

Malaysia Results Review

27 February 2025

Construction & Engineering | Construction

Econpile Holdings (ECON MK)

Buy (Maintained)

On a Positive Trajectory; Stay BUY

Target Price (Return): MYR0.49 (+78%) Price (Market Cap): MYR0.28 (USD88.1m) ESG score: 2.7 (out of 4) Avg Daily Turnover (MYR/USD) 1.03m/0.22m

• Keep BUY, new MYR0.49 TP from MYR0.56, 78% upside. Econpile's 1HFY25 (Jun) core net profit of MYR2.2m missed estimates - making up only 38% and 13% of our and Street full-year projections. The negative deviation came from our initial revenue and margin assumptions being too optimistic. That said, we remain positive on its track record in infrastructure jobs vs other piling contractors, and like its undemanding valuation - the stock is

Analyst

Absolute

Relative

trading at 1.1x FY26F P/BV, or -1SD from the 10-year mean. • Results review. While ECON's 1HFY25 revenue declined by 35% YoY, its core profit of MYR2.2m for the same period pointed to a substantial improvement from the MYR14m core loss booked in 1HFY24. This was the result of billings from ongoing projects and successful remeasurements and

variation order claims from a previously completed project. GPM in 2QFY25

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YTD

(40.9) (32.1)

1m

(36.4) (31.7) (27.3)

3m

(29.5)



12m

(22.5)

6m

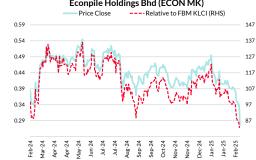
(27.8) (23.8) 0.28 - 0.55

(32.1)

was at 13.5% vs 6% in 1QFY25. ECON's outstanding orderbook stood at MYR421m as at end-1QFY25 (1x

Share Performance (%)

cover ratio), vs MYR304m a year ago. YTD FY25 new job wins amount to MYR186m (vs our earlier new job win target of MYR600m for FY25) – this	52-wk Price low/high (MYR)
includes piling works for condominiums, and mixed development commercial buildings. The group's c.MYR1bn tenderbook is made up of private and public	Econpile Holdings Bhd (ECON MK) Price Close Relative to FBM KLC
sector jobs.	0.59
We enticipate the positive momentum in private construction labe to	0.54



Source: Bloomberg

- We anticipate the positive momentum in private construction jobs to continue, with the overhang in residential properties down by 10.3% YoY in CY24 - indicating improved demand in the property market. Additionally, we view ECON as a beneficiary of the upcoming infrastructure contract rollouts, given its solid track record in railway- and highway-related projects (Figure 2). Potential rerating catalysts include faster-than-expected approvals or rollouts of the Penang LRT and Sungai Klang Link projects (worth MYR300-500m; total project costs: MYR8-10bn).
- As earnings missed estimates, we slash FY25-27F bottomlines by 13%, 14% and 13% by reducing our FY25F job replenishment assumption to MYR450m from MYR600m. Hence, we arrive at a new TP of MYR0.49 (from MYR0.56) which is pegged to a 2.2x target P/BV and includes a 6% ESG discount. Our target P/BV of 2.2x (+0.5SD from the 10-year mean) is justified, as it reflects ECON's role as a sub-contractor of big-ticket projects such as Mass Rapid Transit 2 (MYR180m) and LRT 3 (MYR208.7m). While our FY25-27F earnings reflect a growth vs the core losses incurred during FY22-24, our projections have yet to match levels seen in FY18, when core earnings were at MYR87m - which warrants us to continue using P/BV to value the stock.
- Downside risks: Slower-than-expected rollout of mega infrastructure projects and volatile building material prices.

Forecasts and Valuation	Jun-23	Jun-24	Jun-25F	Jun-26F	Jun-27F
Total turnover (MYRm)	376	418	463	558	583
Recurring net profit (MYRm)	(21)	(23)	5	11	14
Recurring net profit growth (%)	(50.9)	8.1	-	105.2	26.0
Recurring P/E (x)	na	na	72.32	35.25	27.97
P/B (x)	1.0	1.1	1.2	1.1	1.1
P/CF (x)	na	29.62	9.08	13.73	39.60
Dividend Yield (%)	na	na	na	na	na
EV/EBITDA (x)	351.81	na	20.97	15.60	13.70
Return on average equity (%)	(4.0)	(6.7)	1.5	3.2	3.9
Net debt to equity (%)	17.3	18.4	9.8	3.8	3.3

Source: Company data, RHB

Overall ESG Score: 2.7 (out of 4)

E Score: 2.7 (GOOD) S Score: 2.3 (GOOD) G Score: 3.0 (GOOD)

Please refer to the ESG analysis on the next page

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



Emissions And ESG

Trend analysis

ECON's Scope 1 GHG emissions decreased by 16% in FY24 vs FY23 levels, due to a shift in operational focus from machinery-intensive works to more labour-intensive tasks as demand for heavy equipment decreased. The increase in its Scope 2 GHG emissions is due to higher electricity consumption.

Emissions (tCO2e)	Jun-22	Jun-23	Jun-24	Jun-25
Scope 1	9,973	11,272	9,466	-
Scope 2	448	544	727	-
Scope 3	-	-	-	-
Total emissions	10,421	11,816	10,193	na

Source: Company data, RHB

Latest ESG-Related Developments

ECON actively adheres to the ISO 14001:2015 Environmental Management System standard and monitors the quality of air, noise, water discharges and vibration levels at selected project sites. This is to ensure compliance with regulatory limits as well as contractual requirements.

ESG Unbundled

Overall ESG Score: 2.7 (out of 4)

Last Updated: 26 Feb 2025

E Score: 2.7 (GOOD)

Econpile routinely conducts water quality sampling on the effluent discharged at project sites to ensure compliance with standards set by the Department of Environment. Monitoring results indicate that most parameters fall below or within limits set.

S Score: 2.3 (GOOD)

The company achieved zero loss-time injuries, and maintained zero fatalities in the financial year. Any reported cases are reviewed, and measures put in place to minimise the chances of future occurrences.

G Score: 3.0 (GOOD)

50% of Board members are independent directors, with full disclosure on remuneration (including salaries and bonuses on a named basis). The company has an external investor relations team and holds investor meetings regularly, embodying good transparency and disclosure practices.

ESG Rating History



Source: RHB



Small Cap

Asean Research

Financial Exhibits

Asia
Malaysia
Construction & Engineering
Econpile Holdings
ECON MK
Buy

Valuation basis

2.2x FY26F P/BV

Key drivers

Our revenue forecasts are most sensitive to changes in the implementation of various mega infrastructure as well as property development projects in Malaysia.

Key risks

- i. Slower-than-expected rollout of mega infrastructure projects;
- ii. Volatile material prices.

Company Profile

Econpile is a piling and foundation specialist in Malaysia providing piling solutions and foundation works. These include earth retaining systems, earthworks, substructure and basement construction works. The company has a full range of piling (bored piling, driven piles and jack-in piles) and foundation works.

Financial summary (MYR)	Jun-23	Jun-24	Jun-25F	Jun-26F	Jun-27F
Recurring EPS	(0.01)	(0.02)	0.00	0.01	0.01
BVPS	0.27	0.25	0.24	0.25	0.26
Return on average equity (%)	(4.0)	(6.7)	1.5	3.2	3.9
Valuation metrics	Jun-23	Jun-24	Jun-25F	Jun-26F	Jun-27F
Recurring P/E (x)	na	na	72.32	35.25	27.97
P/B (x)	1.0	1.1	1.2	1.1	1.1
FCF Yield (%)	(1.3)	1.2	9.7	6.0	1.2
EV/EBITDA (x)	351.81	na	20.97	15.60	13.70
EV/EBIT (x)	na	na	38.05	22.44	18.84
Income statement (MYRm)	Jun-23	Jun-24	Jun-25F	Jun-26F	Jun-27F
Total turnover	376	418	463	558	583
Gross profit	6	8	26	34	37
EBITDA	1	(9)	20	26	29
Depreciation and amortisation	(8)	(5)	(9)	(8)	(8)
Operating profit	(7)	(14)	11	18	21
Net interest	(4)	(5)	(4)	(4)	(3)
Pre-tax profit	(11)	(20)	7	14	18
Taxation	(5)	(6)	(1)	(3)	(4)
Reported net profit	(16)	(25)	5	11	14
Recurring net profit	(21)	(23)	5	11	14
Cash flow (MYRm)	Jun-23	Jun-24	Jun-25F	Jun-26F	Jun-27F
Change in working capital	(0.3)	24.4	24.1	5.7	(15.5)
Cash flow from operations	(2.8)	13.2	42.9	28.4	9.8
Capex	(2.2)	(8.6)	(5.0)	(5.0)	(5.0)
Cash flow from investing activities	2.1	(6.7)	(5.0)	(5.0)	(5.0)
Cash flow from financing activities	(6.5)	25.4	(12.4)	(10.8)	(10.5)
Cash at beginning of period	51.9	45.2	77.3	102.8	115.5
Net change in cash	(7.1)	31.9	25.6	12.6	(5.6)
Ending balance cash	45.1	77.2	102.8	115.5	109.8
Delement (AA)/Dee)	l 00	l 04	L 055	L 0/F	L 07F
Balance sheet (MYRm)	Jun-23 45	Jun-24 77	Jun-25F 103	Jun-26F 115	Jun-27F 110
Total cash and equivalents					
Tangible fixed assets Total assets	34 658	43 662	39 715	37 760	34 777
Short-term debt	92				111
		126	121	116	
Total long-term debt	20	17	14	12	10
Total liabilities	272	300	378	412	416
Total equity Total liabilities & equity	386 658	361 662	337 715	348 760	362 777
Key metrics	Jun-23	Jun-24	Jun-25F	Jun-26F	Jun-27F
Revenue growth (%)	2.6	11.1	10.9	20.4	4.6
Recurrent EPS growth (%)	(50.9)	8.1	0.0	105.2	26.0
Gross margin (%)	1.7	1.9	5.6	6.0	6.4
Operating EBITDA margin (%)	0.3	(2.2)	4.4	4.6	5.0
Net profit margin (%)	(4.2)	(6.0)	1.2	2.0	2.4
Capex/sales (%)	0.6	2.1	1.1	0.9	0.9
	/ 4 = 61	1001			

(1.50)

(2.24)

Source: Company data, RHB



3.38

4.23

1.97

Interest cover (x)

Results At a Glance

Figure 1: Results review

FYE June (MYRm)	2QFY24	1QFY25	2QFY25	QoQ (%)	YoY (%)	1HFY24	1HFY25	YoY (%)	Comments
Revenue	110.3	80.1	69.1	-13.7	-37.4	230.9	149.1	-35.4%	Slower construction activities
Gross Profit	(2.9)	4.8	9.3	95.5	>100	(0.4)	14.1	>100	
GP margin (%)	(2.7)	6.0	13.5			(0.2)	9.5		
EBITDA	(6.0)	3.1	2.8	-8.3	>100	(6.3)	7.8	>100	
EBITDA margin (%)	(5.5)	3.9	4.1			(2.7)	5.2		
Depreciation	(1.1)	(1.5)	(1.1)	21.8	0.3	(2.4)	(2.6)	-10.0	
EBIT	(7.2)	1.6	1.7	3.8	>100	(8.7)	5.2	>100	
EBIT margin (%)	(6.5)	2.0	2.5			(3.8)	3.5		
Interest Income	0.3	0.5	0.4	-29.2	42.6	0.6	0.9	64.8	
Interest Expense	(1.6)	(1.8)	(1.7)	6.1	8.0	(3.0)	(3.5)	16.6	
Reported PBT	(9.3)	0.2	0.4	58.3	>100	(11.1)	0.6	>100	
Tax	(0.8)	(0.1)	(0.3)	>-100	68.7	(2.2)	(0.3)	85.5	
Effective tax rate (%)	(9.1)	21.5	68.7			(19.4)	50.4		
Net Profit	(10.1)	0.2	0.1	-36.8	>100	(13.3)	0.3	>100	
									Results missed both
Core Profit	(10.6)	0.3	1.9	>100	>100	(14.2)	2.2	>100	our/consensus expectations
Core net margin (%)	(9.6)	0.4	2.8			(6.2)	1.5		скрессинонз

Source: Company data, RHB

Figure 2: Railway-related packages awarded to ECON – a preferred choice by railway contractors

Type of works	Value (MYRm)	Year of award	Duration
Bored piled works for the construction and completion of the viaduct guideway and other associated works from Persiaran Dagang to Jinjang under Package V202 – awarded by Ahmad Zaki Resources (AZR MK, NR) for Mass Rapid Transit 2 (MRT2).	43.5	21 Oct 2016	24 months
Construction and completion of a diaphragm wall at Kampung Baru North Station under a subcontract by Mujur Minat for MRT2.	92.5	27 Mar 2017	15 months
Undertake bored piling and general infrastructure works for the construction and completion of Light Rail Transit Line 3 – awarded by Gabungan Strategik.	208.7	16 Nov 2017	34 months
Preliminary test pile work, bored piling and pile cap works for the Electrified Double Track from Gemas to Johor Bahru - Section 3 – bridges – awarded by Syarikat Pembenaan Yeoh Tiong Lay.	34.1	29 Aug 2018	4 months
Design, construction and completion of the reinforced concrete box tunnel works for the construction of Hospital Kuala Lumpur Station for MRT2– awarded by MMC-Gamuda KVMRT JV.	44.7	19 Mar 2019	25 months
Package 2A comprising the construction and piling work at the Immigration, Custom and Quarantine Complex (ICQC) for Rapid Transit System Link (RTS Link) between Johor Bahru and Singapore – awarded by Ekovest Construction.	40.0	29 Aug 2022	13 months

Source: Company data



Recommendation Chart



Feb-20 Aug-20 Feb-21 Aug-21 Feb-22 Aug-22 Feb-23 Aug-23 Feb-24 Aug-24

Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2024-11-28	Buy	0.6	0.4
2024-08-30	Buy	0.6	0.4
2024-05-30	Buy	0.7	0.5
2024-03-24	Buy	0.7	0.5
2024-03-15	Buy	0.5	0.5
2024-02-29	Sell	0.3	0.3
2023-11-30	Sell	0.1	0.3
2023-08-30	Sell	0.1	0.3
2023-05-25	Sell	0.1	0.2
2023-04-12	Sell	0.2	0.2
2023-02-24	Sell	0.2	0.2
2022-11-29	Neutral	0.2	0.2
2022-08-30	Neutral	0.2	0.2
2022-05-26	Neutral	0.2	0.2
2022-03-29	Neutral	0.3	0.3

Source: RHB, Bloomberg

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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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Analyst	Company
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