



Singapore

ADD (no change)

Consensus ratings*:	Buy 4	Hold 0	Sell 0
Current price:		;	S\$0.695
Target price:			S\$1.01
Previous target:			S\$1.02
Up/downside:			45.3%
CGS-CIMB / Consens	sus:		1.0%
Reuters:		,	AZTE.SI
Bloomberg:		AZTI	ECH SP
Market cap:		US	396.9m
		S	\$536.5m
Average daily turnove	r:	US	\$\$0.34m
		S	\$\$0.45m
Current shares o/s:			772.0m
Free float:			29.7%
*Source: Bloomberg			

Key changes in this note

No change.



		Source: E	Bloomberg
Price performance	1M	ЗМ	12M
Absolute (%)	1.5	-13.1	-12.6
Relative (%)	1.4	-13.2	-16.8

Major shareholders	% held
Azventure Investments Ltd	70.2
HSBC Holdings	1.2

Aztech Global Ltd

Room for order book to grow still

- We think Aztech could report 2Q23F revenue/net profit of S\$175m/S\$21m by 25 Jul 2023.
- With a new plant ready by end-2Q23F, Aztech is able to take on more orders. Customer qualifications and teething problems could be risk factors.
- Reiterate Add. 8.0-10.0% dividend yields sweeten EPS growth potential.

Aztech could report gog revenue/net profit growth for 2Q23F

We think Aztech could announce its 1H23F results by 25 Jul or earlier, using last year as a guide. Over the past 3 years, 2Q has performed better than 1Q for both revenue and net profit and we expect this trend to continue in FY23F. We think 2Q23F revenue/net profit could be \$\$175m (+8.2% qoq, -26.1% yoy)/\$\$21m (+56.5% qoq, -27.7% yoy). 1H23F revenue/net profit could come to S\$336.5m/S\$34.4m.

Tech companies declare dividends on interim/final basis

Most of the tech companies under our coverage declare either interim and final dividend or only a final dividend. In FY22, Aztech declared dividends for 3Q22 and 4Q22. We think Aztech could consider aligning with the industry practice and switch to paying dividends on an interim and final basis. We note its FY22 dividend payout ratio was above the industry's 34% average and was the second highest payout ratio after Venture Corp. Aztech is targeting a minimum dividend payout ratio of 30.0% for FY23F (per its 2022 annual report).

Order book still strong; new capacity for growth

As of 4 May 23, Aztech had an order book of \$\$661.9m that it was trying to deliver in FY23F. Aztech is also on track to commence operations (by 2Q23F) at a new 300,000 sq ft facility in Malaysia, Pasir Gudang (PG), for manufacturing IoT devices and data communication products. We think this facility could help Aztech secure greater value orders from customers and win new customers. The company has a competitive advantage in IoT devices, especially security camera-related products, in our view. Industry forecaster, Marketsandmarkets, on 9 May 23 highlighted that the video surveillance market generated US\$48.7bn of sales in 2022 and it could post a CAGR of 9.4% (2022-2027) to reach US\$76.4bn by 2027. We think there is room for Aztech to grow its IoT-enabled security camera business given its still small revenue size of US\$0.59bn as at end-FY22.

Reiterate Add

We reiterate Add on Aztech for its EPS growth prospects. Our TP dips to S\$1.01 from S\$1.02 previously, now based on 8.3x (0.5 s.d. below its 3-year average forward P/E on our FY24F EPS; prev. 8.4x). We use 0.5 s.d. below its 3-year average as inflationary cost pressures could remain a challenge for the rest of FY23F and inefficiencies could add to costs as the PG plant is brought into operation. Key re-rating catalysts: potential new customer wins; more project wins from its main customer. Downside risks: component

Financial Summary	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Revenue (S\$m)	624.4	820.2	797.4	842.7	924.1
Net Profit (S\$m)	74.4	67.2	85.9	94.1	107.4
Normalised EPS (S\$)	0.10	0.09	0.11	0.12	0.14
Normalised EPS Growth	7.0%	(9.7%)	27.9%	9.6%	14.0%
FD Normalised P/E (x)	6.50	7.99	6.24	5.70	5.00
Price To Sales (x)	0.86	0.65	0.67	0.64	0.58
DPS (S\$)	0.050	0.045	0.056	0.061	0.070
Dividend Yield	7.2%	6.5%	8.0%	8.8%	10.0%
EV/EBITDA (x)	3.65	3.69	3.12	2.58	2.02
P/FCFE (x)	25.56	28.12	33.21	6.63	6.13
Net Gearing	(63.8%)	(74.3%)	(56.3%)	(58.3%)	(58.9%)
P/BV (x)	1.83	1.89	1.64	1.43	1.25
ROE	44.5%	23.3%	28.1%	26.9%	26.8%
% Change In Normalised EPS Estimates			0%	0%	0%
Normalised EPS/consensus EPS (x)			0.97	0.95	1.02

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS

Analyst(s)



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Room for order book to grow still

Capacity expansion allows Aztech to pitch for more orders >

Aztech's wholly-owned subsidiary, IOT Manufacturing Sdn Bhd (IOTM), was established in 2019 to spearhead the group's expansion into the business of manufacturing IoT devices and data communication and LED lighting products. Aztech's Malaysia facility, the Gelang Patah plant, has been operational since Aug 20 and has expanded its built-up area to approximately 86,000 sq ft. By end-2Q23F, Aztech will have another 300,000 sq ft plant in Pasir Gudang, Johor (\$\$20.0m investment funded via Aztech's IPO proceeds and bank borrowings), which is linked to expressways and is in close proximity to its Gelang Patah facility. The Pasir Gudang plant will be equipped with SMT, final assembly, test and packaging capabilities.

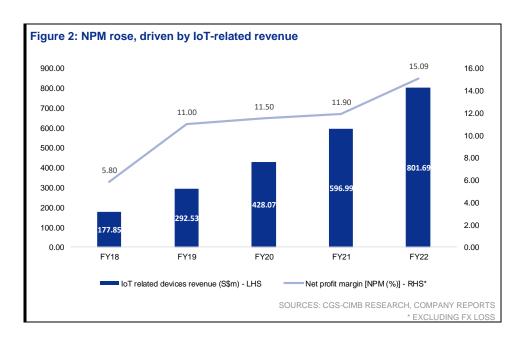


Aztech presently has a production facility in Dongguan City, Changping town that is leased from the Guangdong provincial government in China; however, it has not obtained the necessary certificates and permits from the state government, which may result in the discontinuation and disruption of its buildings currently on the Dongguan land. In the event that Aztech is not able to obtain the necessary certificates and permits, and if the Chinese government requires the company to demolish or terminate its leasing agreement, the company's production will be disrupted. According to Aztech's 2022 annual report, Changping Town Government issued a further certification that for the period ending Mar 2025, the lease for the land in Dongguan on which Aztech's factories are sited will not be withdrawn. Aztech also used to operate a smaller facility in Dongguan. Following the expansion of the group's production capacity in Malaysia, the lease for the smaller facility in Dongguan was not renewed upon its expiry in Dec 22.

Strong in IoT-related products >

Aztech is competitive in IoT-related devices and is able to offer a wide range of such products, including smart security cameras, smart home and automation products, smart wearables and smart weather forecast electronic devices. This expanded offering over FY18-22 drove the company's IoT-related products revenue to deliver a CAGR of 45.7% over the period, leading to net profit margin widening from 5.8% in FY18 to a record 15.1% in FY22.





Aztech has always been focused on innovation and is able to offer one-stop design and manufacturing services for IoT devices and data communication products. The group has 4 R&D centres (1 each in Singapore and Hong Kong and 2 in China) and is committed to sharpening its R&D and product development capabilities through active talent acquisition and development while continuing its synergistic development with business partners via original design manufacturing (ODM), joint design manufacturing (JDM), original equipment manufacturing (OEM) and contract manufacturing services (CMS). Going forward, Aztech aims to increase its R&D efforts towards AI technology essential to improving its IoT products. According to its IPO prospectus, Aztech allocated S\$15.0m of the IPO proceeds to enhance its R&D capabilities (unutilised as at 17 Feb 2023).

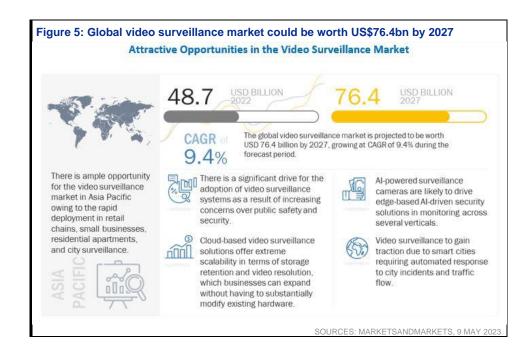
Figure 3: Maii	n manufacturing models of electronics products
Manufacturing Models	Description
Original Equipment Manufacturing ("OEM")	The company conducts the R&D, design and engineering of a product, and manufactures the product based on its own specifications. The company usually sells the manufactured product to another company (the "client") for distribution to the market. These manufactured products can be marketed and retailed under white or private labelling: • White label: The company manufactures the product for multiple clients. The product is then sold under each client's logo or brand name. • Private label: The company manufactures the product exclusively for a particular client, which can modify the product according to its needs. The product is then sold only under that specific client's logo or brand name.
Original Design Manufacturing ("ODM")	The company conducts the R&D, design and engineering of a product, and manufactures the products, which are then marketed and retailed by the client. The products are designed and engineered by the company, based on the client's requirements or specifications. The products are marketed and retailed under the client's brand name. • The products manufactured under the ODM model are typically marketed and retailed as private label products. However, in a few cases, the products manufactured under the ODM model are marketed and retailed as white label products. The products are designed, engineered and manufactured for the requirements of multiple clients. These manufactured products are then marketed and retailed under each client's logo or brand name.
Joint Design Manufacturing ("JDM")	The research and design activities are contributed by both parties (i.e., the manufacturer and client). Once the design and specifications are finalised, the manufacturer will proceed to manufacture the products accordingly. The products are marketed and retailed under the client's brand name.
Contract Manufacturing Services ("CMS")	The company acts as a one-stop service provider for Original Equipment Manufacturers These companies procure raw materials, and then manufacture, test, distribute and provide after-sales service for electronic components and assemblies for OEMs. They are also identified as Electronic Contract Manufacturers.
	SOURCES: FROST & SULLIVAN



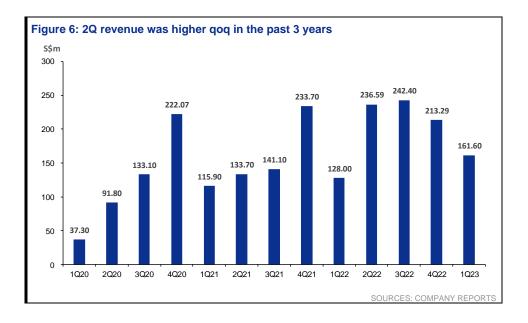


We think Aztech can still grow its smart security camera business ➤

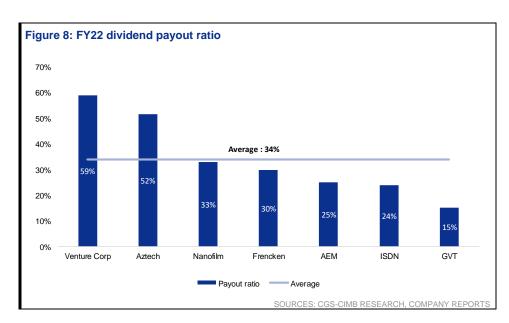
Homeowners are increasingly installing smart security cameras for personal security reasons. Today, smart home assistance devices enable the continuous monitoring of homes and trigger alerts to users in emergency situations. According to Frost & Sullivan's 2021 IMR Report, sales of home monitoring and security systems (including cameras) witnessed an annual growth rate of 43.6%, to reach 140.3m units globally in 2019, up from 97.7m units in 2018. Frost & Sullivan expects this segment to post a CAGR of 25.8% between 2019 and 2023, reaching 351.7m units in 2023F. We note that smart security cameras have found more avenues of usage, such as in immigration clearing systems, as a facial recognition device for entry into offices, etc. With more countries looking to move towards smart cities, we think the use of smart security cameras will increase as more cameras will be deployed to monitor traffic conditions and for crime prevention and deterrence. This is backed by a 9 May 23 report by industry forecaster Marketsandmarkets that sees a revenue CAGR of 9.4% over 2022 (US\$48.7bn)-2027 (US\$76.4bn) for the global surveillance camera market.













We think share price has bottomed >

Aztech currently trades at 5.7x our FY24F EPS forecast and is nearing its worst-case scenario valuation (2 s.d. below its 3-year average P/E of 4.8x). We think the share price has bottomed (barring a drastic global economic slowdown leading to vastly impaired economic activities) and reiterate our Add call. However, our target price is reduced to S\$1.01 from S\$1.02 as we now base it on 8.3x FY24F P/E, -0.5 s.d. below its 3-year average vs. the previous -0.5 s.d. below its 3-year average which was 8.4x. Our P/E discount and FY24F EPS forecast that is 5% below Bloomberg consensus provide some buffer against negative surprises.



	Bloomberg		Price	Target Price	Market Cap		P/E (x)		3-year EPS	P/BV	(w)	Recurring ROE (%)	
Company	Ticker	Recom.	(Icl curr)		(US\$ m)	CY22F	CY23F	CY24F	CAGR (%)	CY22F	CY23F	CY22F	CY22F
Aztech Global Ltd	AZTECH SP	Add	0.70	1.01	397	6.5	8.0	6.2	8.2%	1.83	1.89	49.6%	
Singapore													
AEM Holdings Ltd	AEM SP	Add	3.62	3.86	827	11.5	8.8	17.7	-16.1%	2.78	2.30	31.8%	2.1%
Frencken Group Ltd	FRKN SP	Hold	0.87	0.87	275	6.3	7.1	17.2	-23.3%	0.98	0.94	16.6%	4.7%
Grand Venture Technology Ltd	GVTL SP	Hold	0.51	0.54	128	8.3	13.0	13.7	20.0%	1.65	1.47	28.8%	2.0%
ISDN Holdings Ltd	ISDN SP	Add	0.52	0.61	168	8.8	15.5	8.7	7.4%	1.15	1.14	14.0%	2.8%
Nanofilm Technologies Int'l Ltd	NANO SP	Reduce	1.38	1.13	661	14.6	20.7	40.3	-28.0%	2.12	2.17	14.5%	1.4%
Venture Corporation	VMS SP	Add	14.96	18.11	3,221	13.9	11.8	13.2	4.5%	1.60	1.53	11.7%	5.0%
Simple average excluding Azteo	:h					10.6	12.8	18.5	-5.9%	1.71	1.59	19.6%	3.0%
Malaysia													
VS Industry Bhd	VSI MK	Hold	0.91	0.84	742	14.5	17.4	16.0	3.3%	1.65	1.56	12.5%	3.6%
SKP Resources Bhd	SKP MK	Hold	1.09	1.49	364	13.7	13.7	13.7	-1.8%	2.49	2.49	16.9%	4.8%
Simple average						14.1	15.6	14.9	0.7%	2.07	2.03	14.7%	4.2%
Global simple average excluding	g Aztech					10.2	12.0	15.6	-3.8%	1.60	1.51	16.3%	2.9%



What happens at -2 s.d.? ➤

If the market continues to de-rate Aztech to -2 s.d. below its 3-year average P/E of 4.8x, the share price could drop to \$\$0.585 (on our FY24F EPS forecast). As at end-Dec 22, Aztech's net cash position was \$\$217.8m (or \$\$0.28 per share versus end-Dec 22 BVPS of \$\$0.37). With the completion of its capacity expansion in Pasir Gudang, we believe capex needs are likely to reduce over FY24-25F. Free cash flows over FY21 and FY22 were \$\$104.0m and \$\$37.1m, respectively, and we expect Aztech to remain free cash flow positive over FY23-25F as we believe the group will remain profitable over this forecast period.

Founder, Executive Chairman and CEO Mr. Michael Mun is also the major shareholder of Aztech, with a 70.24% stake as at 20 Mar 23. Given possibly limited need to tap the capital market for funding versus the costs incurred to maintain a listing status on the SGX-ST (Aztech incurs compliance and associated costs in maintaining its listing), the company could enjoy some cost savings and focus its resources on its business operations if it is not listed. As Aztech was listed on 12 Mar 21, we think the company may not need to deliberate on this matter yet as the group is still relatively new to investors (c.2 years as a listed company) and potential growth opportunities via selective M&As could present themselves, for which the listed status provides an additional venue to procure funding.





ESG in a nutshell

Aztech manufactures products for several global blue-chip customers; this accounts for the bulk of its revenue and requires the company to adhere to its supply chain standards manual that promotes inclusiveness, respecting human rights, safe workplace conditions, protection of the environment, and ethical behaviour.

Keep your eye on

Aztech's China factory is in the Changping sub-district in Dongguan.

Implications

Aztech presently has a production facility in Dongguan City, Changping town that is leased from the Guangdong provincial government in China; however, it has not obtained the necessary certificates and permits from the state government, which may result in the discontinuation and disruption of its buildings currently on the Dongguan land. In the event that Aztech is not able to obtain the necessary certificates and permits, and if the Chinese government requires the company to demolish or terminate its leasing agreement, the company's production will be disrupted. According to Aztech's 2022 annual report, Changping Town Government issued a further certification that for the period ending Mar 2025, the lease for the land in Dongguan on which Aztech's factories are sited will not be withdrawn. Aztech also used to operate a smaller facility in Dongguan. Following the expansion of the group's production capacity in Malaysia, the lease for the smaller facility in Dongguan was not renewed upon its expiry in Dec 22.

ESG highlights

Aztech's manufacturing operations are subject to environmental risks and hazards, and the company is responsible for ensuring product safety, safe workplace conditions, and proper waste disposal.

Implications

Failure to comply with laws and regulations in its market of operations in relation to the environment and/or workplace safety may result in fines, penalties and revocation of permits, licences and rights granted to Aztech, causing downside to earnings. According to Aztech's offer document and FY22 annual report, it did not encounter any environmental hazards with regards to its manufacturing operations in China during FY17-22.

Trends

Aztech's energy and water consumption is mainly for its office, manufacturing operations and motor vehicles. Aztech recognises that the efficient use of resources is essential for sustained economic growth and is committed to integrating environmental values into its value chain

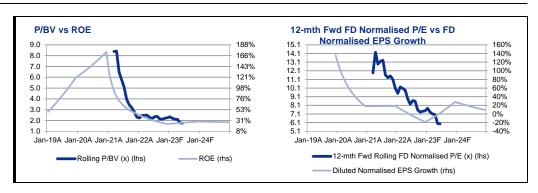
Implications

To improve its energy consumption efficiency, Aztech has converted air conditioners at its dormitories in Dongguan into energy efficient inverter systems. In addition, the company is exploring the deployment of solar energy systems to reduce carbon emissions and move towards renewable energy sources.

SOURCES: CGS-CIMB RESEARCH, REFINITIVE



BY THE NUMBERS



(S\$m)	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Total Net Revenues	626.0	820.2	797.4	842.7	924.1
Gross Profit	157.1	204.7	177.1	189.3	207.5
Operating EBITDA	95.8	88.3	112.8	123.7	140.7
Depreciation And Amortisation	(10.2)	(8.6)	(9.6)	(10.6)	(11.6)
Operating EBIT	85.6	79.7	103.2	113.1	129.0
Financial Income/(Expense)	(0.7)	1.1	0.3	0.3	0.3
Pretax Income/(Loss) from Assoc.	0.0	0.0	0.0	0.0	0.0
Non-Operating Income/(Expense)	0.0	0.0	0.0	0.0	0.0
Profit Before Tax (pre-EI)	85.0	80.7	103.5	113.4	129.4
Exceptional Items					
Pre-tax Profit	85.0	80.7	103.5	113.4	129.4
Taxation	(10.6)	(13.5)	(17.6)	(19.3)	(22.0)
Exceptional Income - post-tax					
Profit After Tax	74.4	67.2	85.9	94.1	107.4
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Preference Dividends (Australia)					
Net Profit	74.4	67.2	85.9	94.1	107.4
Normalised Net Profit	74.4	67.2	85.9	94.1	107.4
Fully Diluted Normalised Profit	74.4	67.2	85.9	94.1	107.4

Cash Flow					
(S\$m)	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
EBITDA	95.8	88.3	112.8	123.7	140.7
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(36.3)	(40.5)	(64.4)	(8.9)	(16.4)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	(1.2)				
Other Operating Cashflow					
Net Interest (Paid)/Received	(0.7)	(0.9)	(1.3)	(1.3)	(1.3)
Tax Paid	(15.8)	(10.7)	(17.6)	(19.3)	(22.0)
Cashflow From Operations	41.9	36.1	29.5	94.2	100.9
Capex	(4.8)	(8.3)	(15.0)	(15.0)	(15.0)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	0.7	2.2	1.6	1.6	1.6
Cash Flow From Investing	(4.1)	(6.0)	(13.4)	(13.4)	(13.4)
Debt Raised/(repaid)	(18.9)	(11.0)	0.0	0.0	0.0
Proceeds From Issue Of Shares	188.7	0.0	0.0	0.0	0.0
Shares Repurchased					
Dividends Paid		(61.8)	(43.0)	(47.1)	(53.7)
Preferred Dividends					
Other Financing Cashflow	(17.9)				
Cash Flow From Financing	151.9	(72.7)	(43.0)	(47.1)	(53.7)
Total Cash Generated	189.7	(42.7)	(26.8)	33.8	33.8
Free Cashflow To Equity	18.9	19.1	16.2	80.9	87.5
Free Cashflow To Firm	38.5	31.0	17.5	82.2	88.8

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



BY THE NUMBERS... cont'd

Balance Sheet					
(S\$m)	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Total Cash And Equivalents	201.5	216.2	189.4	223.2	257.0
Total Debtors	222.5	197.6	251.2	265.5	291.2
Inventories	62.4	85.2	85.0	89.5	98.2
Total Other Current Assets	5.2	16.7	16.7	16.7	16.7
Total Current Assets	491.6	515.6	542.3	594.9	663.0
Fixed Assets	26.6	25.8	31.2	35.5	38.9
Total Investments	0.0	0.0	0.0	0.0	0.0
Intangible Assets	0.0	0.0	0.0	0.0	0.0
Total Other Non-Current Assets	0.0	0.0	0.0	0.0	0.0
Total Non-current Assets	26.6	25.8	31.2	35.5	38.9
Short-term Debt	11.9	1.3	1.3	1.3	1.3
Current Portion of Long-Term Debt					
Total Creditors	138.5	185.7	174.8	184.7	202.5
Other Current Liabilities	70.0	64.2	64.2	64.2	64.2
Total Current Liabilities	220.4	251.3	240.3	250.3	268.1
Total Long-term Debt	2.8	3.9	3.9	3.9	3.9
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	1.7	2.2	2.2	2.2	2.2
Total Non-current Liabilities	4.6	6.1	6.1	6.1	6.1
Total Provisions	0.3	0.0	0.0	0.0	0.0
Total Liabilities	225.2	257.4	246.4	256.4	274.2
Shareholders' Equity	293.0	284.0	327.0	374.0	427.7
Minority Interests					
Total Equity	293.0	284.0	327.0	374.0	427.7

Key Ratios					
	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
Revenue Growth	28.9%	31.4%	(2.8%)	5.7%	9.7%
Operating EBITDA Growth	25.6%	(7.9%)	27.8%	9.7%	13.7%
Operating EBITDA Margin	15.4%	10.8%	14.1%	14.7%	15.2%
Net Cash Per Share (S\$)	0.24	0.27	0.24	0.28	0.33
BVPS (S\$)	0.38	0.37	0.42	0.48	0.55
Gross Interest Cover	126.5	85.6	79.4	87.0	99.3
Effective Tax Rate	12.5%	16.8%	17.0%	17.0%	17.0%
Net Dividend Payout Ratio	51.9%	51.7%	50.0%	50.0%	50.0%
Accounts Receivables Days	122.6	93.5	102.7	112.2	109.9
Inventory Days	45.20	43.77	50.07	48.87	47.80
Accounts Payables Days	108.8	96.1	106.1	100.7	98.6
ROIC (%)	130%	74%	137%	78%	82%
ROCE (%)	44.7%	27.3%	33.7%	32.2%	32.2%
Return On Average Assets	18.3%	12.5%	15.4%	15.6%	16.1%

Key Drivers					
	Dec-21A	Dec-22A	Dec-23F	Dec-24F	Dec-25F
IoT devices and Datacom products (% yoy)	39.5%	34.2%	-2.5%	6.0%	10.0%
LED products (% yoy)	-51.3%	-31.1%	-15.0%	-9.5%	-10.0%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



Tech Manufacturing Services | Singapore Aztech Global Ltd | June 26, 2023

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647 companies under cov erage for quarter ended on 31 March 2023					
	Rating Distribution (%)	Investment Banking clients (%)			
Add	64.6%	1.1%			
Hold	27.0%	0.2%			
Reduce	8.3%	0.2%			



Spitzer Chart for stock being researched (2 year data)

Aztech Global Ltd (AZTECH SP)



Recommendation	Framework			
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