Tuesday, 23 Sep, 2025



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#### Ong Tze Hern

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Recommendation:		BUY
Current Price:		RM 0.36
PreviousTarget Price:		N/A
Target Price:	1	RM 0.73
Capital Upside/Downside:		102.8%
Dividend Yield (%):		3.5%
Total Upside/ Downside:		106.3%

Total Upside/ Downside:	106.3%
Stock information	
Board	ACE
Sector	Industrial
Bursa / Bloomberg Code	0372/ CHEEDINGMK
Syariah Compliant	Yes
Sharesissued (m)	797.3
Market Cap (RM' m)	287.0
Free float (%)	26.1
Top 3 Shareholders	( %)
Ng Kian Chai	68.1
Tan Sook Hoi	5.8
Ng Chai Hsia	0.1
IPO Timetable	Date
Opening of IPOapplication	12/9/2025
Closing of IPO application	23/9/2025
Ballotting of IPOapplication	25/9/2025
Allot ment of IPOshares	3/10/2025
Listing of IPO on Bursa Malaysia	7/10/2025

# **Cheeding Holdings Berhad**

# **Electrifying Growth: Malaysia's Transmission Champion**

- Licensed up to 500kV for overhead lines, underground and substations, CHEEDING is among the few contractors qualified for HV works, positioning it as a direct proxy to TNB's grid expansion and the ASEAN Power Grid.
- Recent growth has been constrained by working capital and performance bond requirements. Post-IPO, RM27.0m of proceeds will provide bidding headroom of RM324m (1.6x its current RM202.7m orderbook), enabling participation in larger transmission, underground, and substation projects.
- We initiate coverage on CHEEDING with a BUY recommendation and a TP of RM0.73, derived from 17.0x P/E applied to FY27F EPS of 4.3sen.

#### **Key Investment Highlights**

**Overhead Transmission Specialist.** CHEEDING is an established transmission builder, deriving c.69% of FY25 revenue from EPCC of overhead lines. As a main contractor to TNB, it has delivered more than 20 national projects across Peninsular Malaysia. Licensed up to 500kV, the highest voltage class in Malaysia, CHEEDING holds a strong competitive moat and margin profile, especially in overhead projects where tower optimisation lowers costs. With demand anchored by RP4 grid expansion and the ASEAN Power Grid (US\$100bn investment, 17,550MW of capacity by 2040), transmission will remain the Group's core earnings driver, with segmental CAGR of 10.1% over FY25-FY28F.

Orderbook Expansion via IPO Funds. Growth has recently been constrained by working capital and performance bond requirements, which tie up 10-15% of contract value. Post-IPO, CHEEDING will raise RM51.5m, with RM24.6m for working capital and RM16.2m for performance bonds, providing bidding headroom of RM324m (1.6x its RM202.7m orderbook). Management targets orderbook capacity expansion to RM700-800m post-IPO, enabling participation in larger packages, particularly HV underground and substation works. Backed by a RM350m tender book and a 20-25% guided win rate, the IPO removes liquidity bottlenecks and supports multi-year growth.

**Underground Utilities Expansion.** CHEEDING is strengthening its underground utilities segment, focused on open-cut trenching for 132-275kV cables. IPO-funded CAPEX (RM3.2m) will support machinery purchases, a new Design Department, and in-house jointing expertise at 132kV. Demand is driven by Malaysia's data centre boom, as hyperscalers require redundant HV feeders in hubs such as Cyberjaya and Sedenak. With underground cabling critical where overhead lines are not feasible, this segment is projected to deliver 34.6% CAGR over FY25-FY28F, becoming CHEEDING's second growth pillar.

**Rising Demand for Substations.** CHEEDING is positioning to scale up in substations, supported by RP4's doubled average annual capex of RM14.3bn and rising demand from c.150 planned data centres and new industrial parks. Current work is limited to modifications and retrofits, but the Group is investing in design capabilities and exploring JVs to qualify for full-scope EPCC tenders (RM50-300m per package). Successful entry would establish substations as CHEEDING's third earnings pillar, advancing its evolution into a one-stop provider across transmission, underground, and substation solutions.

**Valuation & Recommendation.** We initiate coverage on CHEEDING with a **BUY** recommendation and a target price of **RM0.73**, derived from 17.0x P/E applied to FY27F EPS of 4.3sen. Our assigned multiple represents a c.15% premium to the underground utilities peer average forward P/E of 14.7x, which we believe is justified by CHEEDING's: (i) rare licensing strength in 500kV transmission, (ii) integrated coverage across overhead transmission, underground utilities, and substations, positioning CHEEDING as a one-stop EPCC provider, (iii) proven track record of delivering more than 20 national infrastructure projects, and (iv) strong core net margins (>20%) well above sector averages.



#### **Company Background**

Cheeding Holdings Berhad (CHEEDING) is an investment holding company, whose wholly owned subsidiaries are engaged in the engineering, procurement, construction, and commissioning (EPCC) as well as maintenance of high-voltage (HV) overhead transmission lines, underground cable systems, and substation engineering services.

The Group was incorporated in 1993 as Pembinaan Bukit Cheeding Sdn Bhd. It began subcontracting overhead infrastructure projects for utilities in 2007, marking the start of its long-standing relationship with Tenaga Nasional Berhad (TNB). In 2009, CHEEDING expanded into EPCC works as a main contractor, strengthening its role within Malaysia's transmission ecosystem. Since then, the Group has built a solid track record of more than 18 years with TNB.

To date, CHEEDING has successfully delivered transmission projects across Peninsular Malaysia, including in Salak South, Shah Alam, Kuantan, Kedah, Tapah, Kluang, Kampung Gajah, and Ayer Tawar. With licensing capacity of up to 500kV, CHEEDING is today recognised as one of TNB's key transmission infrastructure partners, with operations primarily concentrated in Peninsular Malaysia.

Figure 1: Corporate structure

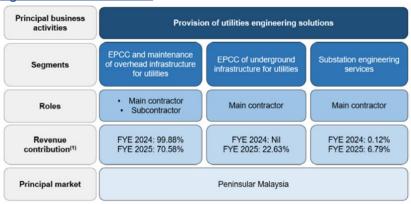


Source: Group, Apex Securities

#### **Business Overview**

**Business Model**. CHEEDING's operations comprise three main activities: (i) EPCC of overhead and underground infrastructure for utilities, (ii) Substation engineering solutions, and (iii) Maintenance of overhead infrastructure for utilities.

Figure 2: Business Overview



Source: Group

# EPCC (91.6% of FY25 revenue)

CHEEDING is a turnkey integrated EPCC service provider in the power transmission sector, with in-house capabilities spanning civil foundations, tower erection, conductor stringing, trenching, cable-laying, installation, commissioning, and maintenance. The Group is licensed up to 500kV for overhead transmission lines, underground utilities, and substations. However, in Malaysia, underground cable and substation projects are currently limited to 275kV.

**Overhead Infrastructure (68.9% of FY25 revenue)** is CHEEDING's core segment and has historically been the largest contributor to both revenue and earnings. The Group holds licensing capacity of up to 500kV, the highest voltage class in Malaysia, positioning it strongly for backbone grid projects such as the Gurun corridor. Its EPCC scope, covering civil foundation



works, tower erection, and conductor stringing, is largely executed in-house, while specialised functions such as land surveying, design endorsement, soil investigation, and final testing and commissioning are outsourced to licensed consultants, professional engineers, and Energy Commission approved testing companies.

CHEEDING's overhead scope encompasses both lattice pylon towers and monopole pylon towers, with the type specified by clients in each project contract.

**Lattice Pylon Towers**, built from steel in a four-legged criss-cross design, are the industry standard for HV transmission in Malaysia and Southeast Asia due to their ability to support multicircuit lines, modular construction, and superior cost efficiency. They can accommodate more conductors and provide strong resistance against heavy loads and wind.

In contrast, **Monopole Pylon Towers** consist of a single tall steel pole with a one-leg structure. They are typically deployed on HV lines stepped down to MV distribution networks, especially in urban areas where space is constrained. While monopoles are often customised to blend into city landscapes, this aesthetic advantage comes with more complex engineering and fabrication requirements compared to lattice towers.

Overall, while monopole towers are advantageous in space-limited environments, lattice towers remain the dominant choice for HV transmission projects in Malaysia and Southeast Asia, owing to their ability to carry multi-circuit lines, ease of modular construction, and more economical cost profile for large-scale grid expansion.

Figure 3: Examples of lattice pylon towers (two images on the left) and monopole pylon towers (two images on the right).









Source: Group

Due to its recent incorporation as a listing vehicle, CHEEDING's disclosed track record only reflects projects completed from 2022 onwards. In practice, however, the Group's operating subsidiaries have been active in TNB's transmission sector for over 18 years, having first entered as a subcontractor in 2007 before securing their maiden main contractor award in 2009. Backed by this longstanding execution record and niche licensing strength, CHEEDING continues to secure new transmission contracts from TNB, which remains its principal revenue source.

Backbone overhead transmission projects at 132-275kV, and more recently at 500kV, typically span 24-36 months, offering steady earnings visibility. In contrast, smaller reconfiguration works are completed within 12 months, while projects located in key data centre hubs such as Cyberjaya and Sedenak involve underground feeders with shorter rollout periods of 6-18 months but higher technical complexity and execution risk.

Figure 4: Completed Projects

No.	Project details	Location	Customer	COD	<b>Contract Value</b>
1 EPCC of 132	2kV OH line	Kulim	TNB	Aug 2024 - Apr 2025	42.95
2 EPCC of 132	2kV OH line	Kedah	TNB	Sept 2022 - Dec 2024	40.15
3 EPCC of 132	2kV OH line	Kedah	TNB	Sept 2022 - Dec 2024	33.54
4 Upgrading v	orks for 132kV OH line	Kluang	TNB	July 2022 - Nov 2024	27.78
5 Reconfigura	tion works for 275kV OH tranmission line	Kuantan	TNB	Feb 2022 - Aug 2022	7.13
6 Reconfigura	tion works for 275kV and 132kV OH tranmission line	Shah Alam	TNB	Nov 2020 - Mar 2020	4.65
7 Reconfigura	tion works for double circuit 275kV and 132kV OH tranmission line	Salak South	TNB	Jan 2019 - Nov 2020	13.56
8 Relocation v	orks for existing 132kV OH line	Bandar Sri Damansara	Customer A	Oct 2018 - Jun 2021	8.5
OH: Overhead	d Transmission				

Source: Group, Apex Securities



Figure 5: On-going Projects

No.	Project details	Location	Customer	COD	Contract Value	Remaining	Stage
1 Tower	replacement works for 132kV OH lines	Tapah	TNB	Aug 2022 - Feb 2024	36.2	2.8	92
2 EPCC o	f 275kV OH line	Ayer	TNB	Jan 2023 - Nov 2025	61.0	10.4	83
3 EPCC o	f 275kV OT line	Kampung	TNB	Nov 2023 - Aug 2026	55.5	33.8	39
4 EPCC o	f 275kV double circuit OH line	Iskandar Puteri	TNB	May 2025 - Mar 2026	25.42	23.9	6
5 Upgrad	ling works for double circuit 275kV OH lines	Bedong	TNB	Mar 2025 - Mar 2027	32.70	32.0	2
6 EPCC o	f 275kV single circuit OH line	Cyberjaya	TNB	Feb 2025 - Aug 2026	30.98	29.7	4
7 EPCC o	f 500kV OH lines	Gurun	TNB	Jul 2025 - Jun 2027	54.82	54.4	1
8 EPCC o	f 132kV double circuit UG cable	Sedenak	TNB	Sept 2025 - Mar 2026	14.12	14.1	0
OH: Ove	erhead Transmission						
110 11	1						

Source: Group, Apex Securities

**Underground Utilities Solutions (22.6% of FY25 revenue)** represent CHEEDING's second core business, alongside its longstanding overhead EPCC activities. The Group is licensed to handle projects up to 500kV, although the bulk of current demand in Malaysia remains at the 132kV and 275kV levels. Growth in this segment is supported by rising demand from data centres, urban grid relocations, and industrial park connections. The Group's in-house scope covers trenching, cable laying, and backfilling, while specialised works such as HDD, 132kV/275kV jointing/termination, and final testing are outsourced to OEM-certified subcontractors. Given that underground feeders often terminate at substations, these projects are frequently bundled with substation engineering works, with project owners preferring a single contractor to coordinate the full project lifecycle.

CHEEDING's underground utilities business primarily relies on two installation methods: open cut trenching and horizontal directional drilling (HDD).

**Open Trench Excavation** (also known as open cut trenching) is CHEEDING's core in-house capability, involving excavation of trenches to a depth of 1.3-1.5 metres, followed by cable laying, protective backfilling, and reinstatement. Open cut is cost-effective and straightforward, making it the preferred method in grass verges or less-developed areas.

**HDD** a trenchless technique typically subcontracted to specialist contractors. HDD requires only entry and exit pits, minimises surface disruption, and is better suited for urban, high-traffic, or environmentally sensitive areas. While CHEEDING does not own HDD rigs, management has indicated a willingness to invest should project volumes justify the capital outlay.

Beyond HDD, CHEEDING appoints specialist subcontractors for other high-risk or technically complex tasks such as utilities mapping, HV cable termination and jointing, and advanced electrical works. These activities are closely supervised in-house to ensure safety, quality, and schedule adherence.

Out of the IPO proceeds, RM3.2m (6.2%) will be allocated for the purchase of cranes and excavators to support underground utilities execution. Beyond this, CHEEDING plans to progressively invest in HDD capacity, develop in-house jointing expertise beginning at 132kV, and establish a Design Department to internalise survey and engineering functions. These initiatives are expected to reduce reliance on third-party specialists, improve execution efficiency, shorten tender preparation cycles, and enhance CHEEDING's competitiveness in securing new underground utility contracts. As at the LPD (15 August 2025), the Group's owned equipment comprised one piling machine, one cut-and-bend machine, and two pickup trucks, with trenching and other site machinery generally mobilised through subcontractors or rental arrangements.

# Substation Engineering Solution (6.8% of FY25 revenue)

CHEEDING's current involvement in substation works is concentrated on modification and retrofit projects, typically covering equipment replacement and upgrading, construction of new bays, and selected secondary system work such as fibre communications, SCADA, and protection systems. At present, key electrical packages and advanced M&E works are outsourced to specialist contractors, while CHEEDING focuses on civil foundations, structural works, and primary equipment installation.

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Looking ahead, the Group plans to establish an in-house design team and pursue joint ventures with established substation EPCC contractors to broaden its role within the value chain. Over the medium term, CHEEDING aims to qualify as a main EPCC contractor for substations, reducing reliance on external consultants and enhancing competitiveness in tenders linked to data centres and grid expansion.

Importantly, CHEEDING holds up to 500kV license for substations. While the segment remains a relatively small revenue contributor today, we expect its contribution to rise over time, supported by Malaysia's electrification roadmap, which calls for new capacity to integrate renewables and meet rising demand from industrial parks.

#### Maintenance (1.7% of FY25 revenue)

CHEEDING's maintenance services primarily cover the replacement and refurbishment of key components in overhead transmission infrastructure, including cross arms, insulators, safety devices, and pylon tower painting. Additional scopes include inspection, repair, and defect rectification during the DLP, as well as maintenance of substation components when specified under contract. While this segment is a smaller revenue contributor relative to EPCC works, it provides recurring activity and supports CHEEDING's long-term relationship with TNB by ensuring continued reliability of completed assets.

**Tender & Project Workflow.** CHEEDING is registered with the Construction Industry Development Board (CIDB) as a Grade G7 contractor and with the Energy Commission as a Class A Electrical Contractor, qualifying it to participate in the largest-scale engineering works in Malaysia, particularly in the national transmission sector.

Transmission projects are typically initiated through tenders issued by TNB, open only to licensed contractors accredited for 132kV, 275kV, or 500kV works. For fast-track data centre projects, bidding is often restricted to TNB's pool of pre-qualified "Green Lane contractors," which includes CHEEDING. Tender windows are generally short, requiring strong technical expertise, proven execution experience, and accurate submissions covering route surveys, tower spotting, preliminary designs, budgets, and schedules. Submissions are evaluated on multiple criteria including licensing level, safety and quality record, pricing, execution track record, and financial strength. Due to the niche nature of the scope and the limited pool of qualified participants, competition is generally moderate.

Upon award, contractors must furnish a performance bond equivalent to about 5% of the contract value, valid until the end of the 12-24-month defects liability period (DLP). In addition, TNB typically withholds 5-10% of progress claims as retention sums throughout the DLP. Execution then proceeds through procurement, foundation works, tower erection, conductor stringing, and final testing and commissioning, before entering the DLP stage. These requirements tie up a meaningful portion of cash and put pressure on working capital, particularly when multiple projects are undertaken concurrently.

To address this, CHEEDING has earmarked ~RM16.2m (31.4% of IPO proceeds) for performance bonds and ~RM24.6m (47.8% of IPO proceeds) for working capital. This allocation reduces reliance on debt and enables the Group to bid for and execute larger packages, particularly HV underground cable and substation projects, without liquidity constraints.

**Revenue Recognition.** Revenue from construction contracts is recognised progressively over the contract period using the input method, or cost-to-cost basis, in accordance with MFRS 15. Under this approach, revenue is recorded in proportion to the costs incurred to date relative to the total estimated contract costs. While this provides a systematic and standardised framework for revenue recognition, it can create mismatches between reported revenue and the actual physical progress of work.

Such mismatches can occur, for example, when equipment or material deliveries are delayed. Costs may not be captured until the equipment is received on-site, even if civil works or other



preparatory activities are already substantially complete, leading to under-recognition of revenue versus physical progress.

In addition, projects are subject to Liquidated Ascertained Damages (LAD) provisions, which impose penalties if completion milestones are delayed beyond contractual deadlines. Under MFRS 15, the risk of LAD must be factored into the estimation of total contract revenue, which may lead to downward adjustments in recognised revenue if there is a risk of delay.

FY25 FY24 Substation Maintenance Others <1% EPCC - UG 22% EPCC - OH 69% EPCC - OH FY23 FY22 Maintenance Substation 2% EPCC - UG 32% Substation EPCC - OH EPCC - OH

Figure 6: Revenue Breakdown by Segment

Source: Group, Apex Securities
OH: Overhead Transmission & UG: Underground

89%

Cost analysis. Given the material-intensive nature of transmission and underground projects, up to 80% of CHEEDING's costs in FY25 were attributable to raw materials, particularly cables, conductors, steel towers, and transformers, which formed the largest cost component in line with the Group's project mix. Direct labour accounted for c.8%, consistent with the manpower requirements for civil works, tower erection, and cable laying. In addition, subcontractor services represented about 6% of COGS, mainly for specialist activities such as HDD, high-voltage cable jointing and termination, and site testing and commissioning, with the remainder attributable to overhead expenses.

As at the LPD, CHEEDING employed 251 staff, comprising about 25% Malaysians and 75% foreign workers, with the latter primarily engaged in site-based roles. Following the Budget 2025 announcement of an increase in the minimum wage to RM1,700, the impact on the Group is expected to be negligible, as the remuneration of its foreign workforce is already above the revised threshold. The more direct implication relates to statutory contributions such as EPF for foreign workers; however, this impact is expected to be limited given that direct labour accounts for only ~8% of total project costs.

**GP margins.** Over the past four years, CHEEDING has consistently delivered gross profit margins above 35%, reflecting both its project mix and structural advantages within Malaysia's transmission sector. We believe the following factors underpin the Group's superior margins and reinforce its competitive positioning:



- i. Niche Licensing Barrier. Few players in Malaysia are licensed to handle 500kV overhead lines, underground and substation packages. Holding these licenses creates a strong competitive moat, reduces tender competition, and allows CHEEDING to price more competitively while still enjoying superior margins.
- ii. **Favourable Client Profile.** CHEEDING's revenue is almost entirely derived from TNB, a reliable counterparty. Importantly, CHEEDING enjoys an exceptionally short receivable cycle of 12 days, well below industry norms, reflecting both its strong payment track record with TNB and efficient internal billing processes. This ensures predictable cash flow, lowers collection risk, and allows the company to bid tighter on cashflow assumptions while maintaining pricing discipline.
- iii. Long-Standing Relationship with TNB. As a full-scope electrical contractor, CHEEDING has accumulated more than 18 years of execution experience with TNB, successfully delivering over 20 national infrastructure projects. Its "Green Lane contractor" status further enables participation in DC fast-track jobs, often with less open competition.
- iv. Favourable Product Mix. Overhead EPCC projects (largest revenue contributor) typically yield higher margins than underground, or substation works. A key driver is the ability to optimise tower design and spacing, thereby reducing the number of towers required along a transmission corridor, which CHEEDING captures as margin upside. Combined with its extensive field experience, this allows the Group to deliver projects within budget while sustaining superior profitability. In contrast, underground cabling projects offer limited scope for such optimisation and carry higher risks of jointing failures or ground complications, which can lead to costly re-lays and margin compression.
- Asset-Light Model. High-risk, capital-intensive, or specialist work including HDD, 132kV/275kV jointing, SCADA, and secondary systems are subcontracted to certified specialists. This asset-light approach allows the Group to avoid the heavy depreciation and idle cost burdens.

**IPO Proceeds.** CHEEDING expects to raise c.RM51.5m from the IPO. The largest portion, 47.8% or RM24.6m, will be allocated to working capital, mainly for the procurement of raw materials such as steel-intensive transmission towers and HV cables, as well as subcontractor payments. A further 31.4% or RM16.2m will be set aside for performance bond requirements, which typically amount to 5% of contract value and must be placed as deposits with banks. This allocation will enhance CHEEDING's ability to undertake a larger number of projects and execute bigger contracts without straining liquidity.

In addition, 6.2% or RM3.2m has been earmarked for CAPEX, comprising the purchase of machinery (e.g., cranes and excavators) and the establishment of a design department. By internalising design functions, CHEEDING expects to reduce reliance on external consultants, achieve cost savings, and accelerate project delivery timelines. The balance will be utilised for repayment of bank borrowings (4.5% or RM2.3m) and listing expenses (10.1% or RM5.2m).

Figure 7: IPO Proceeds Utilisation

Utilisation of proceeds	Estimated time frame for utilisation	RM'm (%)	
Business expansion			
Purchase of machinery and equipment	Within 24 months	3.2 (6.2%)	
Performance bonds for future projects	Within 24 months	16.2 (31.4%)	
Working Capital	Within 24 months	24.6 (47.8%)	
Repayment of bank borrowings	Within 6 months	2.3 (4.5%)	
Estimated listing expenses	Within 3 months	5.2 (10.1%)	
	Total	51.5	

Source: Group, Apex Securities



**Orderbook.** As at the LPD, CHEEDING's outstanding orderbook stood at RM202.7m, providing revenue visibility through to FY28. Of this, RM123.7m (61.0%) is scheduled for recognition in FY26, followed by RM71.8m (35.4%) in FY27 and RM7.1m (3.5%) in FY28. The near-term pipeline is weighted towards EPCC works for overhead infrastructure (RM83.4m in FY26), supplemented by underground utilities (RM30.0m), substation engineering (RM9.4m), and maintenance (RM1.0m).

Management has indicated that CHEEDING will continue to actively participate in upcoming tenders, supported by a tender book of ~RM350m and a historical win rate of 20-25%. This replenishment pipeline underpins medium-term growth visibility, with opportunities concentrated in transmission, underground cabling, and substation projects driven by rising data centre demand and Malaysia's national grid expansion under RP4.

RM202.7m

Subtation 6%

Maintenance 1%

EPCC - UG
16%

EPCC - OH
77%

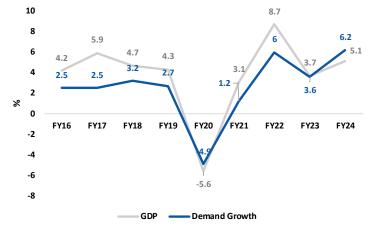
Figure 8: Orderbook Breakdown (RM202.7m as of LPD)

Source: Group, Apex Securities

# **Industry Overview**

**Growing Electricity Demand.** Peninsular Malaysia's electricity demand has seen a steady increase, with an 8-year CAGR of 2.4%. Prior to 2023, electricity demand growth lagged GDP growth due to energy efficiency gains and a shift towards a service-oriented economy. However, since 2023, this gap has closed, with electricity growth now matching or even exceeding GDP growth, driven primarily by the rapid expansion of DCs. In response to this structural demand shift, TNB has forecasted electricity demand growth of 2.8%-3.8% for 2025, approaching the national GDP growth forecast of 4.0%-4.8%.

Figure 9: Peninsular Malaysia's Electricity Demand Growth Matching GDP Growth Since 2023

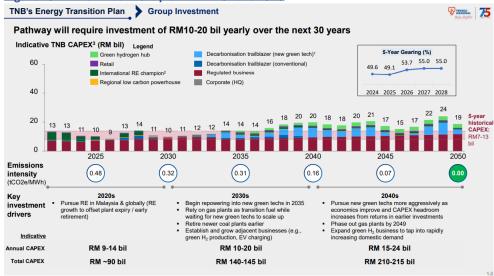


Source: TNB



To support the nation's energy transition agenda, TNB plans to allocate RM35bn towards transition-related grid infrastructure from 2025 to 2030, in addition to its RM54bn non-energy transition allocation for the grid during the same period. This brings the total investment in Malaysia's grid to nearly RM90bn over the five years, almost doubling the RM46bn allocated by the Group for the 2018-2024 period, which included RM40bn for non-energy transition and RM6bn for energy transition.

Figure 10: TNB's investment plan from 2025 to 2050

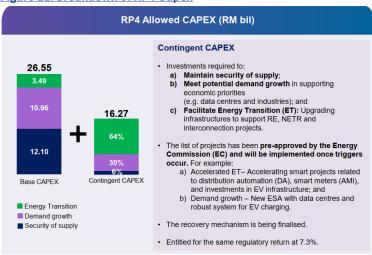


Source: TNB

Strong Commitment to ET and Demand Growth. In RP4, TNB's capex has significantly increased to RM42.8bn, comprising RM26.6bn in base capex and RM16.3bn in contingent capex. This represents an average annual capex of RM14.3bn, which is 108% higher than the approved capex in RP3. As shown in Figure 11, 64% of the contingent capex is allocated to energy transition initiatives (such as distribution automation, smart metres, and EV infrastructure), 30% is designated for potential demand growth (including DCs and EV charging), while the remaining 6% is earmarked for ensuring security of supply.

**Contingent CAPEX.** Contingent capex refers to projects that are dependent upon specific trigger conditions. For example, reaching 90% of the forecasted smart meter or distribution automation installations could activate the deployment of contingent capex. These triggers may be executed automatically or require formal regulatory approval once the conditions are met. TNB is confident in securing 60%-70% of the contingent capex during RP4 (2025-2027).

Figure 11: Breakdown of RP4 Capex



Source: TNB



Based on NETR's base-case projection, Malaysia will require RM85bn of transmission investment between 2023 and 2050, accounting for about one-third of total grid spending. This forms a committed baseline of demand, as strengthening the transmission backbone is essential to support industrial load growth, data centre expansion, and regional interconnection under the ASEAN Power Grid. With RP4 doubling TNB's regulated capex allocation to an average of RM14.3bn annually, we believe transmission investment will remain firmly on the agenda, ensuring sustained project flow for licensed players such as CHEEDING.

450 400 350 175 300 돌 250 ≥ 200 60 150 100 35 160 50 0 Cumulative Transmission Distribution Battery Energy Investment in Grid Storage System ■ Additional Investment ■ BAU Investment

Figure 12: NETR's projected cumulative grid investment 2023-2050

Source: NETR, Apex Securities

What is transmission? Transmission refers to the HV transfer of electricity from power plants to substations over long distances using transmission lines. The main objective is to move large volumes of electricity efficiently and with minimal losses across different regions. In Peninsular Malaysia, transmission lines are an integral part of the National Grid, managed primarily by TNB. These high-voltage lines operating at voltages from 132kV to 500kV, deliver electricity from major generation plants to substations, as well as to industrial and urban centres.

Transmission lines are supported by steel lattice towers or pylons that carry overhead conductors across diverse terrains. Works are typically carried out by qualified EPCC (Engineering, Procurement, Construction & Commissioning) contractors such as CHEEDING that registered with the Construction Industry Development Board (CIDB) and approved by the Energy Commission. TNB will engages these experienced contractors for the planning, construction, and ongoing development of Malaysia's transmission infrastructure.

We believe demand for transmission lines will remain strong over the medium to long term, supported by rising electricity needs from data centre expansion and the country's strategic shift toward renewable energy sources. As electricity consumption rises, the need to connect new generation capacity, upgrade aging infrastructure, and enhance grid reliability will continue to create project opportunities for electrical contractors. In this environment, CHEEDING is well positioned to benefit from these market dynamics. The Group's proven expertise in delivering complex, large-scale transmission projects, along with its established relationships with TNB, places it in a strong position to capitalise on the expanding transmission infrastructure market and to maintain a high success rate in securing new project rollouts.

**What is substation?** Facility in the electrical grid that receives electricity from power plants or transmission lines and modifies its voltage level, either stepping it up for efficient long-distance transmission or stepping it down for safe distribution to consumers.



Substations in Malaysia are categorised into two main types: national grid substations and consumer substations. This discussion focuses on national grid substations which align with CHEEDING's core EPCC business. National grid substations handle higher voltages and network management, typically operating at 500kV, 275kV, or 132kV. The construction of these substations generally spans three to five years reflecting their complexity and scale.

These substations play a critical role in the national electricity grid, serving as key nodes where HV electricity from power plants is stepped down and redistributed across the network. The development of national grid substations is closely linked with the construction of transmission lines and towers, as both elements are integral to transmitting electricity efficiently over long distances. To capture market demand, the Group is expanding its skilled workforce with a focus on strengthening in-house engineering capabilities, aiming to reduce reliance on third-party providers. With its proven track record in delivering complex national grid projects, we believe CHEEDING is well positioned to remain a partner of choice for national utility players undertaking large-scale greenfield substation projects.

**DCs demand enormous power.** As of March 31, 2025, Malaysia had approved RM144.4bn in data centre investment projects across the country between 2021 and Q1 2025 under the DESAC scheme. This amount includes investments by leading global cloud service providers such as AirTrunk, Amazon, Bridge, Microsoft, GDS, Yondr Group, Google, K2, Keppel, and Equinix. The influx is driven by several key factors: (i) Malaysia's strategic location at the heart of ASEAN, (ii) robust fibre connectivity, (iii) more affordable land prices compared to neighbouring Singapore, and (iv) favourable government policies.

Unlike most industries, DCs are massive energy consumers, running 24/7 at high redundancy to keep services up and avoid downtime. For example, a 100MW DC can produce enough power to run roughly 80,000 homes. International Energy Agency (IEA) estimates that ~40% of a DC's energy goes to computing, another 40% is used for cooling, and the remaining 20% powers other processes. Al-driven DCs are even more energy-intensive than traditional ones, as they are designed for high-performance parallel processing to handle more complex workloads. For example, OpenAl's ChatGPT uses 2.9Wh per request, with 9bn searches daily, this translates to nearly 10TWh of additional electricity annually, which equivalent to the capacity of roughly 1GW, or 3.9% of Peninsular Malaysia's installed capacity. The IEA projects that the global Al industry's energy consumption will surge from 7.3TWh in 2023 to 73TWh by 2026, representing a tenfold increase.

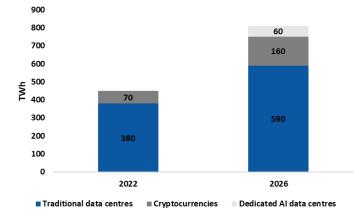


Figure 13: Expected electricity demand from DCs from 2022 and 2026F.

Source: IEA

Malaysia's DC industry is primarily concentrated in Johor and Selangor, hosting more than 100 facilities. Among these, Johor is rapidly emerging as a key DC hub in Malaysia, thanks to its availability of sizeable land bank for development along with close proximity to Singapore. According to DC Byte report dated Mar 2024, Johor's total IT capacity is nearly 1,600MW, with around 20% already live or under construction, and the remaining 80% committed and in early



planning stages. The report also notes that Bridge DCs is leading the market in live IT capacity, with 69% market share, with GDS Holdings coming in second at 23%.

Malaysia's DC industry remains concentrated in Johor and Selangor, which together account for c.100 facilities nationwide. Johor is increasingly recognised as the principal hub for DC development, benefiting from substantial land availability and its proximity to Singapore. As a result, Johor Bahru has attained an installed capacity of c.1.4GW, placing it on par with Singapore's DC market. Selangor continues to attract considerable DC investment, leveraging its strong infrastructure and connectivity to Johor. Other regions, including Ipoh, Kedah, and Terengganu, are also beginning to gain momentum as emerging destinations for DC expansion. On a national basis, Malaysia's total DC capacity, encompassing both existing and planned facilities, is expected to reach nearly 4GW by the end of 2025. Johor and Selangor are anticipated to contribute the largest shares to this total, given their roles as the central pillars of growth in the country's DC sector.

Figure 14: DC Map in Malaysia

According to TNB's latest analyst briefing, electricity demand from Malaysia's data centre sector continues to accelerate. A total of 47 projects with 6.7GW of maximum demand have secured electricity supply agreements (ESA). Of this, 24 projects totalling 3.5GW have already been delivered as at 1HFY2025, including 3 projects (740MW) completed in 2QFY2025. The balance of 3.2GW remains under execution, reflecting the sizeable pipeline of upcoming connections. In addition, a further 7 projects (733MW) were signed between January and mid-August 2025, underscoring the sustained inflow of new demand.

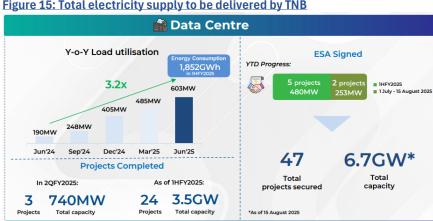


Figure 15: Total electricity supply to be delivered by TNB

Source: TNB

Source: Baxtel

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Many DCs remain in the early stages of development, with numerous projects yet to reach the groundbreaking phase. We anticipate that these developments will be staggered over a three-to five-year period. As a general rule of thumb, and assuming a power factor of 0.9, a 275kV substation is capable of supplying 100MW or more. While a 132kV substation can also support up to 100MW, this typically requires multiple parallel interconnections to ensure reliable power delivery. It is important to note that these figures may vary depending on the IT loads of the data centres, as higher loads may require additional power capacity.

The rising power requirements stemming from power-intensive DC developments are expected to drive increased demand for new transmission towers, substations, and underground utilities. This anticipated growth in infrastructure investment will create significant opportunities for electrical EPCC providers such as CHEEDING over the medium to long term. Given CHEEDING's established business relationship and proven execution track record with TNB, the company is well positioned to participate in the growing number of large-scale projects driven by the ongoing expansion of Malaysia's DC industry.

ASEAN Power Grid (APG) represents one of the region's most ambitious infrastructure programmes, designed to strengthen regional energy security, optimise renewable utilisation, and reduce reserve margins through cross-border interconnection of national grids. As of 2024, seven interconnections are in operation with total capacity of 6,500MW, but the scale is set to rise significantly. By 2045, the APG envisions 17,550MW of cross-border capacity across c.2,824 km of new transmission lines, requiring cumulative investment of at least US\$100bn. Priority corridors include the Laos-Thailand-Malaysia-Singapore (LTMS-PIP) power integration project, the expansion of Malaysia and Thailand's 500kV backbones, and additional interconnections from Sarawak into West Kalimantan and potentially Peninsular Malaysia.

Malaysia is poised to play a central role in the ASEAN Power Grid, acting as both a transit corridor for electricity exports from Laos and Sarawak and as a key demand centre driven by industrialisation and digital growth. To support this, the grid is being reinforced through the 500kV Gurun corridor to strengthen north-south flows, new 275kV lines in Johor and the East Coast to serve industrial clusters, and the uprating of 132kV lines to 275kV in urban and industrial zones. The rapid build-out of hyperscale data centres, with c.6.7GW of capacity already committed under TNB's ESA framework, further highlights the need for redundant transmission corridors and underground feeders to secure reliable supply. Note that the market structure for HV transmission remains tightly regulated, with only a limited number of contractors licensed to undertake 500kV overhead line and 275kV underground and substation works.

CHEEDING is well positioned to capture a disproportionate share of this investment cycle. As one of the few contractors licensed for 500kV works in Malaysia, the company benefits from high entry barriers and limited competition. Its proven track record on national backbone projects and long-standing relationship with TNB provide a clear advantage in securing future contracts. With both domestic grid reinforcements and cross-border interconnections forming part of the APG programme, CHEEDING stands out as one of the key beneficiaries of ASEAN's energy transition, supported by visible orderbook replenishment and defensive long-term growth prospects.

# **Investment Highlights**

Overhead Transmission Specialist. CHEEDING is a proven transmission builder, deriving c.69% of FY25 revenue from EPCC of overhead lines. As a main contractor to TNB, it has successfully delivered more than 20 national transmission projects across Peninsular Malaysia. Licensed up to 500kV, the highest voltage class in Malaysia and held by only a select group of contractors, CHEEDING enjoys a strong competitive moat and superior margin profile, particularly in overhead projects where tower optimisation provides scope for material cost savings. With demand underpinned by both Malaysia's RP4 grid expansion and the long-term ASEAN Power Grid (US\$100bn investment, 17,550MW of cross-border capacity by 2040),

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transmission will remain CHEEDING's anchor earnings driver, with segmental CAGR of 10.1% forecast over FY25-FY28F.

Orderbook Expansion via IPO Funds. Growth has recently been constrained by working capital requirements and performance bonds, which typically lock up 10-15% of contract value (performance bond + retention). Post-IPO, CHEEDING will raise RM51.5m, of which RM24.6m (47.8%) is allocated to working capital and RM16.2m (31.4%) to performance bonds. At a 5% bond requirement, this provides bidding headroom of RM324m, equivalent to 1.6x its current RM202.7m orderbook. According to management, the IPO will enable CHEEDING to expand its total orderbook capacity to ~RM700-800m, materially increasing its scale and allowing participation in larger packages, especially HV underground and substation projects. Supported by a tender book of c.RM350m and a guided win rate of 20-25%, the enlarged balance sheet removes liquidity bottlenecks and underpins sustained multi-year growth.

**Underground Utilities Expansion.** CHEEDING is scaling its underground utilities business, centred on open-cut trenching for 132-275kV cables. Near-term CAPEX (RM3.2m, 6.2% of IPO proceeds) will fund new machinery, a dedicated Design Department, and the build-up of inhouse jointing expertise starting at 132kV. This segment is structurally supported by Malaysia's data centre boom, as hyperscalers require redundant HV feeders to ensure uninterrupted supply in hubs such as Cyberjaya and Sedenak. Underground cabling is mission-critical where overhead lines are not feasible, making it a key enabler of DC connectivity. We project underground EPCC to deliver a 34.6% CAGR over FY25-FY28F, emerging as CHEEDING's second growth pillar.

Rising Demand for Substation Infrastructure. CHEEDING is also positioning for larger roles in substations, where RP4's doubled average annual capex allocation (RM14.3bn) and a pipeline of c.150 DC projects and new industrial parks are driving demand for new 132-275kV capacity. While current involvement is focused on modification and retrofit works, the Group is building in-house design capabilities and exploring partnerships with established EPCC players to qualify for full-scope substation tenders. With packages ranging from RM50-300m, successful entry would transform substations into CHEEDING's third earnings pillar, allowing the Group to evolve into a one-stop provider across transmission, underground, and substation solutions.

Margin Resilience. CHEEDING has consistently achieved core net margins above 20%, supported by (i) its favourable project mix, where overhead transmission projects are the Group's largest revenue contributor, offering greater scope for cost optimisation, (ii) assetlight approach, where capital-intensive scopes such as HDD, 132kV/275kV jointing, SCADA, and secondary systems are subcontracted to certified vendors, enabling CHEEDING to avoid heavy depreciation and idle cost burdens. While margins are expected to normalise as underground utilities scale, we still forecast 20-23% core net margins over FY25-FY28F, reflecting a more diversified but robust earnings base.

Attractive Valuation. At the IPO price of RM0.36, CHEEDING is valued at a trailing P/E multiple of 10.9x based on FY25 EPS of 3.30 sen. This appears undemanding relative to Malaysian small- and mid-cap engineering and infrastructure peers, which typically trade at 12x-20x forward P/E. Given its strong core net margin profile (>20%), net cash position, a long-standing relationship with TNB, and direct exposure to Malaysia's RM14.3bn average annual grid capex under RP4, we believe the IPO valuation offers a compelling entry point into a high-barrier, high-visibility segment of the utility infrastructure market.

# Financial Highlights

CHEEDING has delivered strong growth over the past three years, with core net profit increasing from RM8.2m in FY23 to RM26.4m in FY25, reflecting a CAGR of 78.9%. The strong performance was driven by successive contract wins from TNB and a revenue mix skewed towards higher-margin transmission projects secured under RP3. In FY25, the Group sustained



a core net margin above 20%, supported by its licensing strength in 500kV transmission works, disciplined cost management, and long-standing supplier relationships. Profitability also benefitted from lower subcontractor reliance and execution of a favourable mix of Green Lane Pathway and 275kV projects.

**Earnings outlook**. We forecast CHEEDING's core earnings to grow by 12.2%, 14.7%, and 17.9% YoY in FY26F-FY28F, driven by progress billings from the RM202.7m outstanding orderbook and our assumed annual replenishment of RM60m-RM300m. EPCC of overhead transmission lines will remain the primary growth driver, with revenue typically recognised over a three-year contract cycle that is typically front-loaded in the first two years, consistent with industry billing patterns. At the same time, the EPCC of underground utilities is expected to emerge as CHEEDING's second growth pillar post-IPO, supported by expanded in-house capabilities and rising demand from data centre projects in hubs such as Cyberjaya and Sedenak.

**Balance Sheet.** In FY26F, the first full financial year post-listing, CHEEDING is projected to maintain a net cash balance sheet with gross gearing of just 0.01x, underscoring its strong financial flexibility. This robust position provides ample capacity to tender for larger and more complex projects under RP4. Nevertheless, management has indicated a prudent stance towards expansion, with no intention of leveraging borrowings as a primary growth driver.

**Dividends.** The Group has adopted a dividend policy of distributing at least 25% of consolidated PAT. We expect payouts to be sustained at this level, underpinned by CHEEDING's robust earnings base, net cash balance sheet, and strong operating cash flow generation.

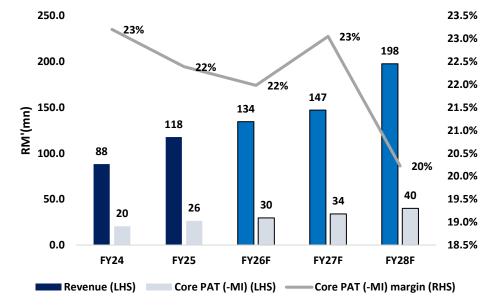


Figure 16: Revenue, earnings and margin from FY24 to FY28F

#### Valuation & Recommendation

**Initiation Coverage**. We initiate coverage on CHEEDING Holdings Berhad (CHEEDING) with a **BUY** call and a target price of **RM0.73**, derived from 17.0x P/E applied to FY27F EPS of 4.3 sen. Our assigned multiple represents a c.15% premium to the underground utilities peer average forward P/E of 14.7x, which we believe is justified by CHEEDING's: (i) rare licensing strength in 500kV transmission, the highest voltage class and a prerequisite for future backbone upgrades and ASEAN Power Grid corridors, (ii) integrated coverage across the electricity value chain, including overhead transmission, underground utilities, and substations, positioning CHEEDING as a one-stop EPCC provider, (iii) proven track record of delivering more than 20 national infrastructure projects across Peninsular Malaysia, and (iv) strong core net margins

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(>20%) well above sector averages, supported by its focus in high-margin overhead transmission projects and an asset-light model that reduces capital intensity.

These attributes position CHEEDING as a direct proxy to Malaysia's electrification and energy transition agenda, supported by RP4's RM14.3bn average annual grid capex and the accelerating demand for transmission and substation infrastructure from the country's fast-growing data centre industry.

### **Peers Comparison**

		Market Cap		Price (RM)	TP Po	Potental	P/E (x)		Div Yield (%)		
Company	FYE	(RM m)	Rec.	as at 22Sep25	(RM)	Upside	CY25	CY26	CY25	CY26	ESG Rating
Electrical Contractors											
Cheeding Holdings Bhd	Mar	287.0	Buy	0.36	0.73	103.1%	3.6	4.1	3.5	2.9	N/A
CBH Engineering Holding Bhd	Dec	677.1	Buy	0.36	0.50	38.9%	17.6	10.9	0.0	0.0	***
*MN Holdings Bhd	Jun	1158.0	N/A	1.77	1.88	6.2%	19.8	17.3	0.1	0.1	N/A
*HE Group Bhd	Dec	184.8	N/A	0.42	0.48	15.1%	16.2	12.7	0.7	1.0	N/A
Average							17.8	13.6	0.3	0.4	
Underground Utilities											
UUE Holdings Bhd	Feb	492.7	Buy	0.81	1.06	30.9%	17.7	12.1	0.0	0.0	***
*MN Holdings Bhd	Jun	1158.0	N/A	1.77	1.88	6.2%	19.8	17.3	0.1	0.1	N/A
Average							18.7	14.7	0.0	0.1	

<sup>\*</sup> Based on Bloomberg consensus

Peers \* P/E (x) based on Bloomberg consensus estimates

Note that ESG considerations are not factored into our valuation pending further disclosure and benchmarking

Source: Bloomberg, Apex Securities

#### **Investment Risk**

**Customer Concentration Risk.** CHEEDING derives more than 90% of its revenue from TNB projects. Any delays in project rollout, changes in procurement policies, or revisions to TNB's budget allocation could materially impact the Group's revenue visibility and cash flow.

**Dependence on regulatory and public sector infrastructure spending.** The Group's growth is closely tied to the government's energy transition agenda and TNB's regulated capex cycle. Any slowdown in public-sector infrastructure spending, regulatory shifts, or deferment of transmission-related investments could affect the pace of contract awards and revenue recognition.

**Cost overrun risk**. Most of CHEEDING's contracts are fixed-price in nature. As such, exposure to unforeseen cost escalations may not be recoverable, potentially leading to margin compression and adversely affecting overall profitability.

Source: Apex Securities

# Initiation Coverage Tuesday, 23 Sep, 2025



#### **Financial Highlights**

FYE Mar (RM m)	FY24	FY25	FY26F	FY27F	FY28F
Revenue	88.2	117.7	134.5	147.1	197.6
Gross Profit	39.2	45.1	50.3	57.0	69.5
EBITDA	29.6	36.5	41.3	47.4	55.6
Depreciation	-2.3	-1.9	-3.0	-3.4	-3.7
EBIT	27.3	34.6	38.3	44.0	51.9
Net Finance Income/ (Cost)	0.1	0.4	0.6	0.6	0.6
Associates & JV	0.0	0.0	0.0	0.0	0.0
Pre-tax Profit	27.4	35.0	38.9	44.6	52.6
Tax	-7.0	-8.6	-9.3	-10.7	-12.6
Profit After Tax	20.5	26.3	29.6	33.9	40.0
Minority Interest	0.0	0.0	0.0	0.0	0.0
Net Profit	20.5	26.3	29.6	33.9	40.0
Exceptionals	0.0	0.0	0.0	0.0	0.0
Core Net Profit	20.5	26.3	29.6	33.9	40.0

Key Ratios					
FYE Mar (RM m)	FY24	FY25	FY26F	FY27F	FY28F
EPS (sen)	2.6	3.3	3.7	4.3	5.0
P/E (x)	14.0	10.9	9.7	8.5	7.2
P/B (x)	6.7	5.7	2.3	1.9	1.6
EV/EBITDA (x)	10.0	8.9	9.1	8.4	7.4
DPS (sen)	2.3	0.9	1.1	1.3	1.8
Dividend Yield (% )	6.4%	2.6%	3.0%	3.5%	4.9%
EBITDA margin (%)	33.5%	31.0%	30.7%	32.2%	28.1%
EBIT margin (%)	31.0%	29.4%	28.5%	29.9%	26.3%
PBT margin (%)	31.1%	29.7%	28.9%	30.3%	26.6%
PAT margin (%)	23.2%	22.4%	22.0%	23.0%	20.2%
NP margin (%)	23.2%	22.4%	22.0%	23.0%	20.2%
CNP margin (%)	23.2%	22.4%	22.0%	23.0%	20.2%
ROE (%)	48.1%	52.3%	24.2%	23.0%	22.5%
ROA (%)	32.2%	28.0%	20.4%	19.5%	19.3%
Gearing (%)	9.7%	6.2%	1.5%	1.3%	1.2%
Net gearing (% )	Net Cash				

Valuations	FY27F
Core EPS (RM)	0.04
P/E multiple (x)	17.0
Fair Value (RM)	0.73
ESG premium/discount	0.0%
Implied Fair Value (RM)	0.73

Source: Company, Apex Securities

Balance Sheet					
FYE Mar (RM m)	FY24	FY25	FY26F	FY27F	FY28F
Cash and bank balances	14.2	41.3	88.7	110.7	126.4
Receivables	18.3	23.7	23.9	28.2	40.6
Contract assets	13.3	9.8	10.8	11.8	15.8
Other current assets	0.0	0.0	0.0	0.0	0.0
Total Current Assets	45.9	74.8	123.4	150.6	182.8
Fixed Assets	9.1	10.8	13.0	14.8	16.3
Investment properties	8.6	8.5	8.3	8.1	7.9
Other non-current assets	0.0	0.0	0.2	0.2	0.2
Total Non-Current Assets	17.7	19.3	21.5	23.1	24.5
Short-term debt	1.3	1.4	8.0	0.9	1.0
Payables	4.1	12.2	6.9	7.4	10.5
Other current liabilities	12.6	28.2	13.8	16.6	16.8
Total Current Liabilities	17.9	41.8	21.6	24.9	28.3
Long-term debt	2.8	1.7	1.0	1.1	1.2
Other non-current liabilities	0.3	0.3	0.3	0.3	0.3
Total Non-Current Liabilities	3.2	1.9	1.2	1.3	1.4
Shareholder's equity	42.5	50.4	122.2	147.6	177.6
Minority interest	0.0	0.0	0.0	0.0	0.0
Total Equity	42.5	50.4	122.2	147.6	177.6

Cash Flow					
FYE Mar (RM m)	FY24	FY25	FY26F	FY27F	FY28F
Pre-tax profit	27.4	35.0	38.9	44.6	52.6
Depreciation	2.3	1.9	3.0	3.4	3.7
Changes in working capital	-17.2	20.8	2.0	13.1	17.2
Others	4.2	-14.1	-29.0	-25.8	-42.9
Operating cash flow	16.7	43.6	14.9	35.3	30.6
Capex	-2.5	-5.0	-5.0	-5.0	-5.0
Others	0.0	1.8	0.0	0.0	0.0
Investing cash flow	-2.5	-3.1	-5.0	-5.0	-5.0
Dividends paid	-5.0	-12.0	-7.4	-8.5	-10.0
Others	-6.6	3.7	44.9	0.1	0.2
Financing cash flow	-11.6	-8.3	37.5	-8.4	-9.8
Net cash flow	2.5	32.1	47.4	21.9	15.7
Forex	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0
Beginning cash	0.5	3.0	35.2	82.6	104.5
Ending cash	3.0	35.2	82.6	104.5	120.3

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#### Recommendation Framework:

**BUY:** Total returns\* are expected to exceed 10% within the next 12 months.

**HOLD:** Total returns\* are expected to be within +10% to – 10% within the next 12 months.

**SELL:** Total returns\* are expected to be below -10% within the next 12 months.

**TRADING BUY:** Total returns\* are expected to exceed 10% within the next 3 months.

**TRADING SELL:** Total returns\* are expected to be below -10% within the next 3 months.

\*Capital gain + dividend yield

#### **Sector Recommendations:**

**OVERWEIGHT:** The industry defined by the analyst is expected to exceed 10% within the next 12 months.

 $\textbf{NEUTRAL:} \ \text{The industry defined by the analyst is expected to be within +10\% to -10\% within the next 12 months.}$ 

UNDERWEIGHT: The industry defined by the analyst, is expected to be below -10% within the next 12 months.

#### ESG Rating Framework:

\*\*\*\* : Appraised with 3% premium to fundamental fair value

\*\*\* : Appraised with 1% premium to fundamental fair value

\*\*\*: Appraised with 0% premium/discount to fundamental fair value

\*\* : Appraised with -1% discount to fundamental fair value

★: Appraised with -5% discount to fundamental fair value

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(a) nil.