



Binastra Corp Bhd

Emerging Construction Powerhouse

Bloomberg: BNASTR MK | Stock Code: 7195

Valuation / Recommendation

We initiate coverage on Binastra Corp Berhad (Binastra) with a BUY call and a **TP of RM2.20**, translating to 24% potential upside. Our TP implies 18.4x FY26F PE which is in line with similar peers' average. We like Binastra for its robust orderbook (driven by long-standing clients with vibrant growth prospects) and superior profit margin. Key re-rating catalysts for the stock include major contract wins and stronger property sales by its key customers.

Investment Highlights

Robust property pipelines from key clients. Binastra has been in long-standing partnerships with 3 key clients, namely EXSIM, MAXIM and PV for > 5 years, with EXSIM contributing over 70% of its orderbook. Collectively, we estimate planned project launches by these key clients over the next 3 years to be worth a combined GDV of RM10bn. Some of these launches include ongoing multi-phase projects in Klang Valley such as Central Park Damansara, EXSIM Bukit Jalil, and KL Wellness City, where Binastra is already the existing contractor. Outside Klang Valley, following their recent land-banking activities in Johor, we expect EXSIM and MAXIM to ramp up new property launches in the state in 2025, with Binastra likely to be selected as the preferred contractor given that those projects will be high-rise developments.

DC and EPCC jobs further add to its orderbook. In 2024, Binastra secured RM992m in data centre projects and RM223m in EPCC jobs related to sewage treatment plants. As such, the composition of its orderbook is quite balanced, comprising high-rise residential (55%), data centres (24%), and other construction-related projects (20%). As of Dec 2024, Binastra's outstanding construction orderbook stands at RM3.7bn, representing an impressive 3.9x cover of its expected FY25 revenue. The strong cover ratio reflects its record-high orderbook replenishment of RM3.1bn in FY25. Looking ahead, Binastra is targeting an annual orderbook replenishment of RM3.0bn in FY26-27F, which we believe is achievable given the robust project pipelines from its key clients.

Superior profit margin. Binastra has consistently achieved net margins of 9-10%, outperforming industry peers. This is driven by its long-standing client relationship that helps to secure favourable contract terms and ensure prompt payments, reducing working capital needs. Nevertheless, we expect Binastra's net margins to normalise slightly to 8.7-9.4% in FY25-27F, mainly due to the increase in DC and EPCC works that carry lower margins than its typical high-rise construction.

Risk factors for Binastra include (1) Failure to replenish orderbook; (2) Fluctuation in construction cost; (3) Sluggish property market outlook

FY Jan (RM m)	FY23	FY24	FY25F	FY26F	FY27F
Revenue	184.8	425.2	945.6	1,460.0	1,940.0
EBITDA	24.1	57.1	129.0	200.9	272.9
Net Profit	17.4	41.6	89.1	129.8	168.1
Core Net Profit	17.4	41.6	89.1	129.8	168.1
Core EPS (sen)	4.5	9.2	8.2	12.0	15.5
Core EPS growth (%)	46.4	102.3	(10.7)	45.7	29.5
Net DPS (sen)	0.0	0.0	0.0	3.6	4.6
BV Per Share (sen)	11.1	18.4	15.9	24.2	35.1
PE (x)	38.1	18.8	21.1	14.5	11.2
EV/EBITDA (x)	77.4	32.7	13.9	8.8	6.4
Net Yield (%)	0.0%	0.0%	0.0%	2.1%	2.7%
PB (x)	15.6	9.4	10.9	7.1	4.9
Net Gearing (x)	Cash	Cash	Cash	Cash	Cash
ROE (%)	40.9	50.0	51.7	49.3	44.1

Main Market
Construction Sector
BUY

TP: RM2.20
Last Closing Price: RM1.77

Business Overview

Binastra specializes in providing turnkey engineering and construction services for both the residential and non-residential buildings.

Return Information

KLCI (pts)	1,629.5
Upside (%)	24.3
Net Yield (%)	2.0
Total Return (%)	26.3

Price Performance

	1M	3M	12M
Absolute (%)	2.3	24.7	160.2
Relative to FBM KLCI (%)	1.3	24.7	150.7

Stock Information

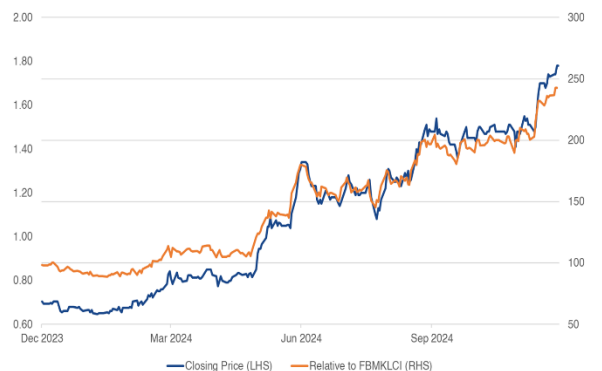
Market Cap (RM m)	2008.4
Issued Shares (m)	1089.4
52-week High (RM)	1.81
52-week Low (RM)	0.595
Estimated Free Float (%)	25.3
Beta vs FBM KLCI	0.916
3-month Average Vol. (m)	1.63
Shariah Compliant	Yes

Consensus

	FY25	FY26	FY27
EPS Forecast (sen)	8.2	11.9	16.3
Ratings	4 Buy	0 Hold	0 Sell

Top 3 Shareholders

JL Conglomerate Sdn Bhd	41.3%
Lee Yong Seng	13.0%
Datuk Tan Kak Seng	11.1%



Source: Mercury Securities, Bloomberg



Investment Merits

Solid orderbook backed by long-term client relationship

Stable relationship with key clientele. Binastra's strong construction orderbook is underpinned by its stable and solid partnership with its three core clients, namely Exsim Development Sdn Bhd (EXSIM), Platinum Victory Sdn Bhd (PV) and Maxim Global Bhd (MAXIM). The company has been in long-standing partnerships with these three clients for more than 5 years (refer to Figure 1), with the total value of contracts awarded by them to date amounting to RM5.7bn in total (both completed and ongoing projects). See Figure 2.

Figure 1: Years of relationship with its key clients

Key Clientele	
	Platinum Victory Sdn. Bhd. ("PV") 20 years of relationship
	EXSIM Development Sdn. Bhd. ("EXSIM") 13 years of relationship
	Maxim Global Berhad ("Maxim") 6 years of relationship

Source: Company, Mercury Securities

Figure 2: Total contract value awarded to date (RM m)

Clients/ Contract Value	2004-2008	2009-2013	2014-2019	2020 - current (including on-going & awarded)
EXSIM	-	85.3	1,056.0	3,826.8
MAXIM	-	-	709.7	998.0
PV	190.8	336.5	550.6	855.0
Total				5,679.8

Source: Company, Mercury Securities

Binastra's largest client, EXSIM contributes over 70% of its orderbook and boasts a diversified project pipeline spanning high-rise residential and non-residential developments across Malaysia (including data centres). As of December 2024, EXSIM has 19 ongoing property projects with impressive take-up rates (nearly all more than 90% or fully sold, except new launches), showcasing the solid outlook for its property development and potential for future launches. With Binastra being EXSIM's preferred contractor, we believe the company is well-positioned to leverage on EXSIM's growth trajectory, ensuring continued robust visibility for its construction orderbook.

Figure 3: EXSIM's current outstanding project lists (as of Dec 24)

Region	Types	Project (Take up rate)
Klang Valley	High-rise residential	<ul style="list-style-type: none"> - D'Erica Residences (100%) - The Fiddlewoodz @ KL Metropolis (100%) - D'Ivo Residences @ Old Klang Road (100%) - PAXTONZ (100%) - D'vine Residences (100%) - D'Clover Residences (100%) - D'Terra Residences (100%) - D'Tessera Residences (75%) - Hugoz Suites @ KL City Centre (100%) - Veladaz Residences @ Bukit Jalil (75%) - Kyliez Suites @ KL City Centre (94%) - Branniganz Suites @ Bukit Bintang (91%) - The Kingswoodz @ Bukit Jalil (80%)
	Non-residential (data centre)	<ul style="list-style-type: none"> - Exism Hyperscale Data Center @ Bukit Jalil
Perak	High-rise residential	<ul style="list-style-type: none"> - The Stallionz @ Ipoh White Times Square (99%)
Penang	High-rise residential	<ul style="list-style-type: none"> - 22 Macalisterz @ George Town (100%) - Noordinz Suites @ George Town (76%)
Sabah	High-rise residential	<ul style="list-style-type: none"> - Sejati Sentral Sandakan (N/A) - Bayu Damai Residences (N/A)

Source: Company, TEDUH KPKT, Mercury Securities



Future phases of existing projects likely in the bag. Collectively, we estimate Binastra’s key clients—EXSIM, MAXIM, and PV—will launch property developments with a combined GDV of RM10bn over the next three years. These include ongoing multi-phase projects in Klang Valley, such as Central Park Damansara, EXSIM Bukit Jalil, and KL Wellness City, where Binastra is already the existing contractor. MAXIM and PV are also launching new phases of their property developments, such as The Atas @ Taman Desa (GDV: RM1.1bn) and SASAR (GDV: RM2.0bn). Additionally, management anticipates securing two further contracts from MAXIM for new developments on its existing landbanks in Bandar Permaisuri and Alam Damai. We estimate the potential contract value just from these existing projects alone could reach RM4.5bn over the next three years, assuming a 55% construction cost.

Tapping on Johor’s property market upswing. The property market in Johor is experiencing a strong revival, supported by economic initiatives such as the impending Johor-Singapore Economic Zone (JS-SEZ) and the growing demand for data centres. We expect this momentum to be further bolstered by the completion of the Johor Bahru-Singapore Rapid Transit System (RTS) by the end of 2026. To capitalise on the strong property demand in Johor, both EXSIM and MAXIM have decided to expand their property development reach to the state. EXSIM kicked off by entering into a JV with Nusantara Megajuta S/B (a subsidiary of Salcon Bhd) in March 2023 to co-develop a 12.7-acre mixed-use project in Kebun Teh comprising serviced apartments and retail outlets. Similarly, MAXIM has strategically acquired a 6.5-acre parcel of land in Taman Pelangi, Johor Bahru (near the planned RTS station) from SP Setia in March 2024.

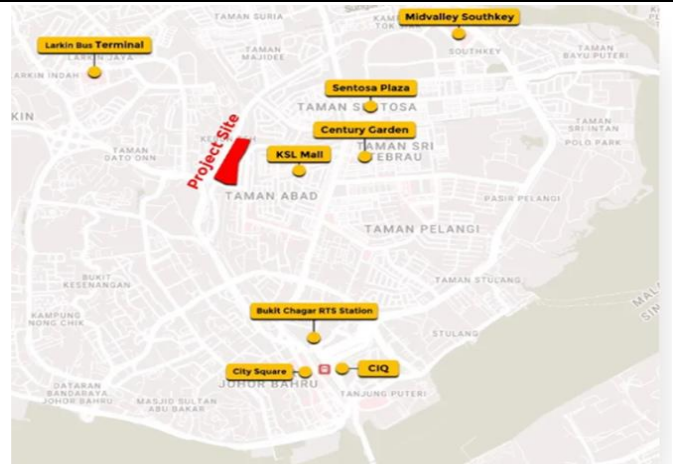
Based on our channel check, EXSIM has already soft-launched Phase 1 of The Asteriaz @ Kebun Teh, which is a 44-storey high-rise development featuring 848 condo units at an average price of RM600k. This phase alone could deliver an estimated GDV of about RM500m, translating into a potential construction contract value of about RM250m for Binastra to secure in the near term. We anticipate that EXSIM and MAXIM will ramp up more of their property launches in Johor in 2025, with Binastra likely selected as the preferred contractor given that most launches are expected to involve high-rise developments.

Figure 4: Outside view of EXSIM Asteriaz Kebun Teh



Source: Company

Figure 5: Location map of EXSIM Asteriaz Kebun Teh



Source: Company

Strong outstanding orderbook. As of 2 Dec 2024, Binastra’s outstanding construction orderbook stands at RM3.7bn, representing an impressive 3.9x cover of its expected FY25 revenue. Its orderbook primarily comprises high-rise residential projects (55%), data centre construction (24%), and other construction-related projects (20%). The strong cover ratio reflects Binastra’s record high year-to-date order book replenishment of RM3.1bn (see Figure 7), highlighting the steady project wins and stable contract flows from core clients. Looking ahead, Binastra is targeting an annual orderbook replenishment of RM3.0bn, which we believe is achievable given the robust project pipelines from its key clients.



Figure 6: Current outstanding orderbook (as of 2QFY25)

Project Name	Clients	Expected Date	Contract Value (RM m)	Outstanding Order Book (RM m)
D' Terra Residence - Damansara Perdana	EXSIM	Aug-24	273.9	126.4
D' Tessera Residence - Damansara Perdana	EXSIM	Sep-25	280.4	162.7
Residensi Max - Jalan Ipoh	MAXIM	Apr-25	172.8	72.4
Veladaz Residences - Bukit Jalil	EXSIM	Jan-26	168.3	143.9
Maxim Risen - Cheras	MAXIM	Feb-26	229.8	193.6
Data Centre 1 - Bukit Jalil	EXSIM	Feb-25	161.3	94.3
The Atas - Taman Desa	MAXIM	Sep-24	11.1	8.4
The Kingswoodz - Bukit Jalil	EXSIM	Aug-27	370.0	342.9
SA 1 - Bandar Tasik Selatan	PV	Apr-27	315.0	312.8
Plot 9E - Damansara Perdana	EXSIM	Jun-25	20.3	20.1
Bayu Residences - Kota Kinabalu, Sabah	EXSIM	Jul-27	313.7	309.2
Water reticulation and miscellaneous works - Damansara Perdana	EXSIM	Jul-25	26.0	26.0
		Total	2,342.6	1,812.7

Source: Company, Mercury Securities

Figure 7: YTD orderbook win in FY25

Project Name	Clients	Job Award Date	Start Date	Expected End Date	Contract Value (Rm m)
The Atas - Taman Desa	MAXIM	N/A	Mar-24	Sep-24	11.1
The Kingswoodz - Bukit Jalil	EXSIM	15-Mar	Mar-24	Aug-27	370.0
SA1 - Bandar Tasik Selatan	PV	7-Jun	Jul-24	Apr-27	315.0
Plot 9E - Damansara Perdana	EXSIM	N/A	Jun-24	Jun-25	20.3
Bayu Residence - Kota Kinabalu, Sabah	EXSIM	19-Jun	Jun-24	Jul-27	313.7
Water reticulation and miscellaneous works - Damansara Perdana	EXSIM	N/A	Jul-25	Jul-25	26.0
Offices - Damansara Perdana	EXSIM	2-Aug	Aug-25	Jul-26	160.0
Sewage Treatment Plant - Sri Hartamas	GreenEarth	29-Aug	TBD	TBD	155.0
The Aldenz - Damansara Perdana	EXSIM	2-Sep	Sep-25	Jan-28	235.5
The Atas - Taman Desa	MAXIM	5-Sep	Sep-25	May-27	283.3
Proposed data centre 2 - Bukit Jalil	EXSIM	9-Sep	TBD	TBD	574.4
M&E fit out works for data centre	EXSIM	19-Nov	TBD	TBD	256.5
Sewage Treatment Plant - Taman Bukit Cheras	F3 Cheras	27-Nov	TBD	TBD	67.6
KL Wellness City - Plot 3	EXSIM	3-Dec	Dec-24	May-28	327.7
					3,116.1

Source: Company, Mercury Securities



Strong foundation with healthy margins

Commendable 9-10% PAT margins. Besides its robust construction orderbook, Binastra has also achieved relatively healthy profit margins of 9-10%, which is notably ahead of some of its peers in the industry (see Figure 8). This commendable financial performance can be attributed to a few reasons. Firstly, Binastra benefits from long-standing relationships with its key clients, which often translate into more flexible and favourable contract terms that can help to accommodate fluctuations in building materials costs and protect its margins.

Secondly, most Binastra construction jobs are multi-phase developments within the same area and are predominantly concentrated in the Klang Valley currently. By working within the same geographical area, we believe the company was able to reduce logistical complexities and associated costs, as well as achieve better operational efficiency. Lastly, we understand from management that progress payment from its key clients has been prompt, hence reducing the need for additional working capital and helping to minimise finance costs for Binastra.

Figure 8: PAT margins trend of construction companies

Company	FY22	FY23	FY24
Gamuda Bhd	12.6%	9.0%	6.8%
IJM Corporation Bhd	16.3%	3.5%	10.1%
Sunway Construction Group Bhd	6.4%	6.4%	5.5%
Kerjaya Prospek Group Bhd	9.9%	10.2%	8.9%
Binastra Corporation Bhd	11.3%	9.4%	9.8%

Source: Companies, Mercury Securities

Diversifying beyond high-rise properties

Expanding into data centre construction. Through its key client EXSIM, Binastra has also managed to secure a few relatively large data centre construction contracts in 2024. To date, the company has won two adjacent data centre projects (DC1 and DC2) from EXSIM, with a combined contract value of RM736m. These projects collectively possess a capacity of 30.5MW (15.5MW for DC1 and 15MW for DC2), with Singapore-based Aperia Cloud Service confirmed as the primary off-taker. The company has also recently secured a contract for the design, construction, and mechanical and electrical fit-out works for these facilities, valued at RM257m.

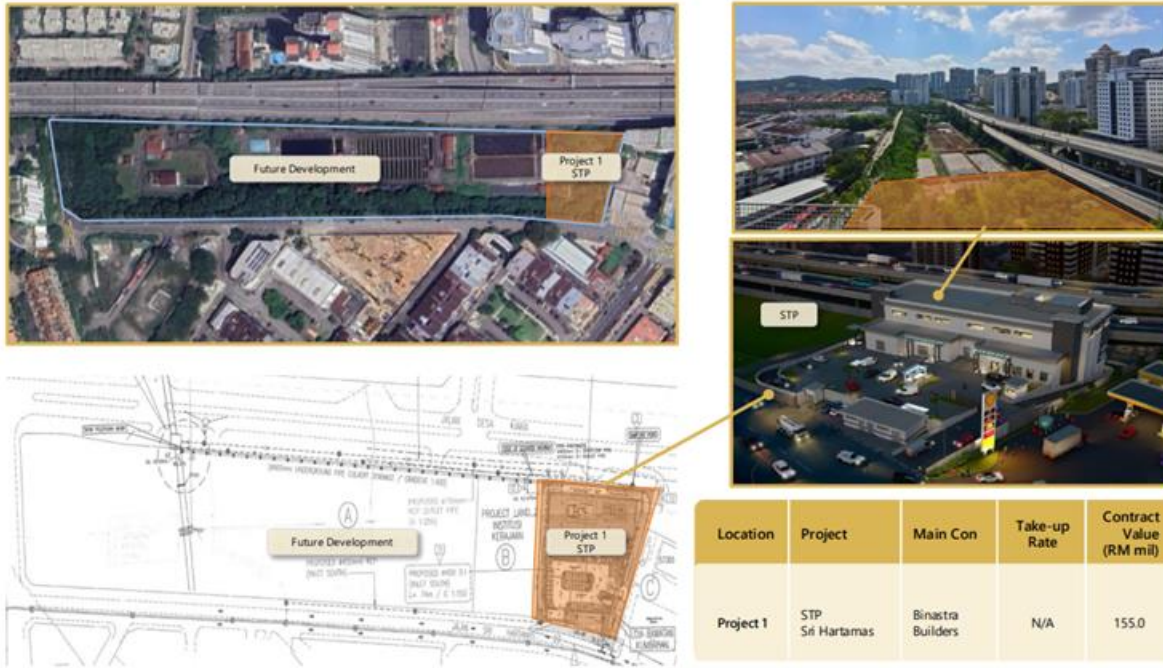
All in all, Binastra's total contract wins related to data centre projects are quite substantial at RM992m YTD in FY25F. We expect these projects to contribute significantly, primarily concentrated in FY26-27F, given the shorter construction period for data centres (~16 months). However, margins for DC projects are likely to be lower due to the technical complexity of M&E works, which we expect Binastra to subcontract out to more specialised firms.

Potential EPCC jobs from LSS5. Tender winners for the government's Fifth Large-Scale Solar (LSS5) programme will likely be announced soon. Based on the total quota of 2000MW and assuming average cost of RM3.5m/MW, we estimate the potential value of EPCC jobs for the LSS5 programme could reach up to RM7bn. We understand that Binastra's main shareholder has submitted a bid on the private side, and will likely award the EPCC contract to Binastra if the former's bid is successful. While this may not contribute meaningfully to Binastra's order book, it nevertheless represents a strategic entry into the renewable energy sector. At the very least, we believe this initiative demonstrates the company's commitment to advancing Environmental, Social, and Governance (ESG) objectives.



Taking on other EPCC jobs as well. Binastra has also recently entered into the environmental-related infrastructure space by securing an RM155m contract for the redevelopment of a sewage treatment plant in Sri Hartamas. This project, awarded by GreenEarth Landmark Sdn Bhd, involves the design and construction of a Membrane Biological Reactor (MBR) type sewage treatment plant (STP) with a capacity to serve 160,000 population equivalents. Building on the experience gained from this first MBR STP redevelopment, Binastra has also won another similar contract worth RM67.6m. This new contract, awarded by new client F3 Cheras Development Sdn Bhd, involves EPCC work for the redevelopment of a sewage treatment plant located in Taman Bukit Cheras.

Figure 9: GreenEarth's STP development plan

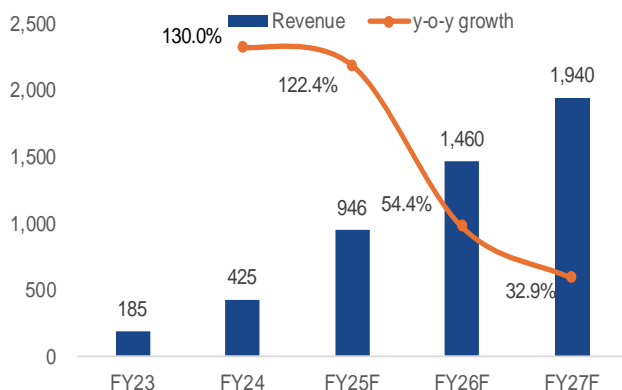


Source: Company, Mercury Securities



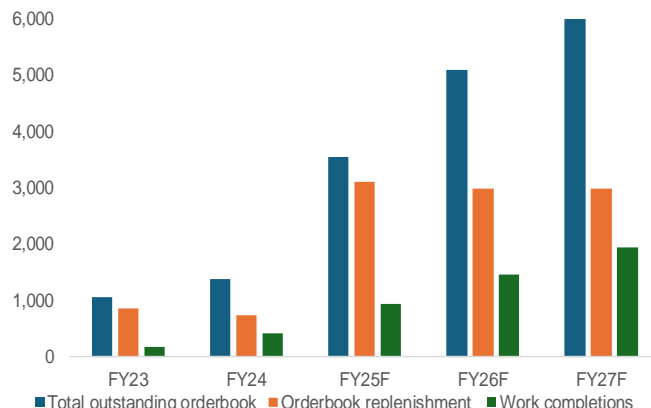
Financial Highlights

Figure 10: Revenue Trend (in RM m)



Source: Company, Mercury Securities

Figure 11: Construction order book value trend (RM m)



Source: Company, Mercury Securities

Impressive revenue growth. Binastra continues to post strong revenue growth, driven by the ramp-up of its construction business since FY23. Over the past two years, the company had completed RM610m worth of projects and secured RM1.8bn in new contracts, boosting its outstanding orderbook from RM1.1bn in FY23 to RM1.4bn in FY24. YTD FY25, Binastra has further solidified its pipeline with an additional RM3.1bn in new contract wins, raising its outstanding orderbook to an impressive RM3.7bn. Backed by this solid backlog and increased construction activity, we anticipate Binastra will continue to achieve robust revenue growth of 33%–54% in FY26-27F, even after more than doubling its revenue in FY25.

We assume RM3.0bn orderbook replenishment for FY26F-27F. After hitting a record high of RM3.1bn worth of job wins in FY25, we believe Binastra can still achieve robust orderbook replenishment target of RM3.0bn for FY26F-27F respectively, underpinned by the stable flow of contracts from its key clients. Specifically for FY26F, we anticipate the potential job wins by Binastra could include 4 contracts from EXSIM (3 from existing projects in Klang Valley and 1 from Johor) and another 4 contracts from MAXIM (1 from existing project in Klang Valley and 3 from new projects). Refer Figure 12.

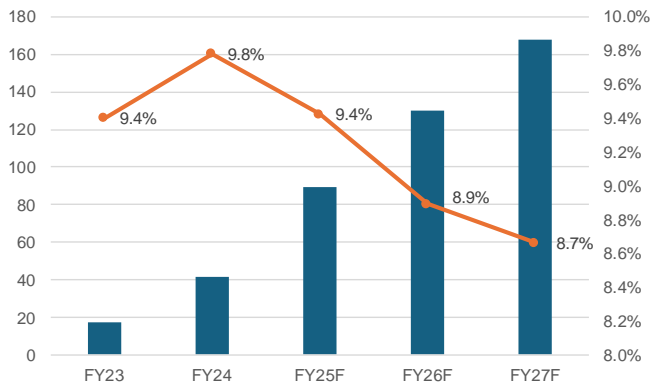
Figure 12: Potential new contract wins in FY26F

No	Clients	Projects/ Location
1	EXSIM	New phase of high rise in Plot 7, Central Park Damansara, Selangor
2		New phase of high rise in Parcel 1, EXSIM Bukit Jalil, Kuala Lumpur
3		New phase of high rise in Plot 7, KL Wellness City, Kuala Lumpur
4		2 block, 42-storey high rises in The Asteriaz @ Kebun Teh, Johor
1	MAXIM	New phase of high rise in The Atas@ Taman Desa, Kuala Lumpur
2		High-rise project in Alam Damai, Kuala Lumpur
3		High-rise project in Bandar Permaisuri, Kuala Lumpur
4		High-rise project in Taman Pelangi, Johor

Source: Company, Mercury Securities

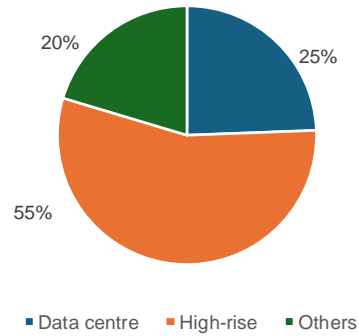


Figure 13: PAT trend (in RM m)



Source: Company, Mercury Securities

Figure 14: Breakdown of current outstanding orderbook



Source: Company, Mercury Securities

High single-digit net margins. Binastra's net margins have remained stable in the 9–10% range during FY23–24, supported by the several factors outlined above. Looking ahead, we expect margins to moderate slightly to 8.7–9.4% for FY25F–27F, reflecting a shift in its orderbook mix toward higher volumes of data centres and EPCC contracts, which typically carry thinner margin. See Figure 14.

Healthy balance sheet. As of 9MFY25, the company still maintained a healthy balance sheet with net cash position of RM52.8m. Despite not having any formal dividend policy currently, we understand management intends to distribute at least 30% of its earnings as dividends (starting FY26 onwards) once Binastra achieves a stronger footing in its financial performance.



Valuation

Initiate coverage with a BUY call and RM2.20 TP. We derive our TP by pegging a target P/E of 18.4x based on our FY26F EPS forecast, which is in line with the average forward P/E valuation of its comparable peers. We deem this target P/E as reasonable for Binastra given its robust construction orderbook and impressive high single-digit percentage net margin. Applying it to our FY26F EPS of 12.0sen, we arrive at our target price of RM2.20.

Peer Comparison (as of 10 December 2024)

Company	Bloomberg Ticker	Share Px (RM)	Mkt Cap	EPS Growth (%)		P/E (x)		P/B		ROE (%)		Net Dividend Yield (%)	
				2024	2025	2024	2025	2024	2025	2024	2025	2024	2025
Malaysia			RM m										
Gamuda	GAM MK	9.21	26,129.4	12.1	26.7	25.1	19.8	2.2	2.1	8.9	11.0	1.9	2.1
IJM Corporation	IJM MK	3.00	10,518.5	3.0	12.6	19.3	17.2	1.0	1.0	5.0	5.2	2.6	2.8
Sunway Construction Group	SCGB MK	4.43	5,711.9	15.6	60.0	34.1	21.3	6.3	5.5	19.8	27.3	1.6	2.2
Kerjaya Prospek Group	KPG MK	2.39	3,013.9	26.8	18.0	18.0	15.2	3.4	3.2	14.0	15.9	5.1	4.9
Simple Average MY				14.4	29.3	24.1	18.4	3.2	3.0	11.9	14.8	2.8	3.0

Source: Bloomberg

Key Risks

High customer concentration risk. Binastra's current construction order book is highly concentrated, with more than 90% secured projects being awarded by three key clients: EXSIM, MAXIM and PV. Thus, any delays in project launches or potential strain in client relationships could pose a significant risk to Binastra's ability to replenish its construction orderbook.

Fluctuation in construction cost. As a full-fledged construction player, Binastra's earning is largely dependent on its ability to manage the construction cost. Any significant spike in the construction cost would exert pressure on its profit margin and subsequently affect its overall financial performance.

Highly dependent on the property market outlook. Any slowdown in Malaysian property market could lead to reduced demand for construction services and projects delays or cancellations. Thus, Binastra's financial performance is highly sensitive to the dynamics of the Malaysian property market.

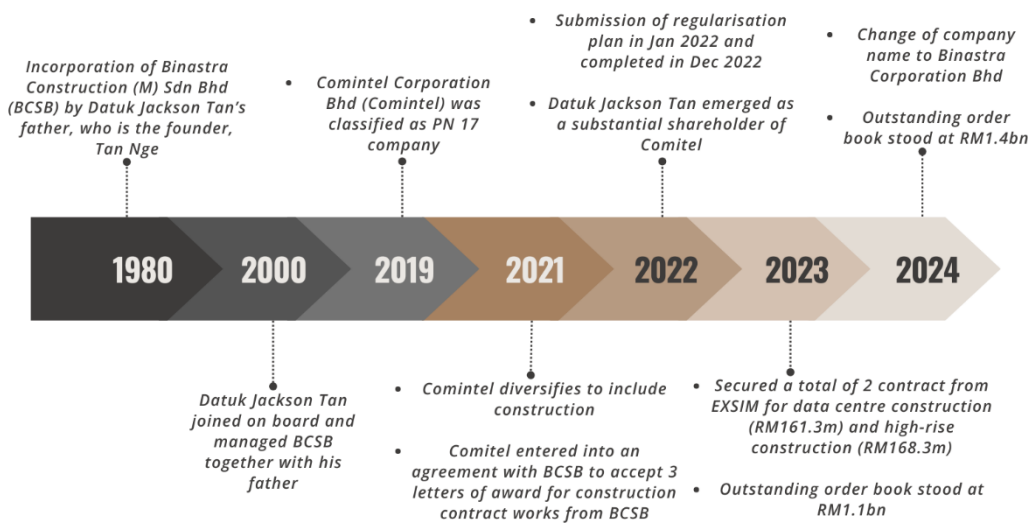


Company Background

Full-range construction services provider. Binastra Corporation Berhad (Binastra), through its wholly-owned subsidiary Binastra Builders Sdn Bhd, is a well-established G7-registered building contractor under the Construction Industry Development Board (CIDB). Since its inception in 1980, Binastra has completed 189 projects with a cumulative value exceeding RM12bn, underscoring its proven track record and leadership in the construction sector.

The listing of Binastra kicked off with the reverse takeover exercise on Comintel Corporation Berhad, a PN17-status company since 2019. Under the leadership of Managing Director Datuk Jackson Tan Kak Seng and his management team, a comprehensive regularisation plan was executed, culminating in Comintel's upliftment from PN17 status in September 2023. The transformation was completed with the rebranding of Comintel as Binastra Corporation in March 2024

Figure 15: Corporate Milestone



Source: Company, Mercury Securities

Figure 16: Track record of completed projects



Note(s): (1) Refers to the years of project completion; (2) Refers to the contract value of the projects

Source: Company, Mercury Securities

Figure 17: Key Management Team

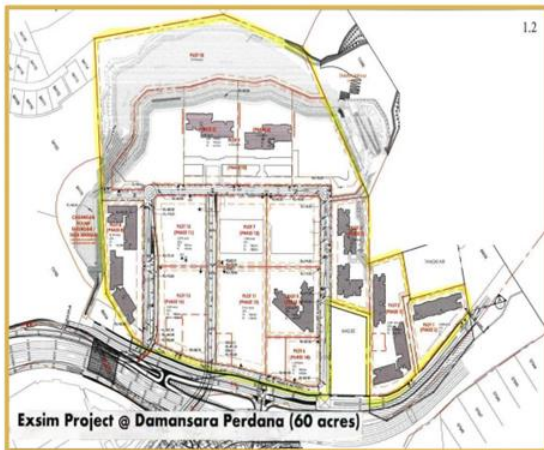
Name and Designation	Age	Profile
Datuk Tan Kak Seng Managing Director	49	<ul style="list-style-type: none"> Joined Binastra Construction (M) Sdn Bhd in 2000 and had been the director and substantial shareholder of Binastra Construction since then. Responsible for Binastra Group's overall day-to-day management and business plans and strategies formulation. Bachelor of Engineering (Hons) from University of Melbourne, Australia.
Lee Seng Yong Executive Director	40	<ul style="list-style-type: none"> One of the members of Sustainability Committee Assisting the managing director of Binastra in the overall day-to-day management and formulation of the Binastra Group's business plans and strategies. Pursued tertiary education at Curtin University in the field of Business Commerce.
Liong Chai Pheng Chief Financial Officer	50	<ul style="list-style-type: none"> Overseeing the Binastra Group's overall accounting and finance functions including accounting, taxation and treasury matters. Master of Business Administration from De Montfort University, UK. A member of the Association of Chartered Certified Accountant and Malaysian Institute of Accountants since 2002.

Source: Company

Appendix 1: EXSIM's Central Park Damansara development plan

CENTRAL PARK DAMANSARA

Mixed development by key client EXSIM with a total size of 65 acres and estimated GDV of around RM9.0 bil; close proximity to KPJ's flagship hospital KPJ 2



Location	Project	Main Con	Take-up Rate	Contract Value (RM mil)
Plot 1	D'Cosmos	Binastra Construction	100%	129.5
Plot 2	D'Quince	Binastra Construction	100%	265.6
Plot 3	D'Verain	Binastra Construction	100%	205.4
Plot 5	D'Veine	Binastra Construction	100%	218.8
Plot 8	D'Erica	Binastra Construction	100%	343.1
Plot 9B	D'Terra	Binastra Builders	100%	273.9
Plot 9C	D'Teserra	Binastra Builders	75%	280.5
Plot 9E	Shop Lots & Offices	Binastra Builders	-	20.3
Plot 6	Water Tank	Binastra Builders	-	26.0
Plot 4	The Aldenz	Binastra Builders	TBL	235.5
Plot 7	This year (2024)			
Plots 9D, 11 – 13	Future developments			

Total 10 contracts won worth RM2.0 bil

Source: Company, Mercury Securities



Appendix 2: EXSIM's Bukit Jalil development plan

BUKIT JALIL

Mixed development by key client EXSIM with a total size of 17.9 acres and estimated GDV of around RM1.6 bil



Location	Project	Main Con	Take-up Rate	Contract Value (RM mil)
Parcel 2	Kingswoodz	Binastra Builders	80%	370.0
Parcel 4	Data Centre 1	Binastra Builders	N/A	161.3 (Variation Order approx. RM300 mil)
Parcel 3	Data Centre 2	Binastra Builders	N/A	574.4
Parcel 1	Future developments - To be launch soon since good take up rate from Kingswoodz			
Total contract value				£ 1.406 bil

Source: Company, Mercury Securities

Appendix 3: EXSIM's KL Wellness City development plan

KL WELLNESS CITY

Mixed development by key client EXSIM with a total size of 10.1 acres and estimated GDV of around RM2.2 bil



Location	Project	Main Con	Take-up Rate	Contract Value (RM mil)
Plot 6	D'Veladaz	Binastra Builders	75%	168.3
Plot 3	Condominium	}	To be Launched	250.0
Plot 7	Condominium			240.0
Plot 2	Future developments			
Total contract Value				£ 658.3 mil

Source: Company, Mercury Securities



Appendix 4: EXSIM's The Atas @ Taman Desa development plan

THE ATAS @ TAMAN DESA

Mixed development by key client Maxim with a total size of 6.8 acres and estimated GDV of around RM1.1 bil



Location	Main Con	Take-up Rate	Contract Value (RM mil)
Block A, B, C	Binastra Builders	80%	283.3
Block D, E	Future Developments		

Source: Company, Mercury Securities



Key Financial Data

Balance Sheet

FYE Dec	FY23	FY24	FY25F	FY26F	FY27F
PPE	0.8	9.5	54.9	112.9	177.9
Trade and other receivables	114.3	227.3	236.4	292.0	388.0
Contract Assets	6.1	18.5	52.5	81.1	107.8
Tax asset	0.0	0.0	0.0	0.0	0.0
Other assets	0.1	0.0	0.0	0.0	0.0
Deposit, bank and cash	16.4	40.7	110.3	138.5	163.9
Assets	137.6	295.9	454.1	624.5	837.6
LT borrowings	0.3	0.1	0.1	0.1	0.1
ST borrowings	0.5	24.8	24.8	24.8	24.8
Payables	84.6	137.9	207.0	286.5	382.0
Other liabilities	9.8	49.9	49.9	49.9	49.9
Liabilities	95.2	212.7	281.8	361.3	456.8
Share capital	23.5	28.9	28.9	28.9	28.9
Reserves and retained earning	13.6	54.4	143.5	234.3	352.0
Shareholder's equity	42.4	83.2	172.3	263.2	380.9
NCI	-	-	-	-	-
Equity	42.4	83.2	172.3	263.2	380.9
Equity and Liabilities	137.6	295.9	454.1	624.5	837.6

Cash Flow Statement

FYE Dec	FY23	FY24	FY25F	FY26F	FY27F
Profit before taxation	23.5	55.1	117.3	170.8	221.2
Depreciation & amortisation	0.5	1.8	11.4	29.6	51.3
Changes in working capital	(31.3)	(31.1)	25.9	(4.7)	(27.2)
Net interest received/ (paid)	-	(0.0)	(0.4)	(0.4)	(0.4)
Share of associate profits	-	-	-	-	-
Tax paid	(4.2)	(12.0)	(28.1)	(41.0)	(53.1)
Others	(0.6)	(0.7)	0.4	0.4	0.4
Operating Cash Flow	(12.1)	13.1	126.4	154.7	192.2
Capex	(0.1)	(10.1)	(56.7)	(87.6)	(116.4)
Others	(0.1)	(14.3)	-	-	-
Investing Cash Flow	(0.3)	(24.5)	(56.7)	(87.6)	(116.4)
Issuance of shares	19.4	-	-	-	-
Changes in borrowings	(0.4)	23.7	-	-	-
Dividends paid	-	-	-	(38.9)	(50.4)
Others	4.6	(2.4)	-	-	-
Financing Cash Flow	23.6	21.3	-	(38.9)	(50.4)
Net cash flow	11.2	10.0	69.7	28.1	25.4
Forex	-	-	-	-	-
Beginning cash	4.9	16.1	26.1	95.8	123.9
Ending cash	16.1	26.1	95.8	123.9	149.3

Income Statement

FYE Dec	FY23	FY24	FY25F	FY26F	FY27F
Revenue	184.8	425.2	945.6	1,460.0	1,940.0
EBITDA	24.1	57.1	129.0	200.9	272.9
Deprn & amort	0.5	1.8	11.4	29.6	51.3
Net interest expense	(0.7)	(0.0)	(0.1)	(0.0)	(0.1)
Associates & JV	-	-	-	-	-
EI	-	-	-	-	-
Pretax profit	23.5	55.1	117.3	170.8	221.2
Taxation	(6.2)	(13.6)	(28.1)	(41.0)	(53.1)
MI	-	-	-	-	-
Net profit	17.4	41.6	89.1	129.8	168.1
Core net profit	17.4	41.6	89.1	129.8	168.1

Key Statistics & Ratios

FYE Dec	FY23	FY24	FY25F	FY26F	FY27F
Growth					
Revenue	379.5%	130.0%	122.4%	54.4%	32.9%
EBITDA	311.8%	137.1%	126.2%	55.6%	35.9%
Pretax profit	378.6%	134.2%	112.6%	45.7%	29.5%
Net profit	300.0%	139.4%	114.3%	45.7%	29.5%
Core EPS	46.4%	102.3%	-10.7%	45.7%	29.5%
Profitability					
EBITDA margin	13.0%	13.4%	13.6%	13.8%	14.1%
Net profit margin	9.4%	9.8%	9.4%	8.9%	8.7%
Effective tax rate	26.2%	24.6%	24.0%	24.0%	24.0%
ROA	12.6%	14.1%	19.6%	20.8%	20.1%
ROE	40.9%	50.0%	51.7%	49.3%	44.1%
Leverage					
Debt/ Assets (x)	0.01	0.08	0.05	0.04	0.03
Debt/ Equity (x)	0.02	0.30	0.14	0.09	0.07
Net debt/ equity (x)	Net cash	Net cash	Net cash	Net cash	Net cash
Key Drivers					
FYE Dec	FY23	FY24	FY25F	FY26F	FY27F
Construction order book (RM m)	1,055	1,379	3,550	5,090	6,150
Order book replenishment (RM m)	870	750	3,116	3,000	3,000
PAT margin	9.4%	9.8%	9.4%	8.9%	8.7%
PBT margin	13.9%	13.3%	12.4%	11.7%	11.4%
Valuation					
FYE Dec	FY23	FY24	FY25F	FY26F	FY27F
EPS (sen)	4.5	9.2	8.2	12.0	15.5
Core EPS (sen)	4.5	9.2	8.2	12.0	15.5
P/E (x)	38.1	18.8	21.1	14.5	11.2
EV/ EBITDA (x)	77.4	32.7	13.9	8.8	6.4
Net DPS (sen)	-	-	-	38.9	50.4
Yield	0.0%	0.0%	0.0%	22.5%	29.1%
BV per share (RM)	0.11	0.18	0.16	0.24	0.35
P/BV (x)	15.6	9.4	10.9	7.1	4.9



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Published & Printed By:

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