



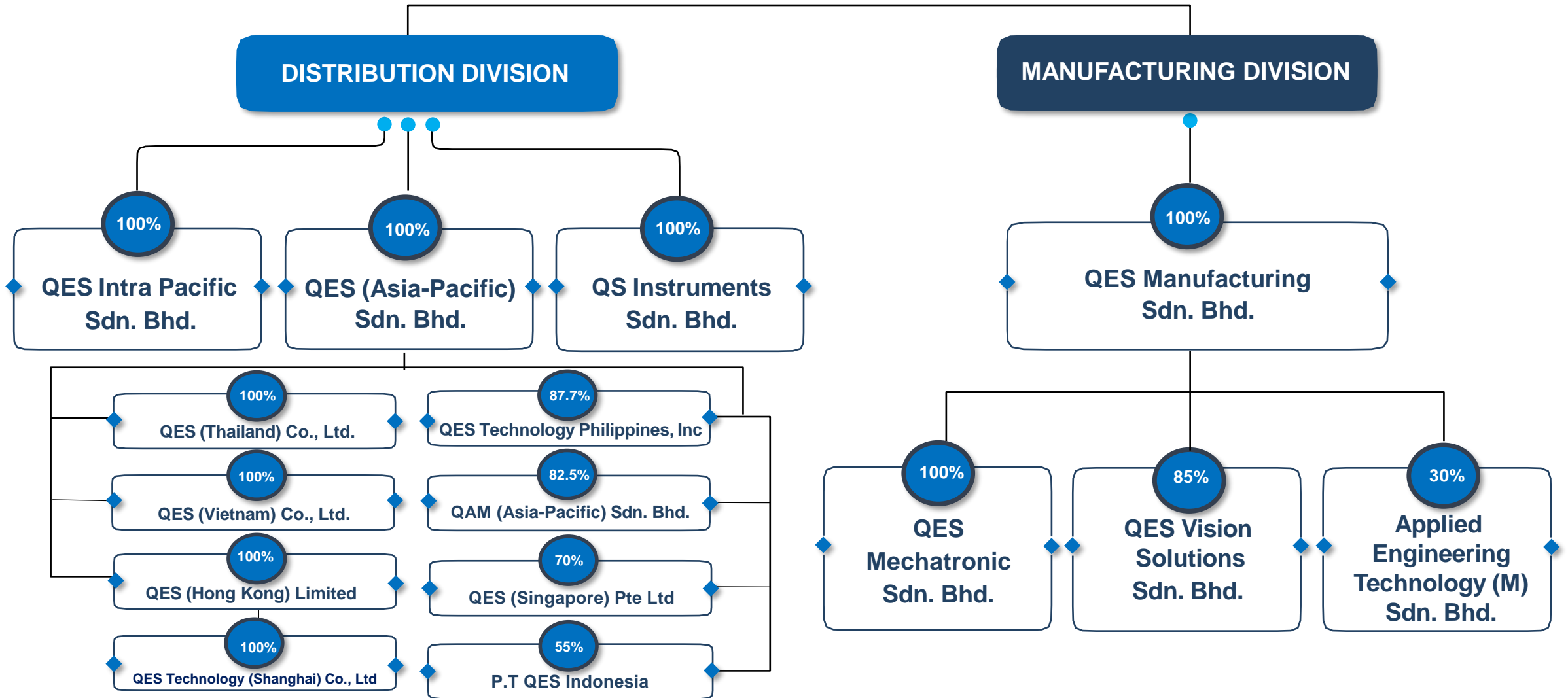
# INVESTOR BRIEFING

**Q4 2024 – 28 Feb 2025**

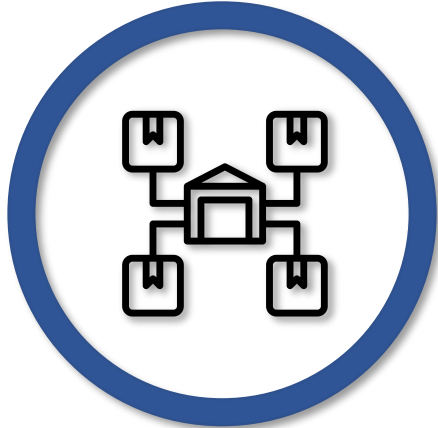
[www.qesnet.com](http://www.qesnet.com)

# DISCLAIMER

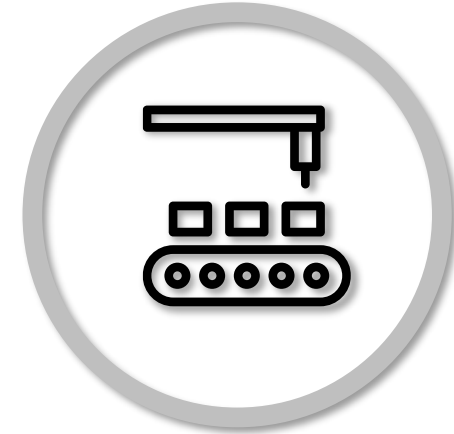
- This Presentation has been prepared by QES Group Berhad and is preliminary in nature and solely for information and discussion purposes and must not be relied upon for any other purpose.
- The “Presentation” that follows shall mean and include the slides that follow, the oral presentation of the slides by members of QES, or any person on their behalf, the question-and-answer session that follows that oral presentation, copies of this document and any materials distributed at, or in connection with, that Presentation. By participating in the meeting/briefing, or by reading the Presentation slides, you will be deemed to have (i) fully agreed to the following limitations and notifications and made the following undertakings and (ii) acknowledged that you understand the legal and regulatory sanctions attached to the misuse, disclosure or improper circulation of this Presentation.
- This Presentation is being delivered on a confidential basis. Neither this Presentation nor any of its contents may be disclosed or used for any purposes other than information and discussion purposes without the prior written consent of the QES. You agree that you will not copy, reproduce or distribute this Presentation, in whole or in part, to other persons or entities at any time without the prior written consent of QES.
- This Presentation does not constitute an offer or invitation for the sale or purchase of the securities herein or a commitment by QES with respect to any of the foregoing, and this Presentation shall not form the basis of any contract. The forward-looking statements and outlook are subject to a number of factors, risks and uncertainties, some of which are not currently known to us.



## Distribution



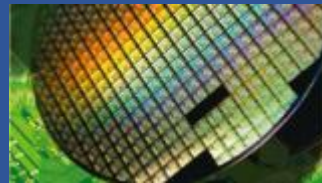
## Manufacturing



**Analytical  
Instruments**



**Inspection, Test  
& Measurement  
Equipment**



**Materials &  
Engineering  
Solutions**

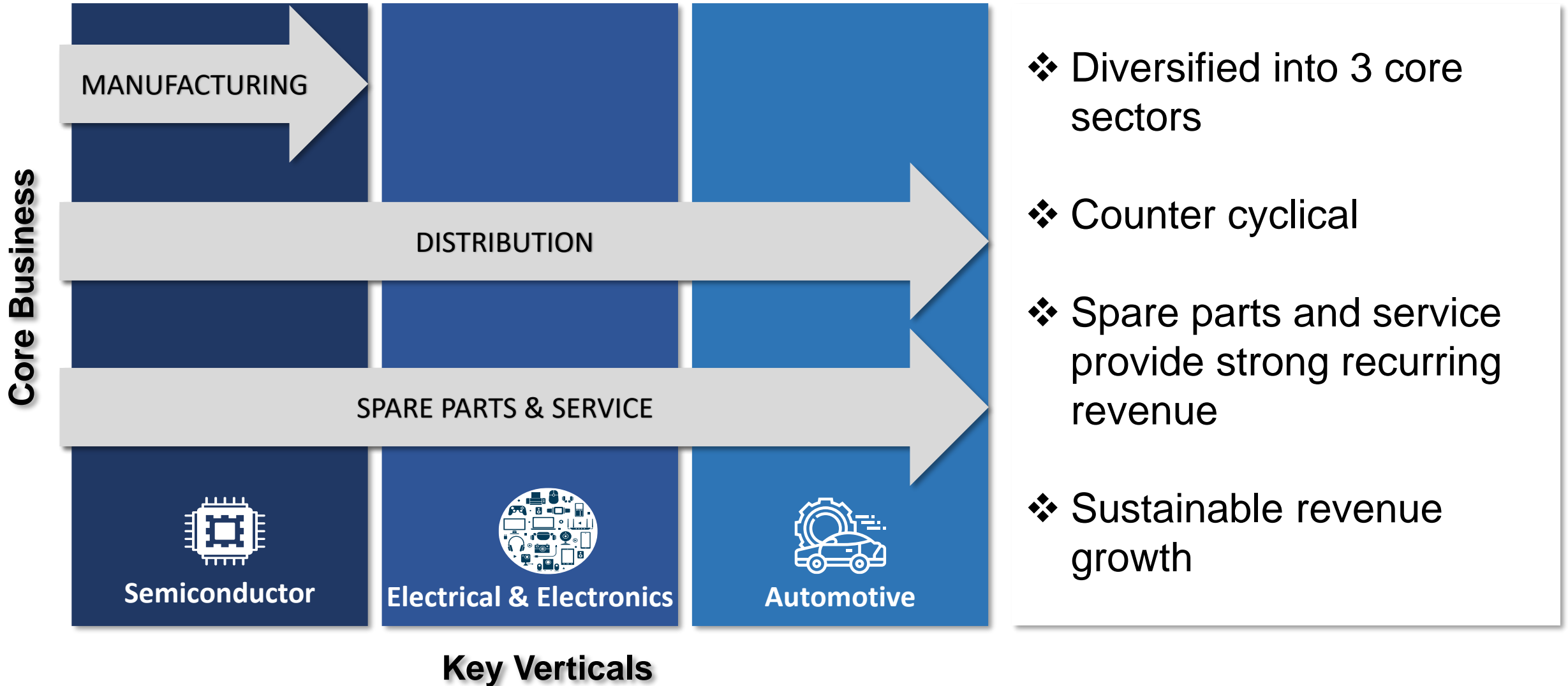


**Semiconductor  
Inspection &  
Measuring  
Equipment**



**Semiconductor  
Automated  
Handling  
Equipment**

# BUSINESS OVERVIEW -SECTOR & PRODUCT DIVERSITY



# FINANCIAL HIGHLIGHTS - QUARTERLY RESULTS QoQ AND YoY

RM'mil	Q4'24	Q3'24	QoQ%	For the year ended		YoY%
				Dec'24	Dec'23	
<b>Revenue</b>						
<b>Distribution</b>	66.9	50.6	32.2%	227.3	208.1	9.2%
- Product	43.2	30.8	40.3%	144.8	130.2	11.2%
- Materials	8.7	3.9	123.1%	23.7	16.7	41.9%
- Spares & Service	15.0	15.9	-5.7%	58.8	61.2	-3.9%
<b>Manufacturing</b>	19.9	7.8	155.1%	42.3	32.6	29.8%
<b>Total Revenue</b>	<b>86.8</b>	<b>58.4</b>	<b>48.6%</b>	<b>269.6</b>	<b>240.7</b>	<b>12.0%</b>
<b>GP</b>						
<b>Distribution</b>	14.0	13.2	6.1%	53.5	52.3	2.3%
- Product	9.9	7.4	33.8%	33.7	31.3	7.7%
- Materials	0.9	0.6	50.0%	3.6	2.5	44.0%
- Spares & Service	3.2	5.2	-38.5%	16.2	18.5	-12.4%
<b>Manufacturing</b>	7.3	2.9	151.7%	14.6	8.6	69.8%
<b>Total GP</b>	<b>21.3</b>	<b>16.1</b>	<b>32.3%</b>	<b>68.1</b>	<b>60.9</b>	<b>11.8%</b>
<b>EBITDA</b>	<b>12.4</b>	<b>5.9</b>	<b>110.2%</b>	<b>34.3</b>	<b>32.0</b>	<b>7.2%</b>
Operating Cost	(11.2)	(12.6)	-11.5%	(42.9)	(35.1)	22.2%
Share of result of an associate, net of tax	0.1	(0.7)	114.3%	(0.5)	(0.2)	-150.0%
<b>PBT</b>	<b>10.3</b>	<b>2.8</b>	<b>266.1%</b>	<b>24.7</b>	<b>25.6</b>	<b>-3.5%</b>
Tax	(2.8)	(1.6)	75.0%	(7.6)	(6.4)	18.8%
<b>PAT</b>	<b>7.5</b>	<b>1.2</b>	<b>520.8%</b>	<b>17.1</b>	<b>19.2</b>	<b>-10.9%</b>
MI	(0.3)	-	-100%	0.2	(0.7)	128.6%
<b>PAT Attributable (PATMI)</b>	<b>7.2</b>	<b>1.2</b>	<b>495.8%</b>	<b>17.3</b>	<b>18.5</b>	<b>-6.5%</b>

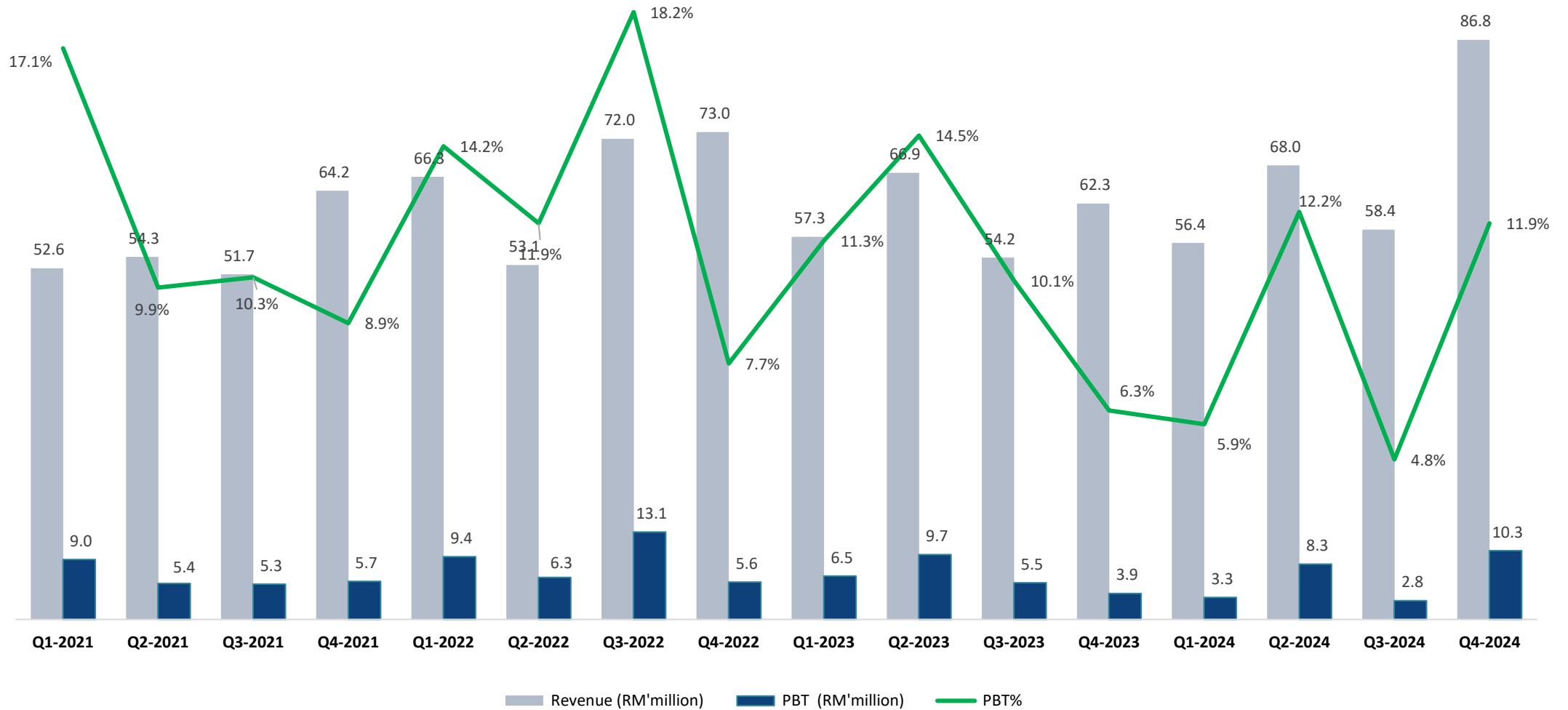
# FINANCIAL HIGHLIGHTS - QUARTERLY RESULTS COMPARISON

In RM 'mil

	Q4'24	Q4'23	Q3'24	Q4'24 vs Q4'23	Q4'24 vs Q3'24	For Year Ended		
						Dec'24	Dec'23	Dec'24 vs Dec'23
<b>Revenue</b>	86.8	62.3	58.4	↑ 39.3%	↑ 48.6%	269.6	240.7	↑ 12.0%
<b>PATMI</b>	7.2	2.5	1.2	↑ 186.0%	↑ 495.8%	17.3	18.5	↓ -6.5%
<b>PATMI Margin</b>	8.2%	4.0%	2.1%			6.4%	7.7%	
<b>EBITDA</b>	12.4	5.9	5.9	↑ 110.2%	↑ 110.2%	34.3	32.0	↑ 7.2%
<b>EBITDA Margin</b>	14.3%	9.5%	10.1%			12.7%	13.3%	

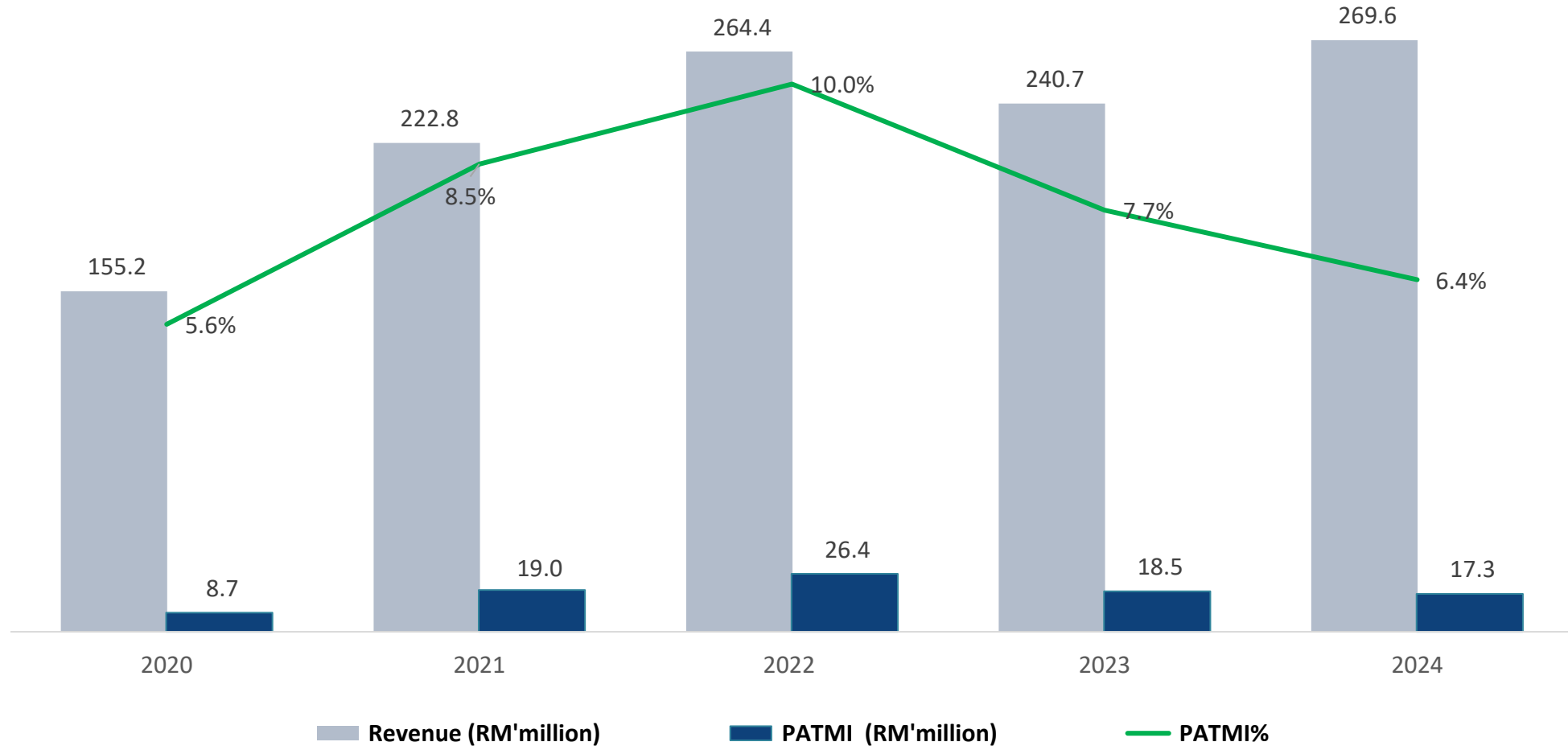
# FINANCIAL HIGHLIGHTS – QUARTERLY REVENUE AND PBT TREND

## Quarterly Financial Highlights 2021 - 2024

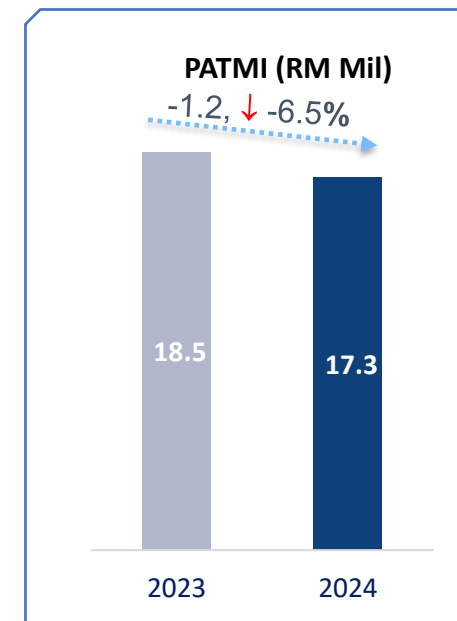
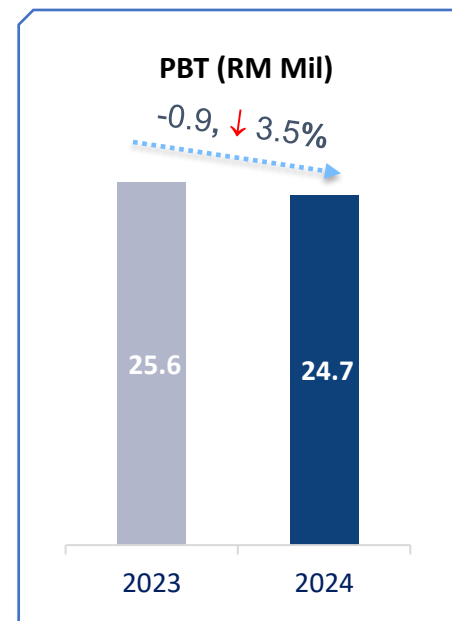
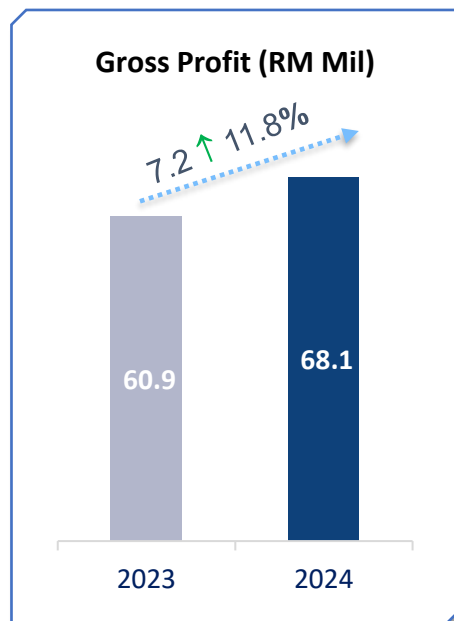
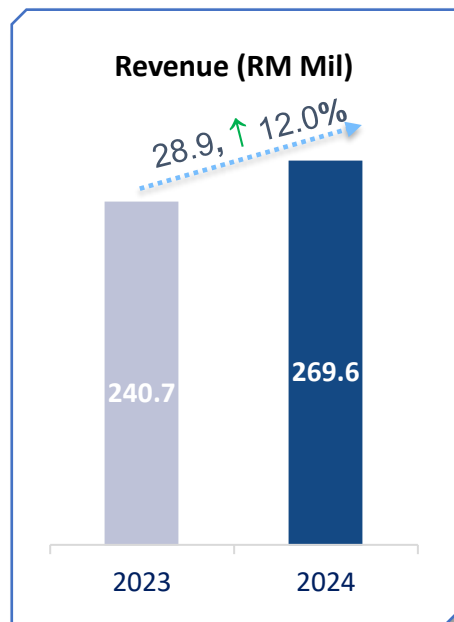




## Financial Highlights 2020 - 2024

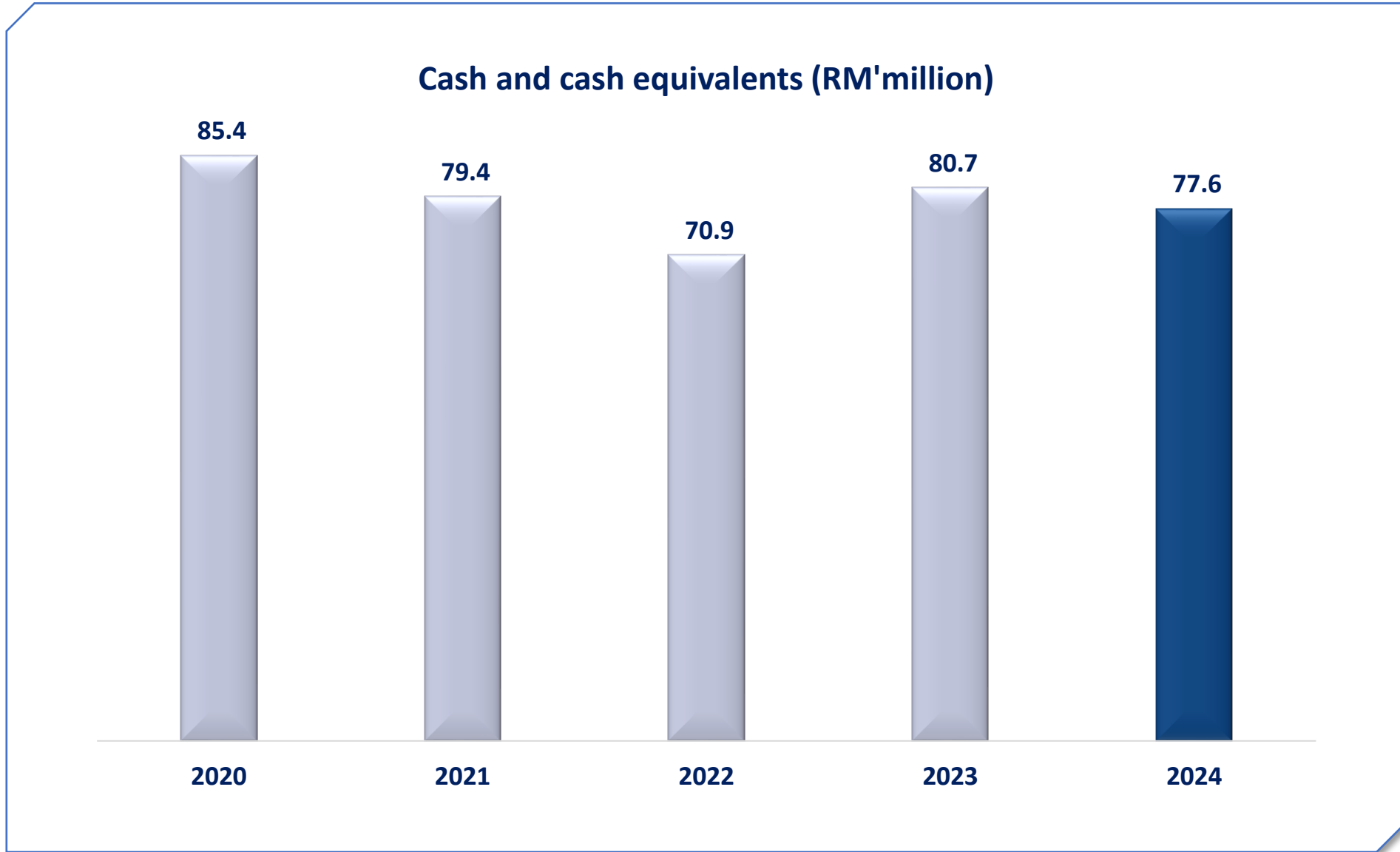


# FINANCIAL HIGHLIGHTS OF FYE24 – 12M CUMULATIVE PERIOD

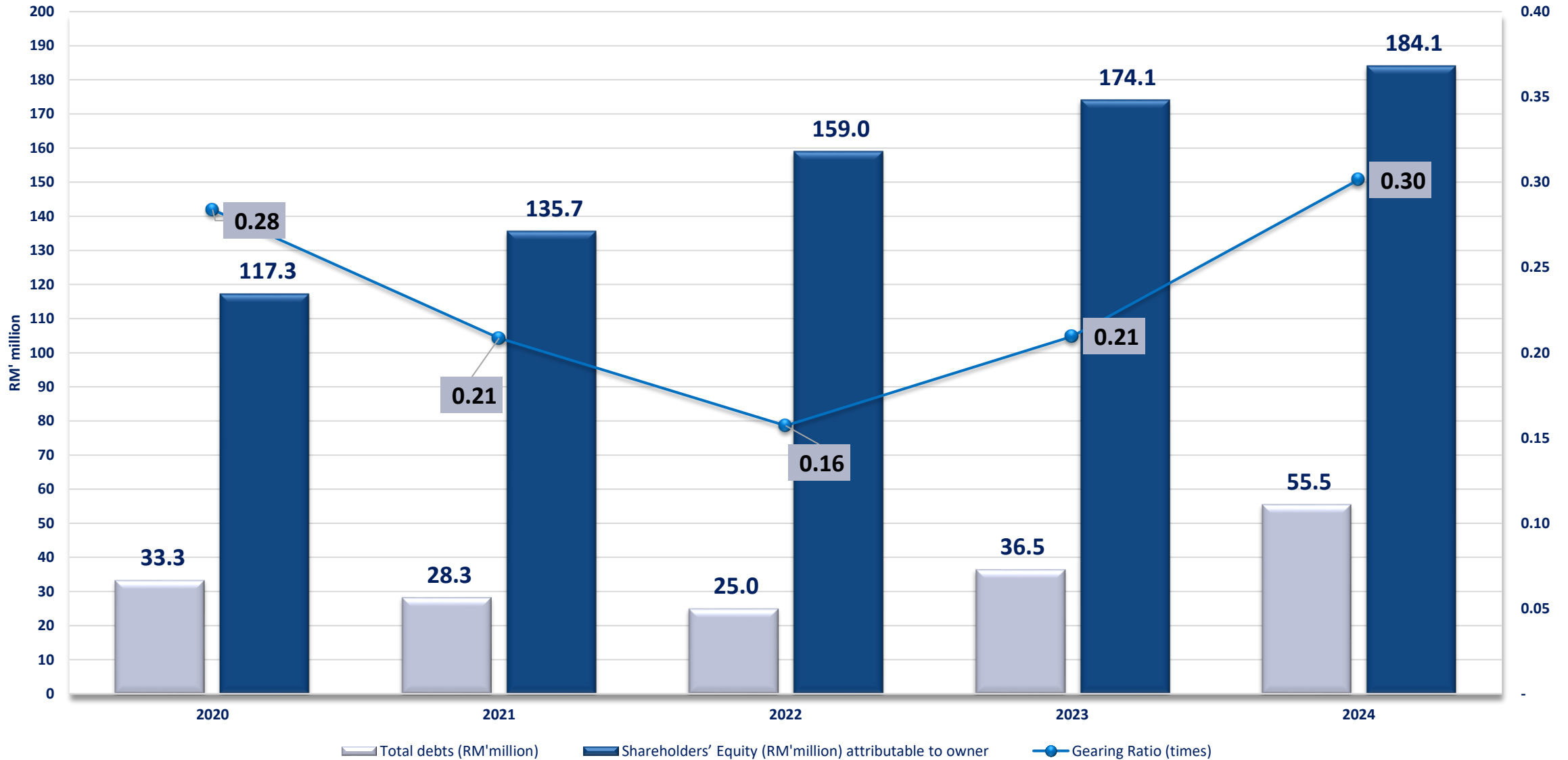


- Overall revenue increased due to an increase in sales from both distribution division and manufacturing division.
  - Distribution revenue increased by 9.2% YoY mainly due to an increase of 41.9% in materials and 11.2% in product despite a drop of 3.9% in spares & service.
  - Manufacturing revenue increased by 29.8% YoY, due to higher deliveries of automated handling system (AHS) and smart manufacturing series (SMS) despite decrease in deliveries of optical inspection system (OIS) and automatic optical inspection (AOI).
- Group GP increased by 11.8% YoY as a result from a 69.8% increase in GP contribution from the manufacturing and 2.3% in GP contribution by the distribution division.
- Lower PBT and PATMI was mainly attributed to an unfavorable foreign exchange loss coupled with higher depreciation and amortization costs despite an increase in revenue growth and better gross profit in current cumulative period.

# FINANCIAL HIGHLIGHTS – CASH & CASH EQUIVALENTS

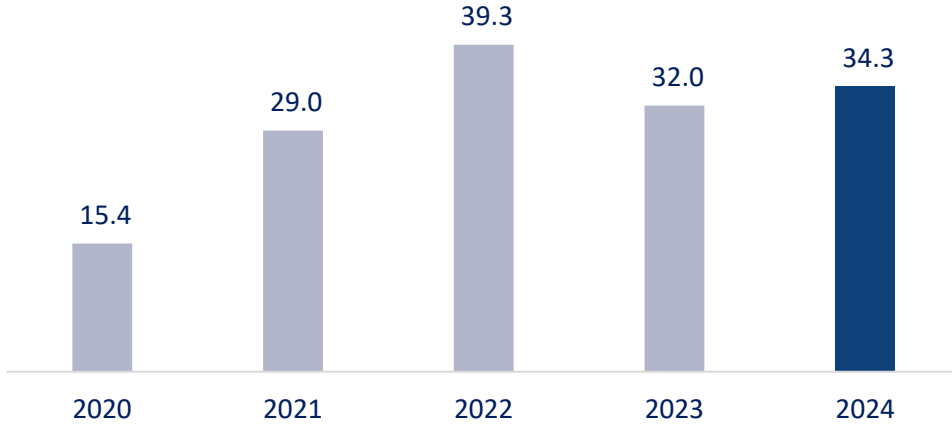


# FINANCIAL HIGHLIGHTS – GEARING RATIO

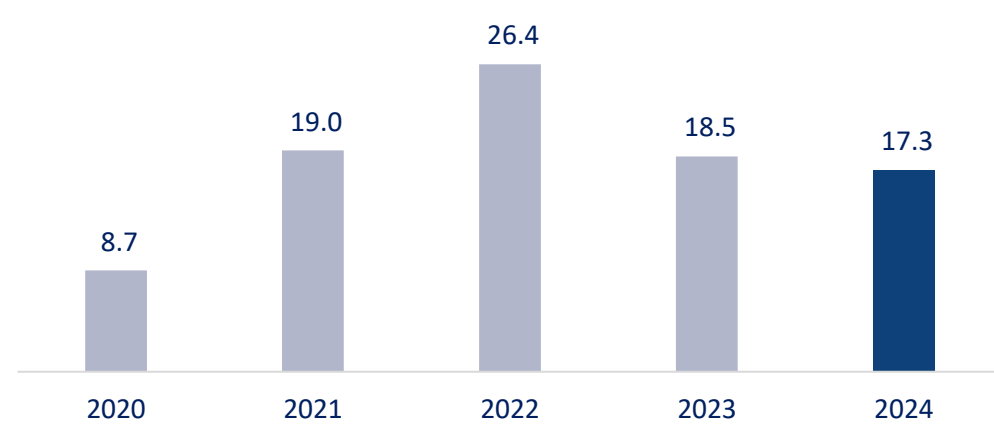


# FINANCIAL HIGHLIGHTS – OTHER RATIOS

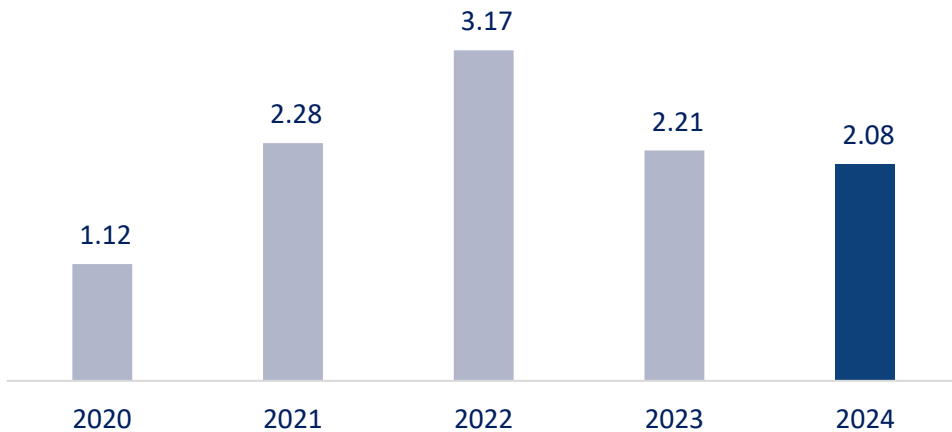
**Earnings before Interest, Taxes, Depreciation and Amortisation (RM'million)**



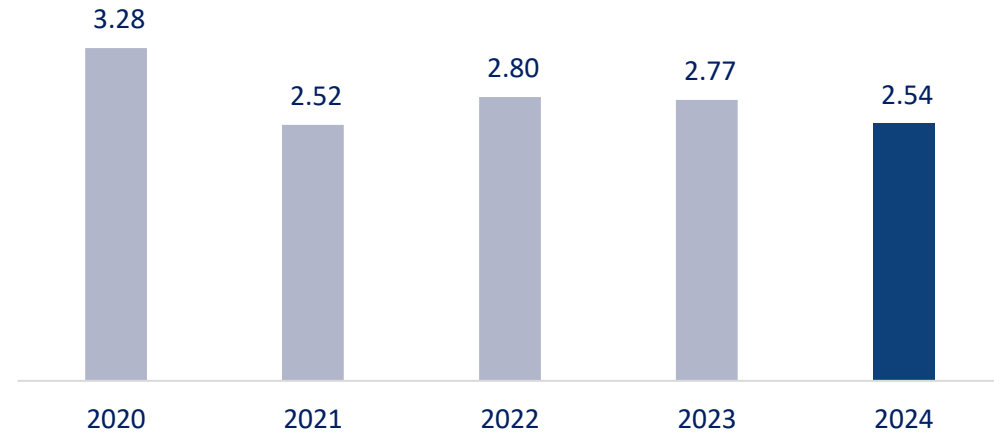
**Profit attributable to Owners of the Company (RM'million)**



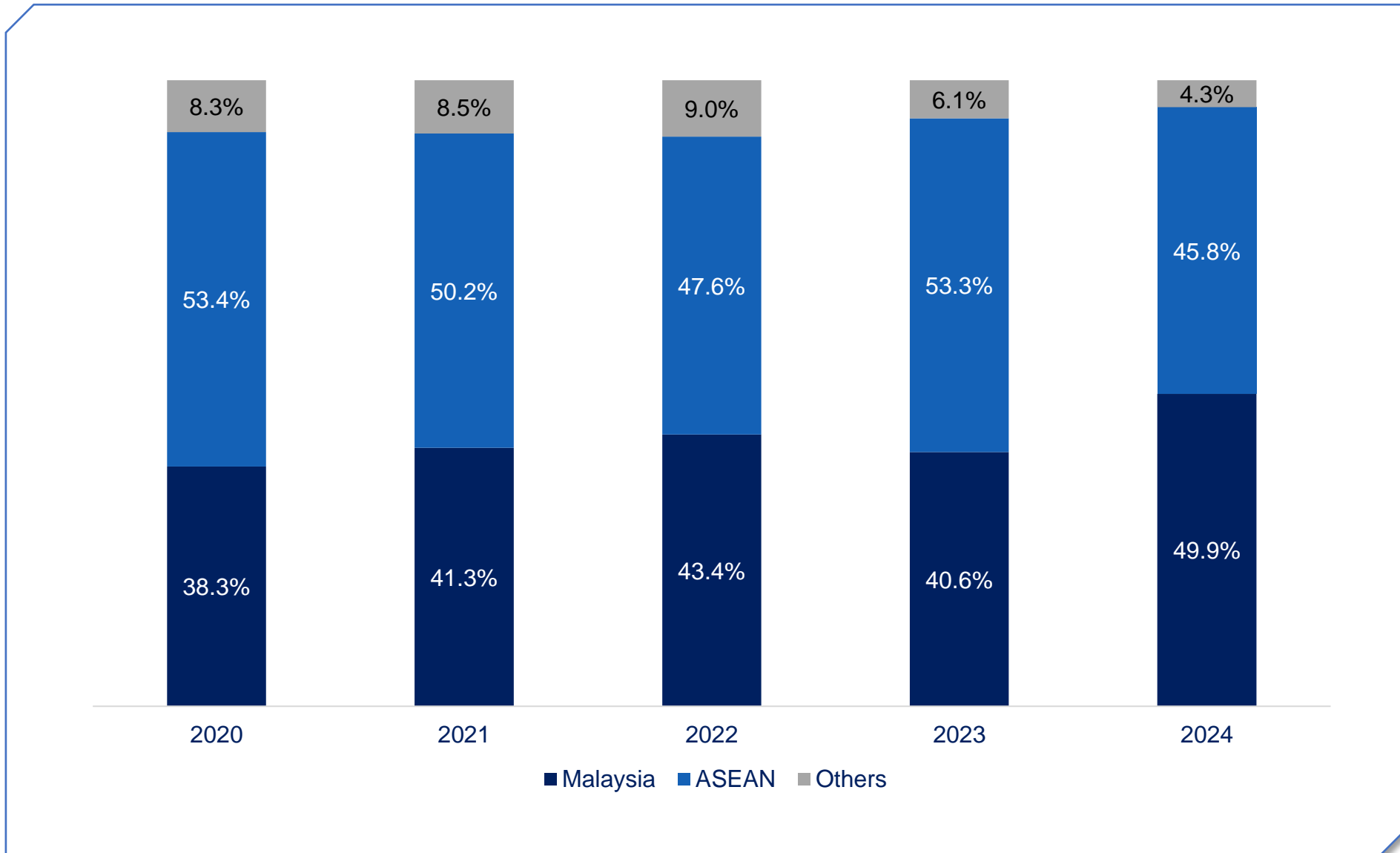
**Basic Earnings per Share (sen)**



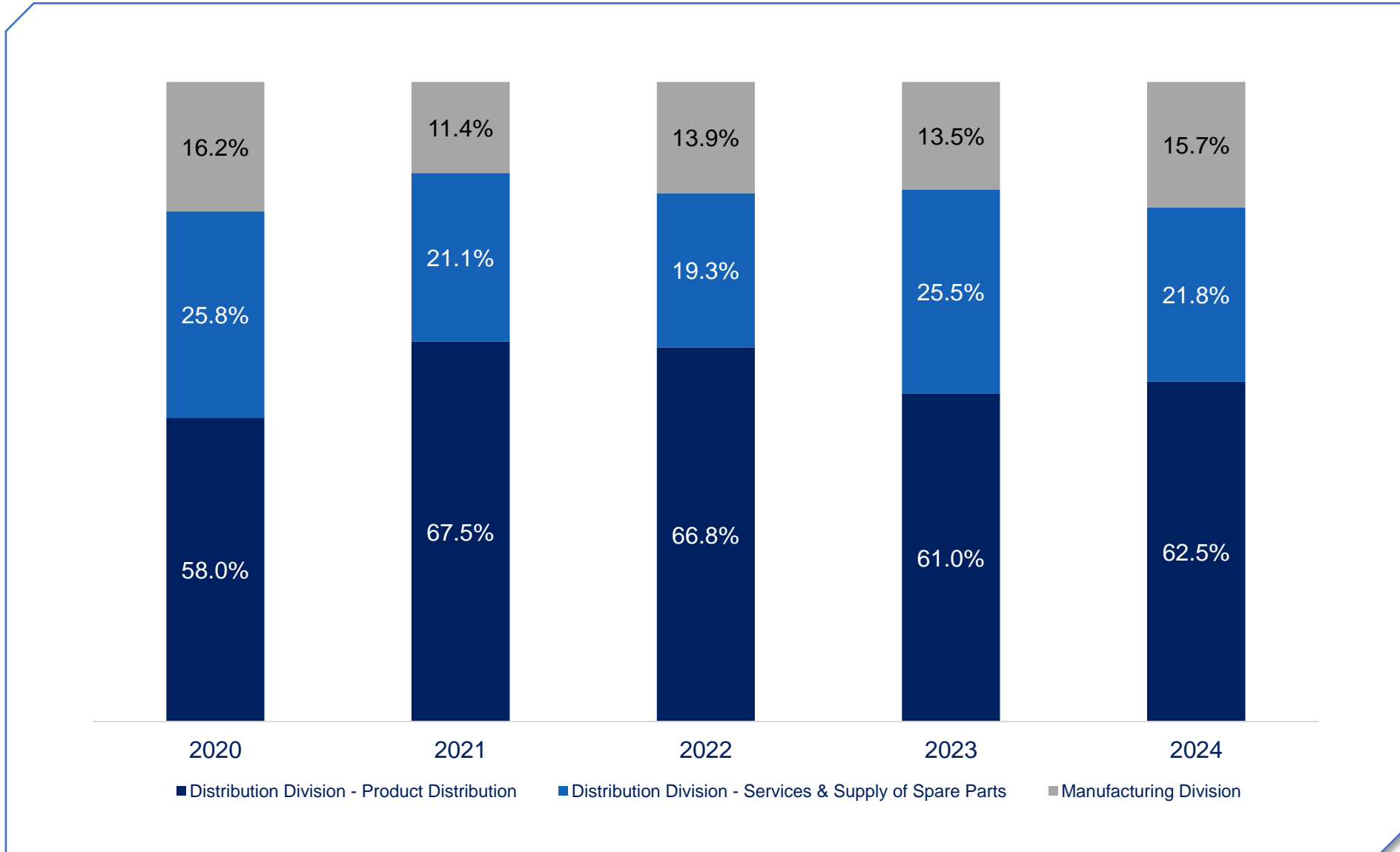
**Current Ratio (times)**



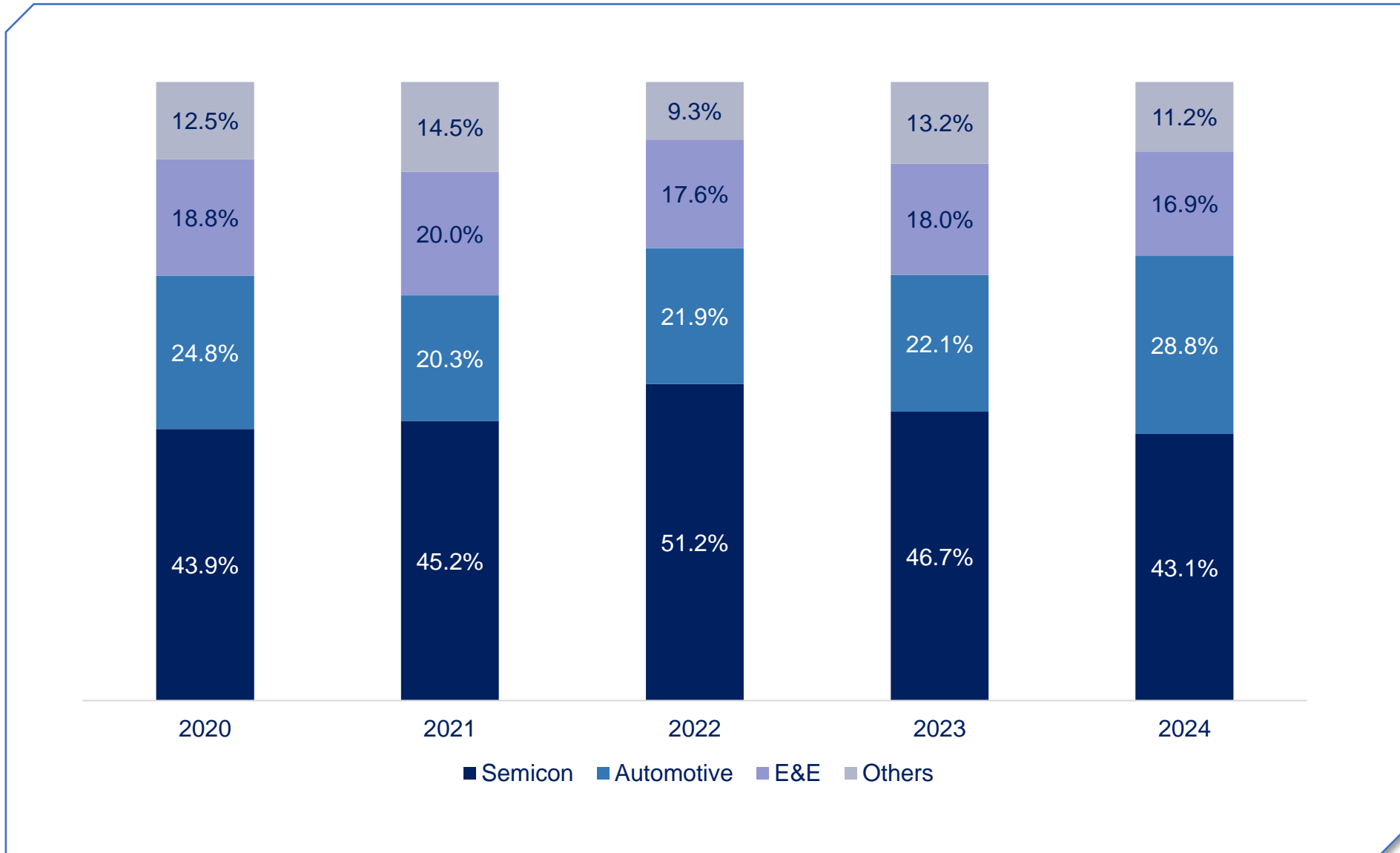
# ANALYSIS: REVENUE BREAKDOWN – BY COUNTRY/REGION



# ANALYSIS: REVENUE BREAKDOWN – BY DIVISION



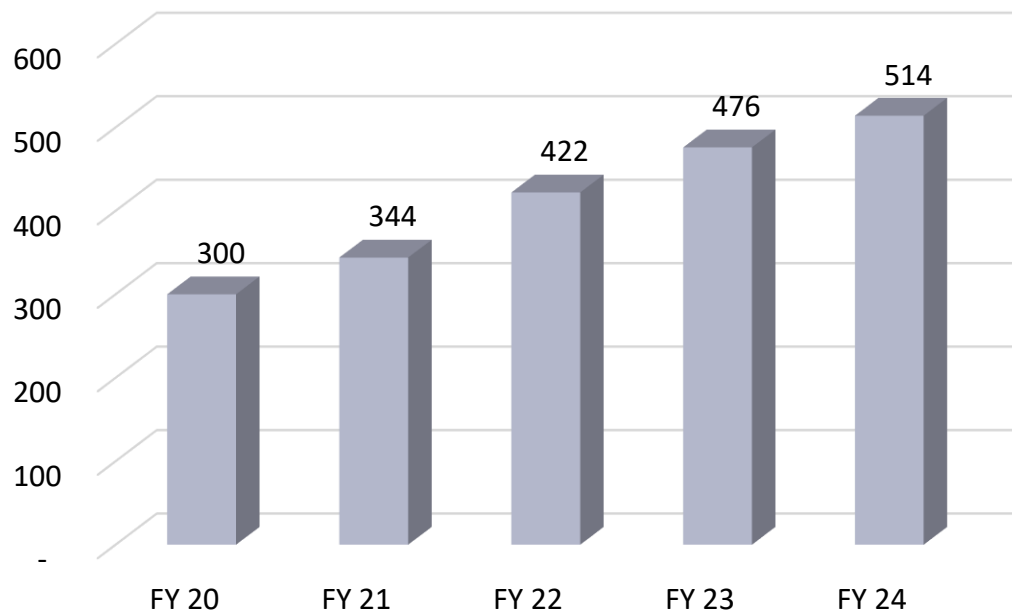
# ANALYSIS: REVENUE BREAKDOWN – BY INDUSTRY



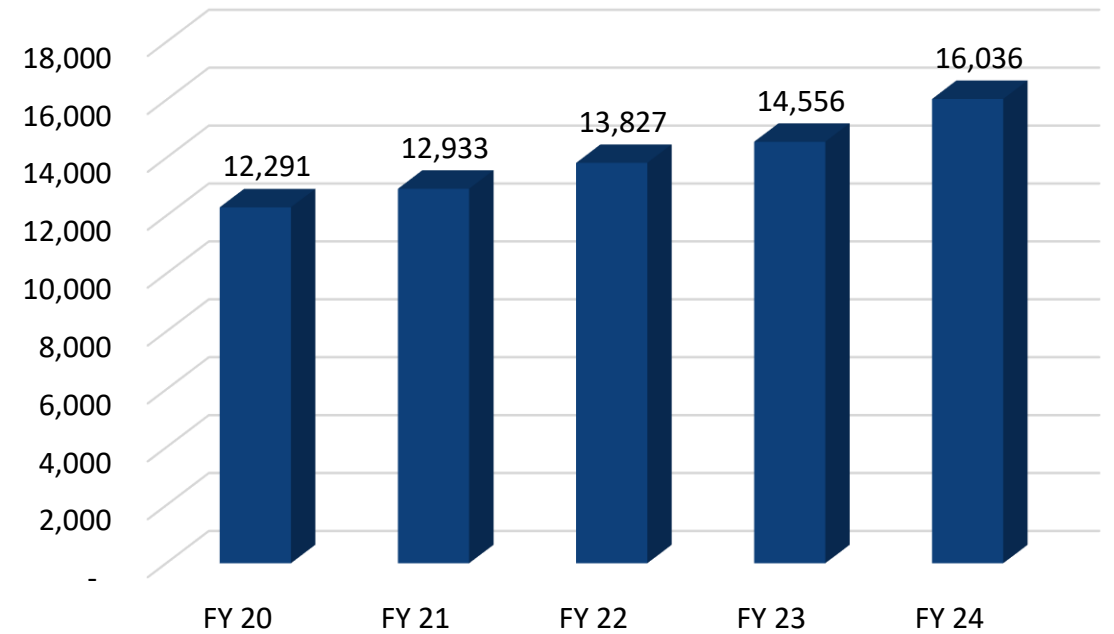


# ANALYSIS: EQUIPMENT INSTALLED BASE - CUMULATIVE

## Manufacturing



## Total QES Group \*



*\* Some equipment are more than 10 years old and may not be active.*

# SUSTAINABLE THROUGH GLOBAL UNCERTAINTIES

## DIVERSE MARKET SEGMENTS & PRODUCTS



- > 30 years of being a one stop specialist in manufacturing, distribution and services of test, inspection and measuring equipment, materials and engineering solutions.
- Diversified market segments - Semiconductor, E & E and Metal & Automotive

## GEOGRAPHICAL SPREAD



- Extensive subsidiaries network in ASEAN region.
- Expansion plans China via QES Hong Kong.
- Sales channel partners worldwide.

## STRONG FINANCIALS



- Cash and cash equivalents of > RM 77.6 million as of 31 December 24.
- Gearing ratio of 0.30.
- Cash flow positive.

## STABLE RECURRING INCOME



- Consistent recurring annual income of ~RM55-60 million (20% to 25% of group revenue) through maintenance and service of large installed base of > 7,000 active equipment (~50% from total installed base of > 14,000 equipment)

## EXPERIENCED MANAGEMENT



- Long-standing management team with an average length of more than 10 years in key technical and operational functions.

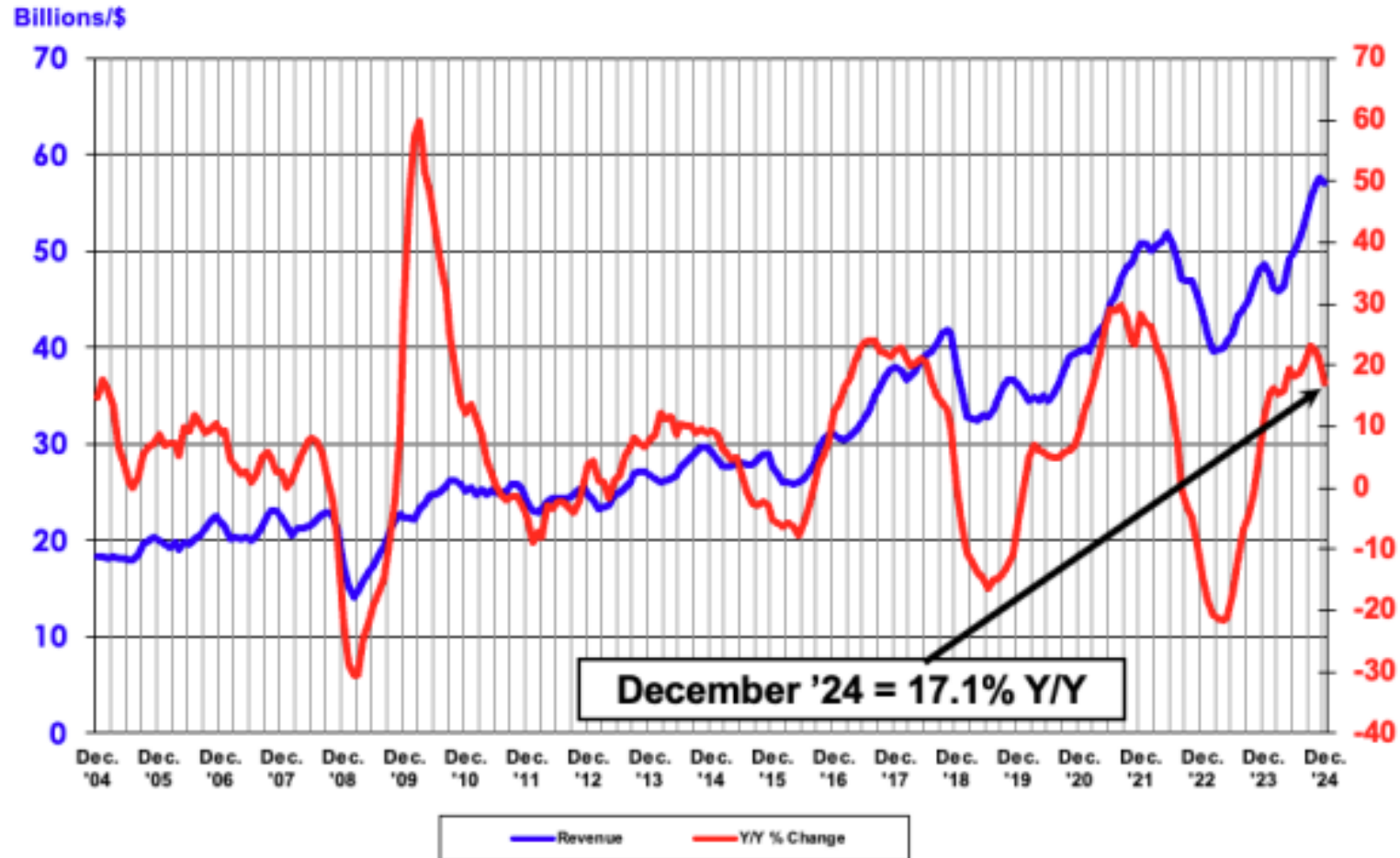
## CONTINUOUS R&D



- 7%~8% of manufacturing division revenue allocated for R&D.
- Focus on semiconductor equipment, IR 4.0 and Smart Manufacturing Solutions.

Event	Planned activities and updates
<b>QES @ Batu Kawan</b>	<ul style="list-style-type: none"> <li>❖ Currently at about 99% completion, pending the electricity, water &amp; internet</li> <li>❖ Accredited with the Green Building Index, conforming to ESG commitments</li> </ul>
<b>FTSE4GOOD Inclusion in Dec '24</b>	<ul style="list-style-type: none"> <li>❖ On 12 Dec '24, Bursa released that QES has been included in the FTSE4Good Bursa Malaysia Index and FTSE4Good Bursa Malaysia Shariah Index</li> <li>❖ QES ESG Rating by FTSE Russell has also improved to 3 stars</li> </ul>
<b>Final Dividend for FYE 2024</b>	<ul style="list-style-type: none"> <li>❖ The Board had declared a final dividend of 0.30 sen per ordinary share in respect of the financial year ending 31 December 2024</li> </ul>
<b>Marketing Activities</b>	<ul style="list-style-type: none"> <li>❖ Some of the large-scale exhibitions which we will be participating in FY2025</li> <li>❖ Semicon China @ Shanghai : 26<sup>th</sup> – 28<sup>th</sup> March 2025</li> <li>❖ Semicon SEA @ Singapore : 20<sup>th</sup> – 22<sup>nd</sup> May 2025</li> <li>❖ Manufacturing Expo @ Bangkok : 18<sup>th</sup> – 21<sup>st</sup> June 2025</li> <li>❖ Thailand Electronics Circuit Asia 2025 @ Bangkok : 20<sup>th</sup> – 22<sup>nd</sup> Aug 2025</li> <li>❖ PSECE Philippines @ Manila : 28<sup>th</sup> – 30<sup>th</sup> Oct 2025</li> </ul>

## Worldwide Semiconductor Revenues Year-to-Year Percent Change



Source: WSTS

## Global Semiconductor Sales Increase 19.1% in 2024; Double-Digit Growth Projected in 2025

Friday, Feb 07, 2025, 8:00am

by **Semiconductor Industry Association**

*Sales hit highest-ever yearly total in 2024*

WASHINGTON—Feb. 7, 2025—The Semiconductor Industry Association (SIA) today announced global semiconductor sales hit \$627.6 billion in 2024, an increase of 19.1% compared to the 2023 total of \$526.8 billion. Additionally, fourth-quarter sales of \$170.9 billion were 17.1% more than the fourth quarter of 2023, and 3.0% higher than the third quarter of 2024. And global sales for the month of December 2024 were \$57.0 billion, a decrease of 1.2% compared to the November 2024 total. Monthly sales are compiled by the [World Semiconductor Trade Statistics \(WSTS\)](#) organization and

### 2025: Momentum to Continue

Looking ahead, WSTS predicts broad based growth for the semiconductor market in 2025, with an 11.2% increase, bringing the global market valuation to an estimated \$697 billion. The growth will be driven predominantly by the Logic and Memory sectors, which together are projected to exceed \$400 billion in value. This includes a year-over-year growth of over 17% for Logic and 13% for Memory. Other semiconductor categories are expected to grow at more modest, single-digit rates, signalling steady overall expansion for the industry.

In 2025, all regions are poised for continued expansion. The Americas and Asia Pacific are expected to maintain their double-digit growth on a year-over-year basis.

### WSTS Forecast Summary

Fall 2024	Amounts in US\$M			Year on Year Growth in %		
	2023	2024	2025	2023	2024	2025
<b>Americas</b>	134,377	186,635	215,309	-4.8	38.9	15.4
<b>Europe</b>	55,763	52,031	53,736	3.5	-6.7	3.3
<b>Japan</b>	46,751	47,410	51,866	-2.9	1.4	9.4
<b>Asia Pacific</b>	289,994	340,792	376,273	-12.4	17.5	10.4
<b>Total World - \$M</b>	526,885	626,869	697,184	-8.2	19.0	11.2
<b>Discrete Semiconductors</b>	35,530	31,546	33,377	4.5	-11.2	5.8
<b>Optoelectronics</b>	43,184	42,092	43,705	-1.6	-2.5	3.8
<b>Sensors</b>	19,730	18,732	20,034	-9.4	-5.1	7.0
<b>Integrated Circuits</b>	428,442	534,499	600,069	-9.7	24.8	12.3
Analog	81,225	79,433	83,157	-8.7	-2.2	4.7
Micro	76,340	79,291	83,723	-3.5	3.9	5.6
Logic	178,589	208,723	243,782	1.1	16.9	16.8
Memory	92,288	167,053	189,407	-28.9	81.0	13.4
<b>Total Products - \$M</b>	526,885	626,869	697,184	-8.2	19.0	11.2

# SEMICONDUCTOR MARKET OUTLOOK

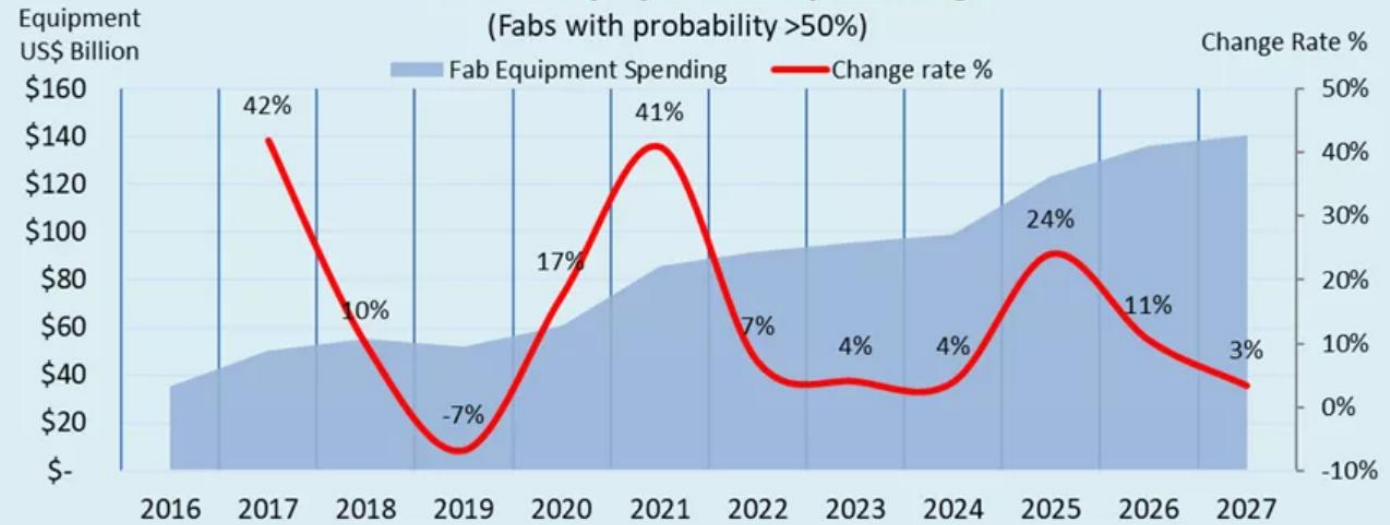
**New Semiconductor Fabs Starting Construction in 2025 by Region**



Source: SEMI World Fab Forecast, Q4 2024 Update

## 300mm Equipment Spending

(Fabs with probability >50%)



300mm Fab Outlook to 2027, 3Q24 (September 2024) Update, Published by SEMI



## Environmental

- ❖ QES promoting **WEEE/ROHS analytical equipment** to check and monitor hazardous elements (lead, mercury, cadmium etc) coming into consumer electronic products.. QES has installed more than 1,600 equipment to ensure compliances of these ozone depleting and hazardous elements. We are doing our part to ensure planet Earth is environmentally free from these hazardous elements.
- ❖ **Rain harvesting systems** installed at new QES HQ @Glenmarie & will do the same for QES 2.0 @BKIP.
- ❖ Obtaining **ISO 14001:2015** – Environmental Management System for QMC.
- ❖ Complete **digitalization** has reduced paper consumption (FY2022 – 598 reems used and FY2023 – 458 reems used – we improved by **23.1%**!
- ❖ **Installation of solar panels** at QES HQ @Glenmarie in 2023 has improved our carbon footprint as per illustration.



**237 metric tons**  
of carbon avoidance per  
annum



**912,209 km**  
Car mileage taken  
off the road for one  
year



**10,782**  
Number of trees  
that absorb CO2



**2,926**  
Number of lightbulbs  
powered for one year



## HARNESSING SOLAR POWER FOR A SUSTAINABLE TOMORROW



Our solar journey showcases our dedication to responsible resource management, aligning seamlessly with SDG 12's goal of promoting sustainable consumption and efficient resource utilization. We're contributing to a better future for all by embracing renewable energy and sustainable practices.



The PV System size in place is 233.2kWp with an expected output of 302,011kWh per year. With these solar panels in place, we are looking to offset 237 tonnes of carbon dioxide, which is also saving the equivalent of:-



**916,137 KM OFF THE ROAD**  
CARS MILEAGE TAKEN OFF THE ROAD



**10,828 MATURE TREES**  
CO2 absorption in a year.



**2,939 LIGHTBULBS POWERED**  
Lightbulbs powered for 1 year





## Social

- ❖ Gender and racial diversity within employees. Approximately **30%** female; **70%** male employee in the entire Group.
- ❖ **Health and Safety Committee** in place with **First Aid & CPR training** provided to employees annually.
- ❖ **Emergency Response Team** with Emergency Response Plan Trainings given to all members.
- ❖ **Clean, vibrant and happy** workplace at the newly renovated QES HQ @Glenmarie.



## Governance

- ❖ Appropriate checks and balance via separate roles and functions of **Chairman** and **Managing Director / President**.
- ❖ Strong oversight and accountability on QES' board – consisting of **(1) Non-Independent Non-Executive Chairman, Independent Directors (2) and Executive Directors (2)**.
- ❖ Equality and diversity of the Board which comprises **(4) male directors** and **(2) female directors** which consists of **(3) Malays, (2) Chinese and (1) Indian**.
- ❖ Audit, Remuneration and Nomination Committees **comprises of Independent Non-Executive Directors** only.
- ❖ Consistent quarterly investor relations updates to **shareholders** (institutional fund managers and high net worth individual shareholders)



Assuring you our best, always!

QES Group Berhad  
No 2, Jalan Jururancang U1/21,  
HICOM Glenmarie Industrial Park,  
Seksyen U1, 40150 Shah Alam, Selangor,  
Malaysia

**[www.qesnet.com](http://www.qesnet.com)**

# THE END

**THANK YOU**

Tel: (603) 5882 6668

Fax: (603) 5567 0811

Email: [investor.relations@qesnet.com](mailto:investor.relations@qesnet.com)