



INVESTOR BRIEFING (Q3 '19 Financial Results)

TOPICS COVERED:

1. Third Quarter ("Q3") 2019 Financial Results

- Revenue in Q3 for the period ended 30 Sep 2019 ("FPE 2019") decreased by 10.5% to RM119.9mil as compared to RM133.9mil in the preceding year due to the decline in manufacturing revenue despite a 6.6% increase in distribution revenue.
- Of the RM119.9mil, RM113.0mil was from the distribution division and RM6.9mil was from the manufacturing division.
- QoQ comparison saw a minor decrease by 2.5% in the Group's revenue.
- Manufacturing division revenue decreased by 75.3% YoY, due to less deliveries of Optical Inspection System. The manufacturing division was affected by the overall slowdown in the semiconductor industry worldwide as our manufactured products are primarily used by semiconductor companies.
- Distribution revenue grew by 6.6% YoY mainly due to an increase of 29.8% and 15.8% in materials and spares & services revenue respectively.
- Group GP decreased by 19.6% YoY as a result from a decline of 102.7% GP contribution from the manufacturing division despite a 6.2% jump in GP contribution by the distribution division.
- Malaysia maintains as the biggest revenue contributing country which makes up for 39.6% of the total revenue FPE 2019 and climbed by 19.6% YoY. Contribution of revenue from the ASEAN region excluding Malaysia decreased by 19.9% YoY.
- Total installed base as at FPE 2019 stood at 11,519.

Revenue (RM)

119.9 mil

▼ -10.5% YoY

Gross Profit (RM)

25.4 mil

▼ -19.6% YoY

PBT (RM)

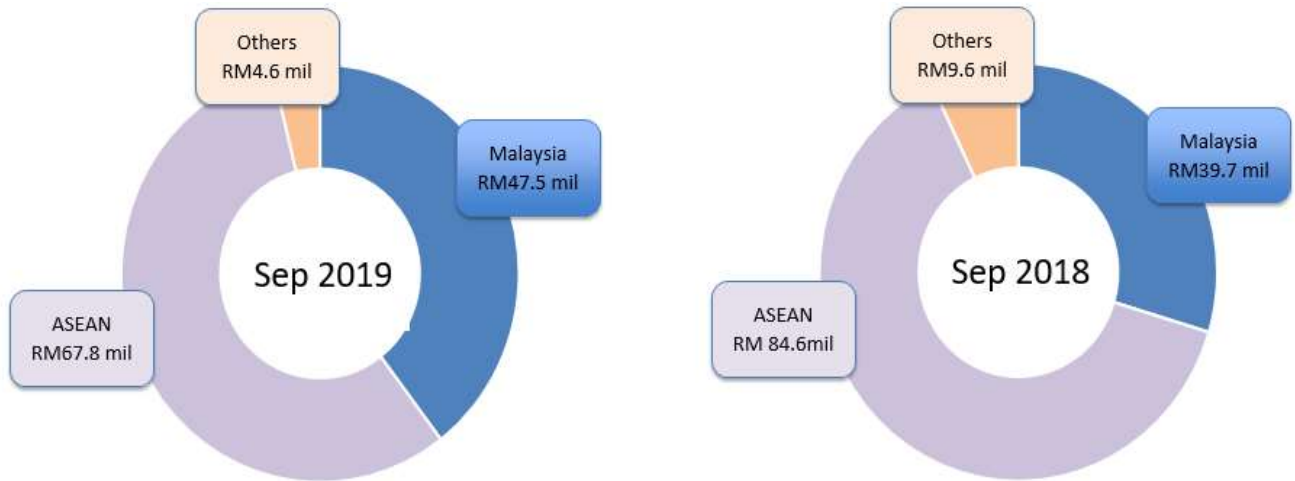
4.4 mil

▼ -70.3% YoY

PAT (RM)

1.7 mil

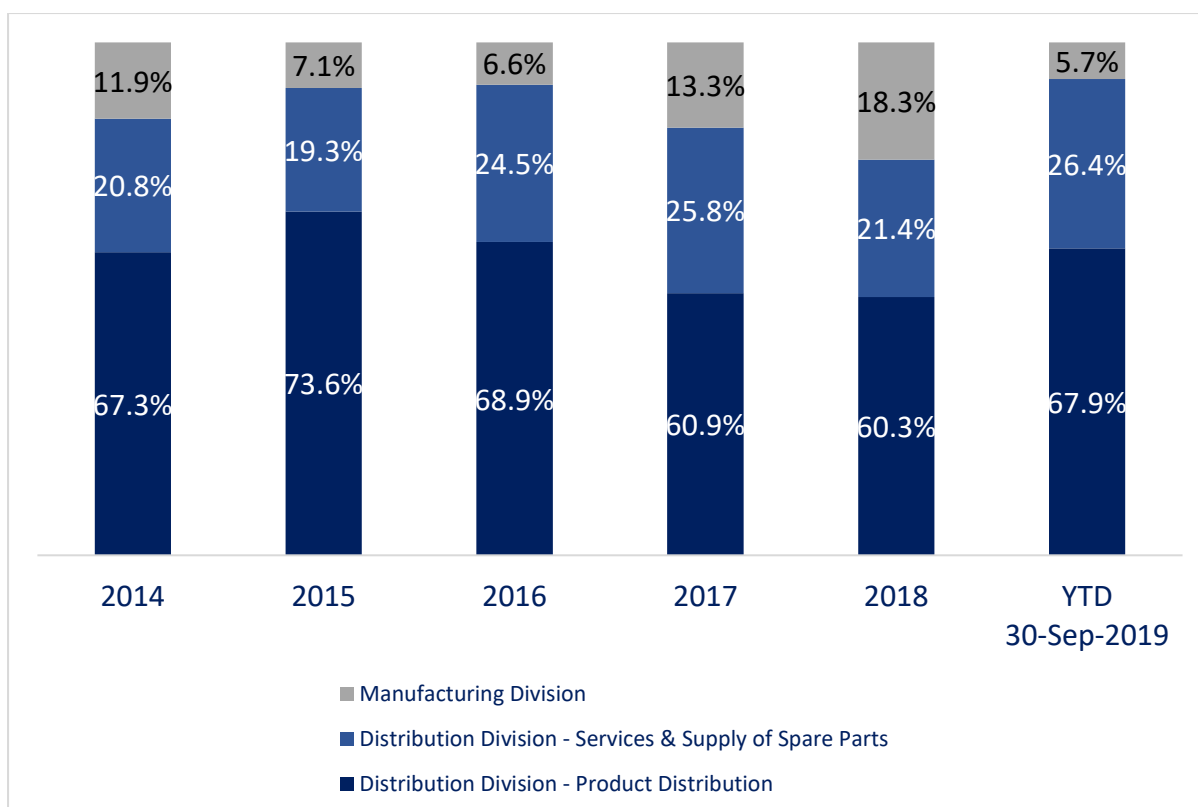
▼ -84.0% YoY



YoY Growth		
MALAYSIA	ASEAN	OTHERS
19.6%	-19.9%	-52.1%

2. Business Outlook & Prospects

- Successfully tested the PTS equipment with one of our customers. Expecting orders to materialise in FY2020.
- Management is aspired to revisit the all-time high performance for manufacturing division in FY2018 for FY2020.
- Distribution division will try to increase its market share across ASEAN countries. Thereby expecting to grow and obtain better results from Thailand, Vietnam and Indonesia. Philippines with more semiconductor companies, may suffer a drop due to the semiconductor worldwide slowdown in 2019.
- Distribution division is also securing new product lines and penetrating new market segments.



3. Utilisation of IPO Proceeds as at 30 Sep 2019

Purposes	Proposed Utilisation	Actual Utilisation	Balance	Deviation	Estimated timeframe for utilisation
	RM'000	RM'000	RM'000	RM'000	
(i) Development of 3 key products	4,850	2,675	2,175	-	Within 24 months
(ii) General working capital requirements	3,250	2,448	802	-	Within 24 months
(iii) Repayment of bank borrowings	7,000	7,000	-	-	Within 3 months
(iv) Capital expenditure	10,716	5,929	4,787	-	Within 24 months
(v) Estimated listing expenses	3,000	3,000	-	-	Within 1 month
	28,816	21,052	7,764	-	