



INVESTOR BRIEFING – Q1 2021 Financial Results

TOPICS COVERED:

1. First Quarter (“Q1”) 2021 Financial Results

- Revenue for the period ended 31 Mar 2021 grew by 32.2% to RM52.6mil as compared to RM39.8mil in the preceding year due to the increase of sales by both distribution and manufacturing division.
- Of the RM52.6mil, RM45.3mil was from the distribution division and RM7.3mil was from the manufacturing division.
- QoQ comparison saw a good growth by 29.6% in the Group’s revenue.
- Manufacturing division revenue increased by 73.8% YoY, due to better sales of Automated Measurement System and Automated Handling Equipment from the semiconductor customers.
- Distribution revenue increased by 27.2% YoY mainly due to an increase of 40.5%, 8.6% and 7.5% in product, spares & service and materials revenue respectively.
- Group GP increased by 52.0% as a result from a 172.7% jump in GP contribution from the manufacturing division as well as an increase of 36.8% in GP contribution by the distribution division.
- Malaysia remains the largest revenue contributing country which makes up for 29.3% of Q1 total revenue which marked a slight increase of 20.3% YoY. Contribution of revenue from the ASEAN region excluding Malaysia increased by 21.0% YoY due to the economic recovery from the Covid-19 pandemic.
- Total installed base as at Q1 ‘21 stood at 12,429.

Highlights of Q1 ‘21 Financial Results

Revenue (RM)

52.6 mil

▲ 32.2% YoY

Gross Profit (RM)

14.9 mil

▲ 52.0% YoY

PBT (RM)

9.0 mil

▲ 172.7% YoY

PATMI (RM)

6.9 mil

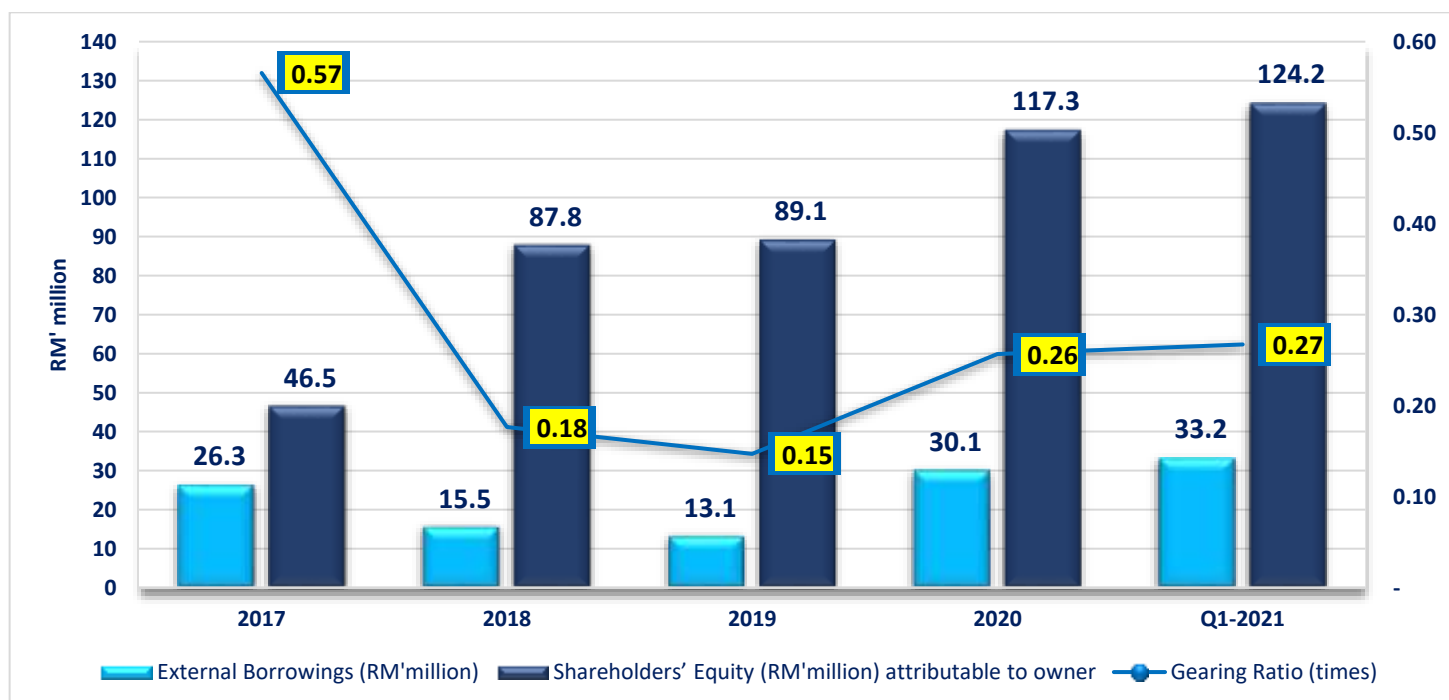
▲ 176.0% YoY

Revenue YoY by Country/Regions



YoY Growth		
MALAYSIA	ASEAN	OTHERS
20.3%	21.0%	227.3%

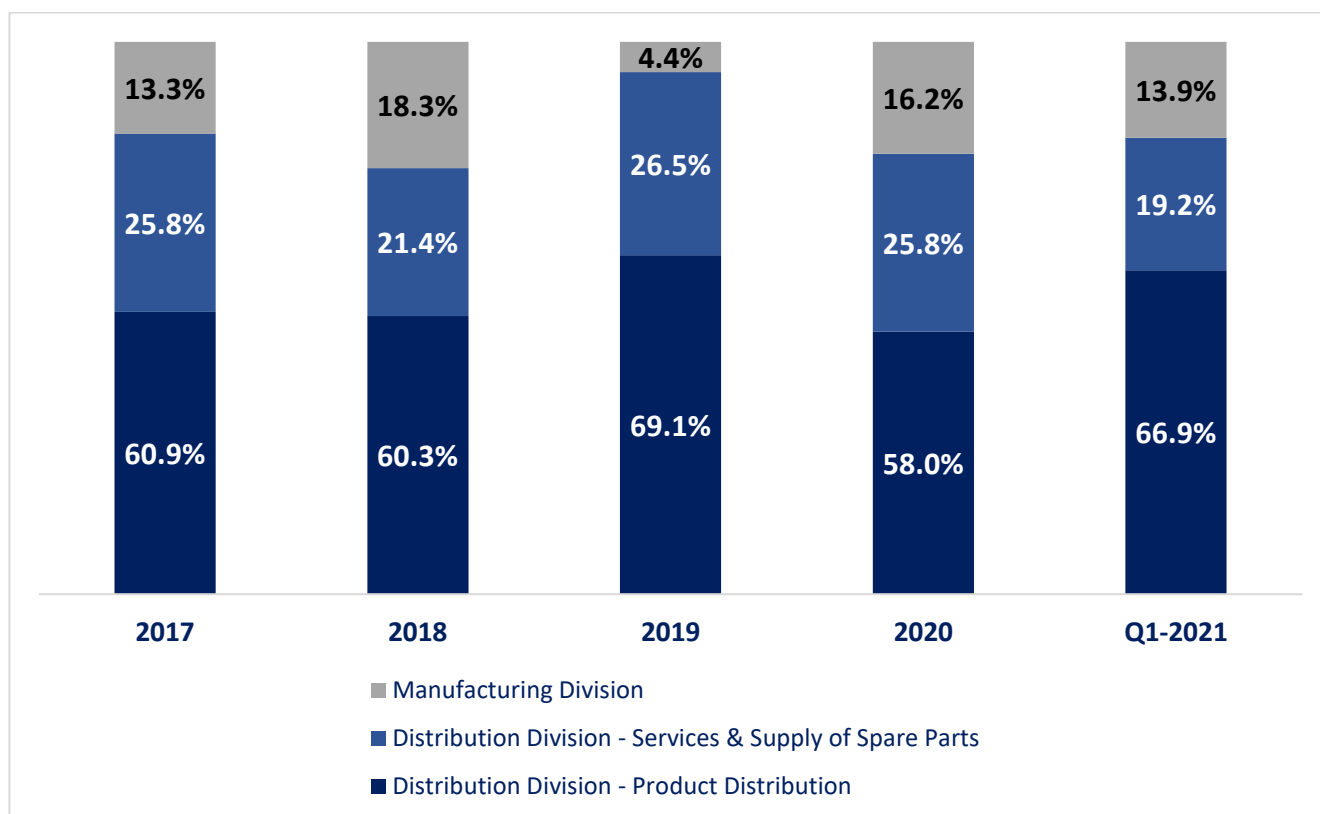
Borrowings/Shareholders' Equity & Gearing Ratio Comparison



2. Business Outlook & Prospects

- Growing multiple revenue streams especially for the Manufacturing Division
 - New AOI series products launching from Q1 '21
 - New SMS series estimated to launch in Q2, Q3 and Q4 2021
 - Joint venture with Applied Engineering (MOU signed on 3 May 2021)
 - Appointed 2 new sales channel partners in Q2 '21 in China
- To optimize service and spare parts recurring income revenue through digitalization for the Distribution Division
- Overall market sentiments in ASEAN is positive with the roll out of vaccines which we expect will reflect a positive growth for FY 2021 and FY 2022.
- Currently undergoing renovation plans of the new Hicom-Glenmarie Shah Alam factory
 - To increase the manufacturing capacity by almost double
 - Building a 1000sq ft clean room assembly area (Class 10K minimum requirement)
- Submitted application to Penang Development Corporation for the future expansion into Batu Kawan, Penang.
- On the look out for additional one or two more M&A for FY 2021

Revenue Breakdown by Division



3. Utilisation of IPO Proceeds as at 31 Mar 2021

Purposes	Revised Proposed Utilisation RM'000	Actual Utilisation RM'000	Balance RM'000	Revised Expected Timeframe for Utilisation
(i) Development of 3 key products	4,850	4,850	-	Within 36 months from 8 March 2018
(ii) General working capital requirements	3,250	3,250	-	Within 36 months from 8 March 2018
(iii) Repayment of bank borrowings	10,200	10,200	-	Within 3 months from 28 February 2020
(iv) Capital expenditure	7,516	7,516	-	Within 36 months from 8 March 2018
(v) Estimated listing expenses	3,000	3,000	-	Within 1 month
	<u>28,816</u>	<u>28,816</u>	<u>-</u>	

IPO proceed has been fully
utilised as at Feb 2021.

4. Utilisation of Private Placement Proceeds as at 31 Mar 2021

Purposes	Proposed Utilisation RM'000	Actual Utilisation RM'000	Balance RM'000	Expected Timeframe for Utilisation
(i) Factory capacity expansion	8,200	-	8,200	Within 18 months from 30 Oct 2020
(ii) R&D on future product expansion	5,300	140	5,160	Within 24 months from 30 Oct 2020
(iii) Market expansion to China	1,500	97	1,403	Within 18 months from 30 Oct 2020
(iv) Future working capital and acquisition related investment	4,595	-	4,595	Within 24 months from 30 Oct 2020
(v) Estimated expenses in relation to the proposed private placement	500	500	-	Immediately
	<u>20,095</u>	<u>737</u>	<u>19,358</u>	