash

MYR0.40-0.52 (+50-96%) MYR0.265

Not Rated

Price: Market Cap: USD31.4m Avg Daily Turnover (MYR/USD) 1.11m/0.26m

#### Analyst

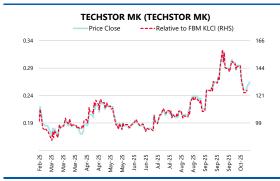
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Fair Value (Return):



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

	YTD	1m	3m	6m	12m
Absolute	0.0	(15.9)	32.5	23.3	0.0
Relative	0.0	(17.0)	27.5	16.0	0.0
52-wk Price low	//high (N	∕JYR)		0.17	-0.32



Source: Bloomberg

Small cap stocks are defined as companies with a market capitalization of less than USD0.5bn.



Source: Company data, RHB

## **Financial Exhibits**

Asia Malaysia Equipment Techstore TECHSTOR MK Not Rated

#### Valuation basis

16-21x P/E on FY26F EPS

#### Key drivers

- i. Solid track record in most mega rail projects;
- ii. Earnings visibility from orders in hand;
- iii. Great opportunities in rail and government technology tenders.

#### Key risks

- i. Single customer risk Setia Utama;
- ii. Failure to replenish orderbook;
- iii. Delay in projects;
- iv. Competition risk;
- v. Slowdown in rail and public sector tenders.

#### **Company Profile**

TechStore is a Malaysian IT company that sets up and maintains smart systems for public infrastructure — like train stations, immigration centres and government offices — covering things like security cameras, passenger info screens, ticketing systems, and IT automation. It also provides long-term maintenance services to keep these systems running smoothly.

Financial summary (MYR)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Recurring EPS	0.02	0.01	0.02	0.02	0.03
BVPS	0.07	0.08	0.15	0.17	0.18
Return on average equity (%)	27.0	17.7	15.8	15.5	16.4

Valuation metrics	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Recurring P/E (x)	17.16	18.96	13.88	10.69	9.23
P/B (x)	4.1	3.4	1.8	1.5	1.5
FCF Yield (%)	5.4	(0.3)	(12.1)	7.6	8.0
EV/EBITDA (x)	10.50	12.86	11.27	8.06	6.60
EV/EBIT (x)	10.95	13.71	12.19	8.74	7.13

Income statement (MYRm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total turnover	62.2	62.3	85.0	100.0	120.0
Gross profit	15.1	14.0	20.9	25.0	30.0
EBITDA	11.7	12.2	13.5	17.7	19.9
Depreciation and amortisation	(0.5)	(0.8)	(1.0)	(1.4)	(1.5)
Operating profit	11.2	11.4	12.5	16.3	18.4
Net interest	(0.7)	(1.8)	0.0	(0.0)	0.5
Pre-tax profit	10.5	8.7	11.6	16.3	18.9
Taxation	(2.8)	(2.4)	(2.8)	(3.9)	(4.5)
Reported net profit	7.7	6.3	8.8	12.4	14.4
Recurring net profit	7.7	7.0	9.5	12.4	14.4

Cash flow (MYRm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Change in working capital	(0.9)	4.7	(24.9)	(3.2)	(4.3)
Cash flow from operations	7.8	0.4	(15.1)	10.6	11.1
Capex	(0.6)	(0.8)	(1.0)	(0.5)	(0.5)
Cash flow from investing activities	(1.4)	(2.6)	(1.0)	(0.5)	(0.5)
Cash flow from financing activities	4.0	(2.2)	18.4	(0.0)	2.5
Cash at beginning of period	4.2	13.6	9.3	11.6	21.7
Net change in cash	10.4	(4.3)	2.3	10.1	13.1
Ending balance cash	13.6	9.3	11.6	21.7	34.8

Balance sheet (MYRm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total cash and equivalents	18.1	13.0	11.6	21.7	32.8
Tangible fixed assets	4.7	7.5	7.2	6.2	6.7
Total assets	64.1	109.4	135.3	154.4	162.6
Short-term debt	4.6	8.8	8.8	8.8	8.8
Total long-term debt	4.0	28.0	23.0	23.0	23.0
Total liabilities	31.5	70.2	62.8	67.6	73.9
Total equity	32.6	39.2	72.5	86.9	88.7
Total liabilities & equity	64.1	109.4	135.3	154.4	162.6

Key metrics	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Revenue growth (%)	47.3	0.1	36.5	17.6	20.0
Recurrent EPS growth (%)	11.3	(9.5)	36.5	29.8	15.9
Gross margin (%)	24.2	22.5	24.6	25.0	25.0
Operating EBITDA margin (%)	18.8	19.5	15.9	17.7	16.6
Net profit margin (%)	12.4	10.2	10.4	12.4	12.0
Capex/sales (%)	1.0	1.3	1.2	0.5	0.4
Interest cover (x)	15.2	6.4	27.6	23.8	29.0

Source: Company data, RHB



### **Financial And Valuation Overview**

**Financial overview.** In 2QFY25, TechStore's revenue rose to MYR20.8m, marking a 48.3% QoQ increase from MYR14.0m in 1QFY25, mainly driven by higher contributions from the design and implementation services segment due to the progressive completion of the Light Rail Transit (LRT) 3 AFC project. Group PAT surged 163.8% QoQ to MYR2.7m from MYR1.0m in the preceding quarter, supported by stronger revenue, higher financial income, and the absence of one-off MYR0.9m listing expenses.

For 1HFY25, TechStore recorded revenue of MYR34.8m, with approximately 72.3% contributed by the maintenance and support services segment — mainly involving supervisory control and data acquisition (SCADA) system maintenance, IoT module supplies, and surveillance system installations. The remaining 27.7% stemmed from design and implementation services. The group posted core PAT of MYR4.7m in 1H25, excluding a one-off MYR0.9m listing expense.

Earnings forecasts. We forecast a strong FY24-27F earnings CAGR of 27%, underpinned by its existing orderbook and a reasonable 20% win rate on its tenderbook. Earnings growth for FY25 are well supported by secured orders that are already expected to be recognised within the year, assuming no major project delays or margin compression. Seasonally, 2H tends to be stronger as clients typically utilise their budgets toward the year-end. Our topline and bottomline assumptions factor in continued high tender activity, driven by the rising demand for technology refresh projects in the public sector and greenfield rail developments. TechStore's solid track record with open payment systems across multiple rail projects also positions it favourably to secure a meaningful share of upcoming tenders. Any new contract wins will provide timely order replenishment for FY26 and beyond.

Valuation. TechStore is positioned as an IT system integrator within the ICT value chain, comparable to peers such as Cloudpoint (CLOUDPT, BUY, TP: MYR1.13), Infoline Tech, and Infomina, for which we typically ascribe P/Es of 16-21x. There are high barriers of entry for system integrators to be involved in rail infrastructure projects – these are mission-critical in nature and usually executed by international players like Thales and Indra. In the rail infrastructure segment, TechStore primarily competes with Go Hub Capital while, in public sector ICT projects, its scope of services overlaps with that of players like Infomina — both of which currently lack active research coverage. We view the valuation gap between Techstore and its peers as unjustified and assign a 16-21x P/E on TechStore's FY26F earnings. Our FV range of MYR0.40-0.52 is in line with the peer valuation range, where we ascribed P/E of 21x to Cloudpoint. The valuation implies a 15-30% discount from the Bursa Malaysia Technology Index's 2-year forward P/E of 24x, given its smaller market capitalisation. The valuation is justifiable on its recurring income ratio, expected active year-end news flow and large addressable market.

**Dividends and balance sheets.** We do not expect any dividend payments in the short term as the group channels its resources for performance bonds in tendering for large projects. The group has a healthy balance sheet, with the gearing ratio reduced to 0.52x as at 2Q25, from 0.96x in end-FY24. As at 30 Jun, the group has net cash of MYR6.78, with a healthy cash flow of MYR27.5m and net cash flow of MYR8m.



Figure 1: Revenue (FY22-27F)

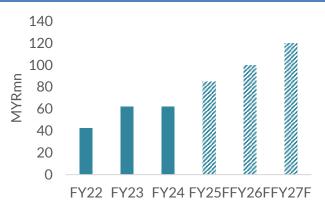


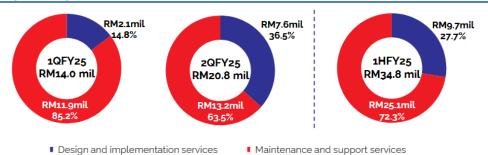
Figure 2: Profit after tax (FY22-27F)



Source: Company data, RHB

Source: Company data, RHB

Figure 2: Segmental revenue breakdown



Source: Company data

Company	Revenue 3-year CAGR	Net Profit 3-year CAGR	Gross Profit Margin	EBITDA Margin	Net Profit Margin	Net Gearing (Latest)	Trailing P/E (x)	Current Market Cap (MYRm)
TechStore	28.4%	0.92%	22.5%	19.5%	11.2%	Net Cash	12	133
Local peers (taken from pros	<u>pectus)</u>							
Censof	5.0%	-43.6%	35.8%	11.8%	2.8%	Net Cash	43.3	104.9
NexG	13.0%	19.8%	59.1%	45.3%	30.9%	Net Cash	12.1	1074.1
Go Hub Capital	24.7%	32.6%	56.4%	31.0%	14.2%	Net Cash	52.1	350.0
Infomina	28.9%	58.6%	28.6%	19.6%	14.7%	Net Cash	41.2	447.9
Iris Corp	51.5%	na	30.6%	19.8%	10.7%	Net Cash	8.6	212.1
Mesiniaga	-0.1%	-27.0%	na	-3.5%	-1.9%	Net Cash	Na	86.4
Microlink Solutions	10.9%	-19.1%	11.2%	-2.3%	-9.5%	16.1	Na	160.9
Pestec Internasional	-10.7%	-253.9%	na	-20.2%	-35.6%	212.3	Na	369.7
Willowglen MSC	15.2%	-219.0%	23.3%	2.2%	-9.1%	Net Cash	Na	126.0
Infoline Tec Group	75.2%	70.2%	46.7%	26.9%	17.2%	Net Cash	11.4	203.4
Cloudpoint Technology			26.0%	19.3%	14.1%	Net Cash	21.2	393.4
Mkt. Cap Weighted Avg.	14.4%	-45.2%	42.5%	21.4%	10.9%		27.0	523.5
Simple Avg.	17.3%	-71.5%	35.3%	13.1%	4.2%		30.0	313.5

Source: Bloomberg, RHB

Figure 4: Utilisation of IPO proceeds as at 30 Jun 2025

Purpose	Proposed Utilisation		Actual Utilisation	Balance to be Utilised
Utilisation of proceeds as at 30 June 2025	RM million	%	RM million	RM million
Working Capital	11.5	45.9	0.3	11.2
Repayment of bank borrowings	5.0	20.0	2.8	2.2
Recruitment of business development personnel	2.7	10.9	0.05	2.6
Capital expenditure	2.3	9.2	0.8	1.5
Estimated listing expenses	3.5	14.0	3.5	-
Total	25.0	100	7.5	17.5

Source: Company data

### **Company Overview**

Techstore provides enterprise IT services, namely in IT security and automation solutions to support its customers' operations. The group's track record since the commencement of business in 2011 has spanned several industries, and its solutions have been used in various types of operations such as factories, theme parks, government buildings, and more recently, public infrastructure. By integrating several key operational functions from command & control (C&C), surveillance, security, access, and communication, the group's solutions optimise the operations of its customers by. This is achieved by, amongst others, improving security, increasing efficiency, and empowering employees to better deliver necessary actions in a timely manner. The group's solutions allow the transformation and/or migration of customers' existing analogue systems to digital without overhauling existing systems.

Its solutions require communication with its customers to provide them with design, development, customisation, implementation, testing and integration of the solutions to meet application needs. It also provides its customers with maintenance and support services for the IT solutions that it delivers.

The group's revenue stream can be segregated into two segments:

- i. Design and implementation services (70% of FY24 revenue): The group's design and implementation segment focuses on delivering comprehensive enterprise IT security and automation solutions on a turnkey basis. It offers end-to-end services encompassing the design, development, customisation, installation, configuration, integration, implementation, testing, commissioning, and enhancement of IT systems tailored to client-specific requirements. Leveraging deep domain expertise, Techstore provides a broad suite of solutions including integrated command and control systems (ICCS), extra low-voltage (ELV) systems, physical security integrated management (PSIM), business video intelligence (BVI), electronic payment and operating systems (EPOS), integrated facility management (IFM), automatic fare collection (AFC), and electronic access control (EAC).
- ii. Maintenance and support services (30% of FY24 revenue). Its maintenance and support services segment provides ongoing technical assistance for IT hardware, software, and infrastructure, offered on a preventive, comprehensive, or reactive basis. Typically initiated during the defects liability period (DLP) following the implementation of new systems, this segment ensures continued functionality and reliability of deployed solutions. The DLP, which ranges 12-36 months, includes back-to-back warranties on all procured hardware and software used in client projects. Upon the expiry of the DLP, clients may opt for extended support through renewable annual service-level agreements (SLAs) or system maintenance agreements, tailored to customer needs. These agreements provide structured service scopes, fixed fees, and progressive software upgrades via a subscription model. Beyond routine maintenance, the Group also undertakes the sourcing and procurement of hardware and software—either to replace faulty components or to enhance existing systems.



### Small Cap Asean Research

27 October 2025

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TechStore maintains relationships with a network of international and local suppliers, and has been appointed as a distributor and reseller for established overseas brands such as GINA and Hikvision, ensuring access to high-quality, brand-certified technology components.

**Management team.** Techstore is led by an experienced and knowledgeable key management team.

- i. Managing Director Tan Hock Lim has more than 20 years of experience in the IT industry, and is responsible for the day-to-day operations. He oversees the strategic direction of the group.
- ii. Executive Director Mohd Fadzil bin Mohd Daud has more than 10 years of experience in the mechanical and electrical industry. He oversees the operational aspects of projects to ensure successful delivery.

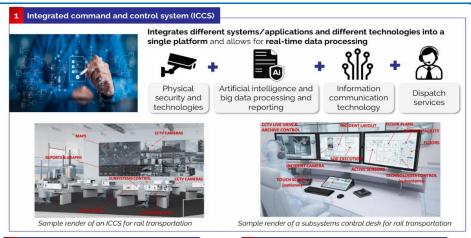
They are supported by other key senior management team members.

#### Figure 5: Key shareholders

Key Shareholders	Direct	%
Tan Hock Lim	275m	55.0%
Mohd Fadzil bin Mohd Daud	55m	10.9%

Source: Company data

#### Figure 6: Design and implementation services



### Extra low-voltage (ELV) systems



System operating on low voltages (e.g., telephones, video surveillance, access control system, public address (PA) system, computer networks and information displays)

### Physical security integrated management (PSIM)



- Integrate different types of security applications and devices into a single platform for real time monitoring
- Includes access control systems, CCTV, fire detection systems, intrusion detection systems, and security alarms

#### Business video intelligence (BVI)



- Real-time video surveillance systems to monitor visitor footfall, vehicles, crowds, surveillance and security
- Enables simplified searching through large amounts of video footage for incidents/

#### Electronic payment and operating systems (EPOS)



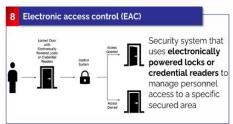
For theme parks and amusement parks, sports facilities, public transport ticketing systems, parking systems and other payment and operations management applications

### Integrated facility management (IFM)



Consolidate facility management (e.g., heating, ventilation, air conditioning, maintenance, electrical, fire safety) into a single system and management team





Source: Company data



Assessment of existing systems and determine the intended improvements to the system

Figure 7: Completed projects

# Proven IT expertise in the transportation sector









### **TECHSTORE**

#### LRT Kelana Jaya line

- ✓ Large screen projector system
- Operation control centre upgrade

### LRT Ampang line

- ✓ Control centre room upgrade
- ✓ Infotainment system upgrade

#### MRT Kajang line

- √ Telecommunications system
- ✓ On-board network video recorder solution for trains
- ✓ Video management system upgrade

#### RTS link between Singapore and Malaysia

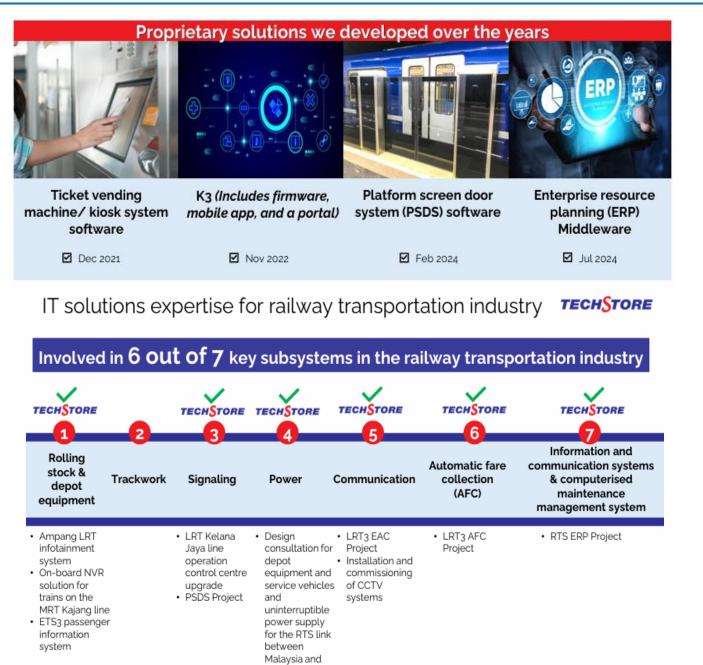
 Design consultation for depot equipment and service vehicles and uninterruptible power supply

No	Project*	Location	Contract amount	Contract period	Commencement date
			(RM mil)	ponoa	dato
1	Large screen projector system for LRT Kelana Jaya line extension	Selangor	2.3	13 months	Aug 2012
2	Integrated security management system for Prime Minister's residence	Federal Territory of Putrajaya	2.1	4 months	Jun 2013
3	Telecommunications system for MRT Kajang line	Selangor	17.0	51 months	Jul 2013
4	LRT Kelana Jaya line operation control centre upgrading works	Selangor	5.2	8 months	Mar 2015
5	Network video recorder for MRT Kajang line trains	Selangor	3.6	7 months	Mar 2015
6	LRT Ampang line extension control centre room (CCR) upgrade	Selangor	1.8	11 months	Mar 2015
7	Bus integrated system for bus line	Penang	18.0	15 months	Apr 2016
8	CCTV system for buses	Selangor	4.5	12 months	Dec 2017
9	LRT Ampang line infotainment system upgrade	Selangor	3.9	8 months	Aug 2019
10	Design consultation for depot equipment and service vehicles and uninterruptible power supply for the RTS link between Singapore and Malaysia	Selangor	2.2	24 months	Jun 2021
11	Engineering, procurement, construction and commissioning (EPCC) for development of a solar photovoltaic plant	Kedah	3.8	9 months	Mar 2023
12	Video management system upgrade for MRT Kajang line	Selangor and Kuala Lumpur	5.0	9 months	Aug 2023
13	ETS3 passenger information system (PIS) Project	Peninsular Malaysia	8.5	6 months	Dec 2023
*List o	of projects above RM1.5 million in contract value				

Source: Company data



Figure 8: Techstore's proprietary solutions and its expertise for railway transportation industry



Source: Company data

## **Key Risks**

- i. Single customer risk (ie Setia Utama);
- ii. Failure to replenish orderbook;
- iii. Delay in projects;
- iv. Competition risk;
- v. Slowdown in rail and public sector tenders.



Singapore

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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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