

# Metronic Global Berhad

## New Listing Fact Sheet

**Issue Price: RM0.21**

Closed on: 11 May

Trading on: 24 May

Mesdaq bound Metronic Global Berhad (MGB) is principally involved in systems integration for Intelligent Building Management Systems (IBMS) and Intelligent Security Management Systems (ISMS). It's core expertise lies in the customization and enhancement of the Java-based Ni@gara Framework. Based on its RM0.21 price and prospectus profit forecast, MGB is priced at 8.0x FY04 EPS.

• **Business overview.** MGB is one of the pioneers in systems integration and e-project management of security and automation product integration in Malaysia, commanding an estimated 21% of the combined IBMS and ISMS market. MGB's notable projects are buildings in Putrajaya including the Prime Minister's residence and department and the Putrajaya Convention Centre as well as the Telekom Malaysia headquarters and the Berjaya Times Square complex in Kuala Lumpur.

• **Future plans and outlook.** MGB has secured some 50 projects with a total contract value of RM373m and unrecognized revenue of approximately RM190 m. These include IBMS projects for a tunnel management system and various on-going development projects in Putrajaya, and the Royal Malaysian Air Force's Automatic Storage and Retrieval System, as well as e-project management systems for the Pandan and Alor Setar Hospitals. MGB intends to expand its geographic coverage area through the appointment more distribution agents and through acquisition of companies, particularly in China and Thailand. It also intends to grow its business through enhancing its IBMS and ISMS solutions, and extending its IBMS and ISMS core competencies.

• **Highlights of financial performance.** MGB's revenue has risen from RM82.4 million in FY00 to RM132.0 million in FY03 (average annual growth rate of 17%), whilst pre-tax profits have remained relatively flat as margins have been affected by the nature of projects. For FY04, MGB expects to recognize RM154.5 million in revenue from new and on-going projects.

### At a Glance

**Sector: Mesdaq**

#### Issue Statistics:

LISTING DETAILS	
Issue Mgr:	HDBS
Funds Raised (RMm) :	14.9
Shares on offer (m):	71.0
New Shares (m):	71.0
Vendor Shares (m):	-
Placement Shs (m):	63.0
Public Offer (m):	8.0

#### POST LISTING

Ord Share Cap (m):	283.54
Mkt Cap* (RMm):	59.54
Est Free Float %:	25.0

\* Based on RM0.21 Issue Price

#### USE OF PROCEEDS (RMm)

Repayment of bank borrowings	5.0
Capital expenditure	2.6
R&D	3.0
Working capital	3.1
Listing exp	1.2

#### Management:

Tan Sri Dato Kamaruzzaman Shariff - *Chairman*  
Dr. Ng Tek Che - *MD*  
Liew Chiap Hong - *ED*

#### Ownership:

Metronic Corp Sdn Bhd 74.96%

#### Business Description:

**Key Activities & Products:** Systems integration for intelligent building management systems and intelligent security management systems, e-project management for M&E services, supply of engineered systems.

**Customers:** Property Developers, Construction companies, city councils, Ministry of Defence.

**Suppliers:** Invensys Building Systems Pte Ltd, Ademco Asia Pacific Ltd, GPS JV

### Earnings & Valuations

FY Dec (RMm)	2001A	2002A	2003A	2004F #
Turnover	50.3	130.0	132.0	154.5
EBITDA	7.2	9.1	8.0	n.a
Pre-Tax Profit	6.6	8.5	7.3	10.4
Net Profit	4.9	7.3	3.5	7.5
EPS (sen) *	1.7	2.6	1.2	2.6
EPS Growth (%)	(28.2)	48.6	(52.6)	114.7
P / E Ratio (x) ^	n.m	n.m	n.m	8.0
DPS (sen)	n.m	n.m	n.m	3.6
Div Yield (%) ^	n.m	n.m	2.3	1.7

\* Based on enlarged share cap of 283.54m shares

^ Based on 21 sen issue price

# Based on prospectus forecast

### Historical Financial Summary

FY Mar (RMm)	1999A	2000A	2001A
Turnover	55.5	82.4	50.3
EBITDA	7.7	9.6	7.2
Pre tax Profit	7.5	9.6	6.6
Net Profit	7.4	6.9	4.9
<b>Margin Analysis % :</b>			
EBITDA	13.8	11.6	14.3
Pre tax Profit	13.6	11.6	13.0
Net Profit	13.4	8.3	9.8

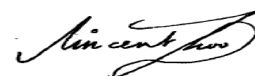
### Listed Peers

n.a.

### Sector Historical Valuation

n.a.

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