



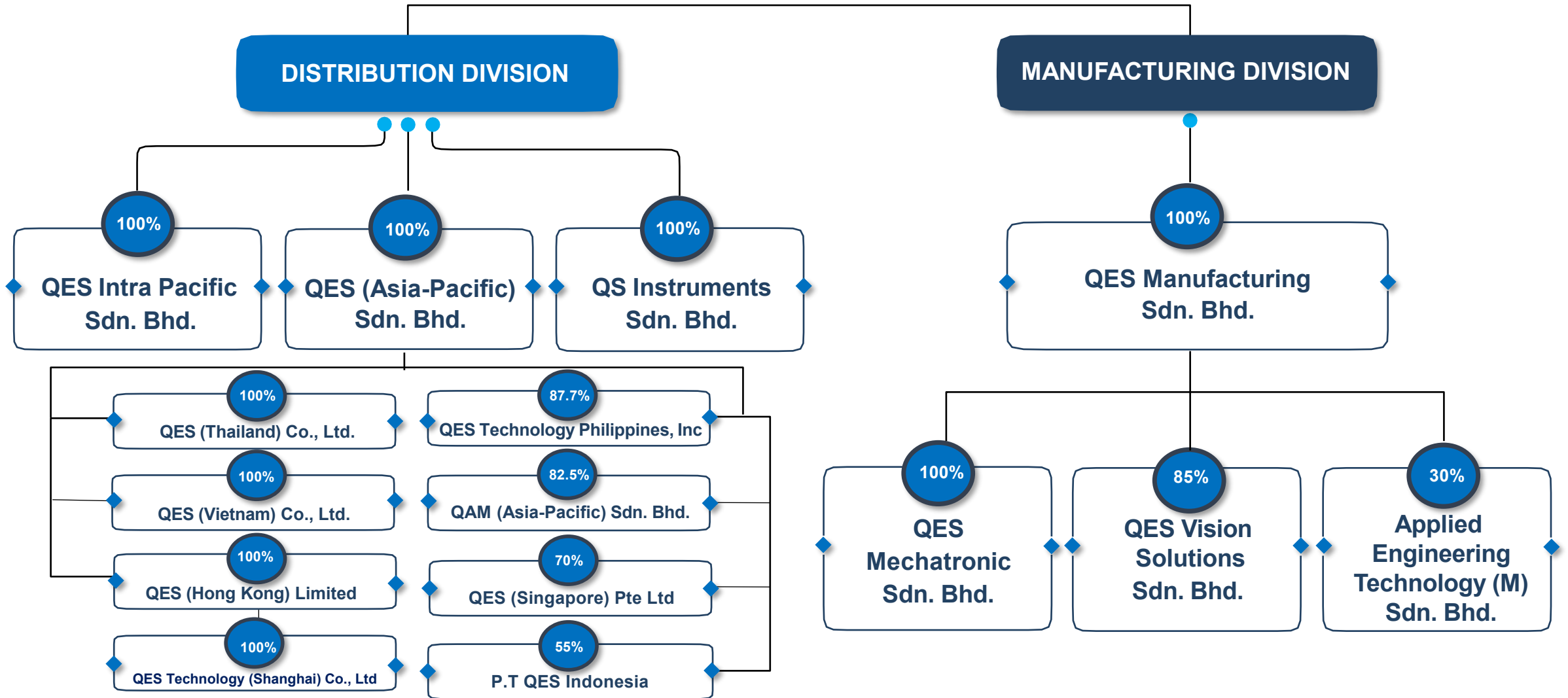
# INVESTOR BRIEFING

**Q1 2025 – 26 MAY 2025**

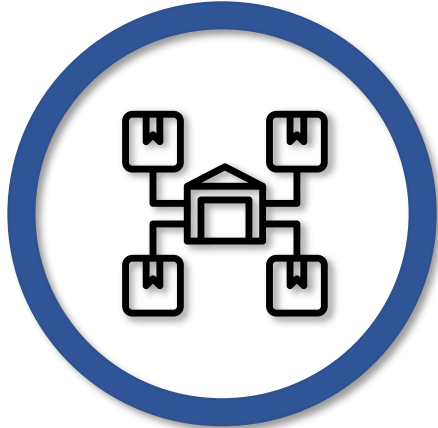
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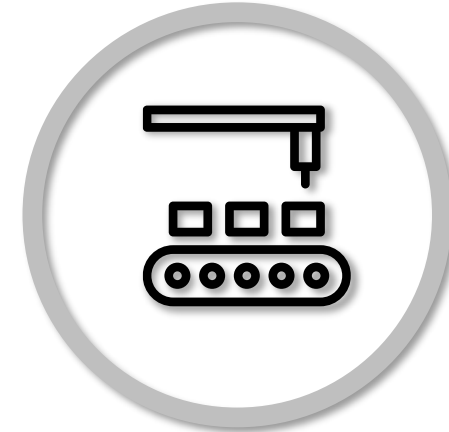
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## Distribution



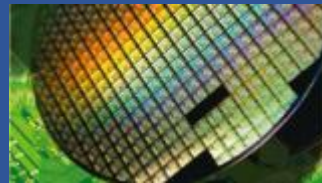
## Manufacturing



**Analytical  
Instruments**



**Inspection, Test  
& Measurement  
Equipment**



**Materials &  
Engineering  
Solutions**

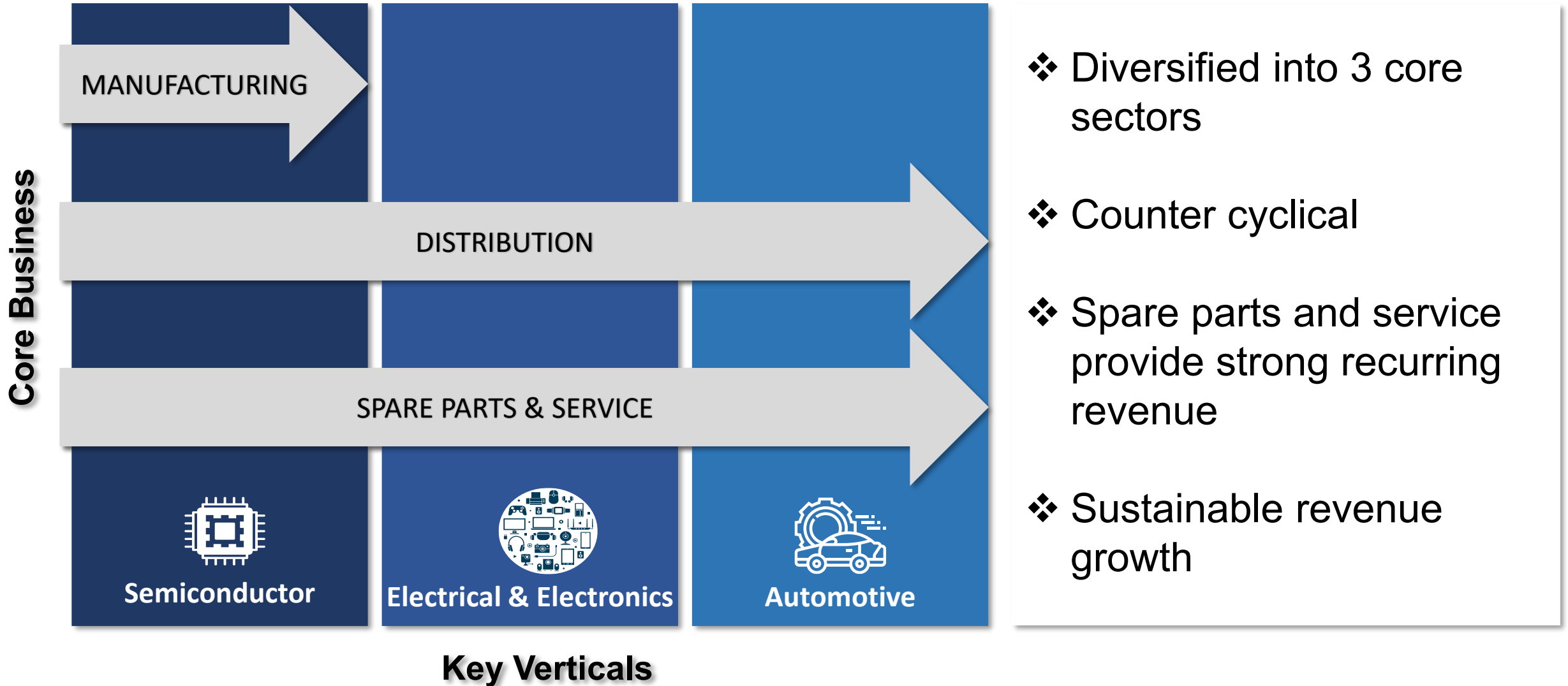


**Semiconductor  
Inspection &  
Measuring  
Equipment**



**Semiconductor  
Automated  
Handling  
Equipment**

# BUSINESS OVERVIEW -SECTOR & PRODUCT DIVERSITY



# FINANCIAL HIGHLIGHTS - QUARTERLY RESULTS QoQ AND YoY

RM'mil	Q1'25	Q4'24	QoQ%	For the period ended		YoY%
				Mar'25	Mar'24	
<b>Revenue</b>						
<b>Distribution</b>	42.4	66.9	-36.6%	42.4	50.9	-16.7%
- Product	24.7	43.2	-42.8%	24.7	29.4	-16.0%
- Materials	3.2	8.7	-63.2%	3.2	7.2	-55.6%
- Spares & Service	14.5	15.0	-3.3%	14.5	14.3	1.4%
<b>Manufacturing</b>	3.4	19.9	-82.9%	3.4	5.5	-38.2%
<b>Total Revenue</b>	<b>45.8</b>	<b>86.8</b>	<b>-47.2%</b>	<b>45.8</b>	<b>56.4</b>	<b>-18.8%</b>
<b>GP</b>						
<b>Distribution</b>	12.1	14.0	-13.6%	12.1	10.7	13.1%
- Product	6.2	9.9	-37.4%	6.2	5.9	5.1%
- Materials	0.5	0.9	-44.4%	0.5	1.0	-50.0%
- Spares & Service	5.4	3.2	68.8%	5.4	3.8	42.1%
<b>Manufacturing</b>	(0.9)	7.3	-112.3%	(0.9)	1.0	-190.0%
<b>Total GP</b>	<b>11.2</b>	<b>21.3</b>	<b>-47.4%</b>	<b>11.2</b>	<b>11.7</b>	<b>-4.3%</b>
<b>EBITDA</b>	<b>4.2</b>	<b>12.4</b>	<b>-66.1%</b>	<b>4.2</b>	<b>5.5</b>	<b>-23.6%</b>
Operating Cost	(9.5)	(11.2)	-15.2%	(9.5)	(8.4)	13.1%
Share of result of an associate, net of tax	(0.2)	0.1	-300.0%	(0.2)	-	-100.0%
<b>PBT</b>	<b>1.5</b>	<b>10.3</b>	<b>-85.4%</b>	<b>1.5</b>	<b>3.3</b>	<b>-54.5%</b>
Tax	(0.6)	(2.8)	-78.6%	(0.6)	(1.0)	-40.0%
<b>PAT</b>	<b>0.9</b>	<b>7.5</b>	<b>-88.0%</b>	<b>0.9</b>	<b>2.3</b>	<b>-60.9%</b>
MI	-	(0.3)	100.0%	-	0.2	-100.0%
<b>PAT Attributable (PATMI)</b>	<b>0.9</b>	<b>7.2</b>	<b>-87.5%</b>	<b>0.9</b>	<b>2.5</b>	<b>-64.0%</b>

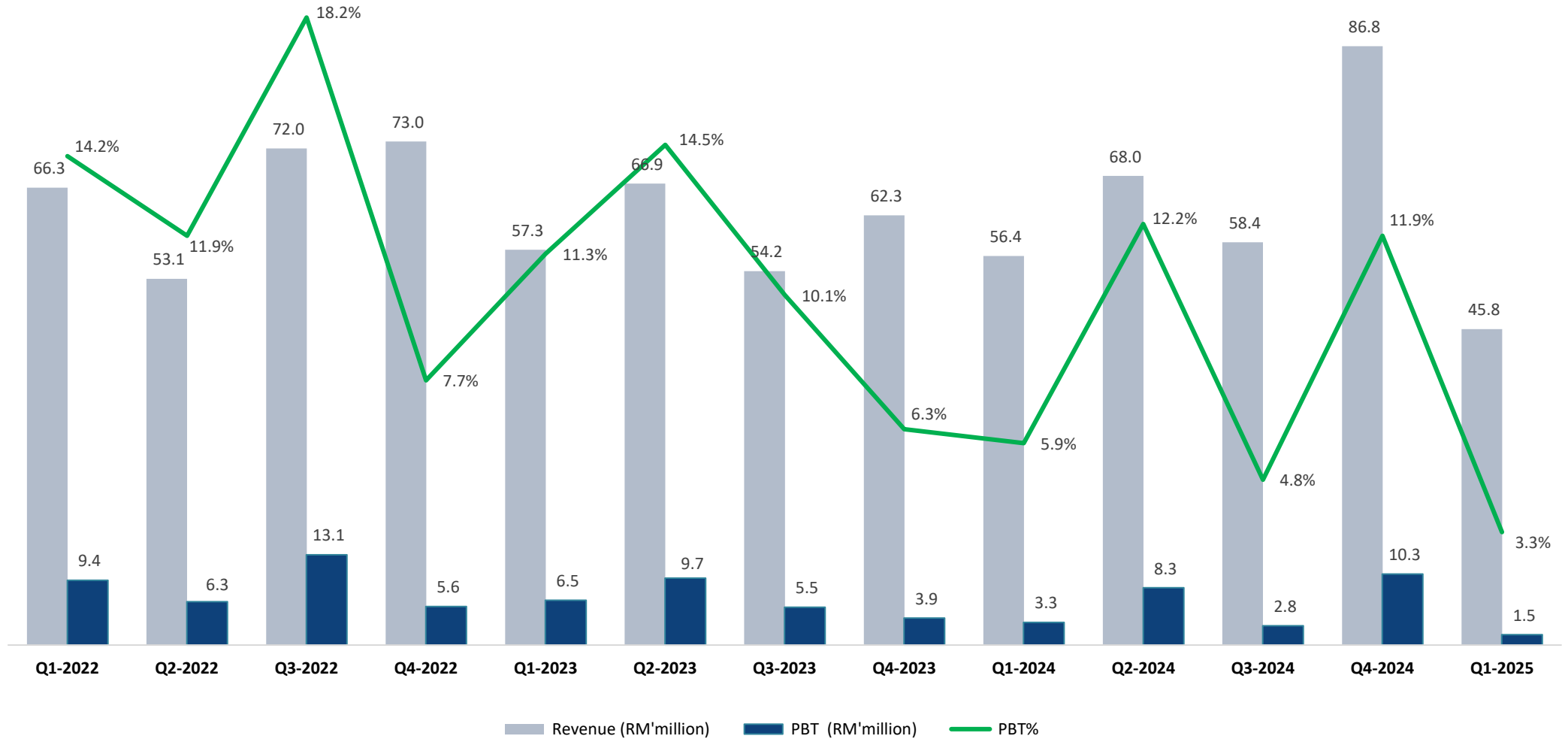
# FINANCIAL HIGHLIGHTS - QUARTERLY RESULTS COMPARISON

In RM 'mil

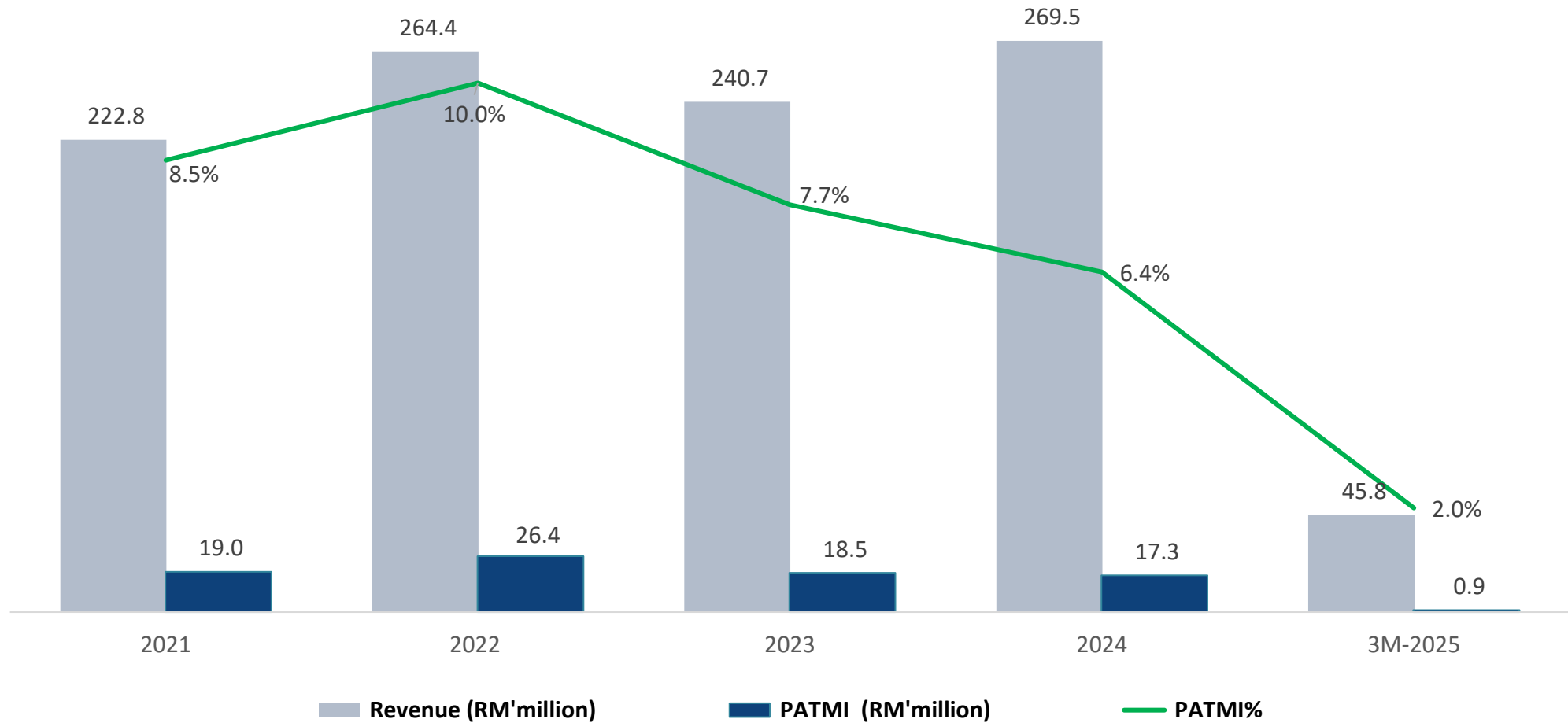
	Q1'25	Q1'24	Q4'24	Q1'25 vs Q1'24	Q1'25 vs Q4'24	For Period Ended		
						Mar'25	Mar'24	Mar'25 vs Mar'24
<b>Revenue</b>	45.8	56.4	86.8	↓ -18.8%	↓ -47.2%	45.8	56.4	↓ -18.8%
<b>PATMI</b>	0.9	2.5	7.2	↓ -64.0%	↓ -87.5%	0.9	2.5	↓ -64.0%
<b>PATMI Margin</b>	2.0%	4.4%	8.3%			2.0%	4.4%	
<b>EBITDA</b>	4.2	5.5	12.4	↓ -23.6%	↓ -66.1%	4.2	5.5	↓ -23.6%
<b>EBITDA Margin</b>	9.2%	9.8%	14.3%			9.2%	9.8%	

# FINANCIAL HIGHLIGHTS – QUARTERLY REVENUE AND PBT TREND

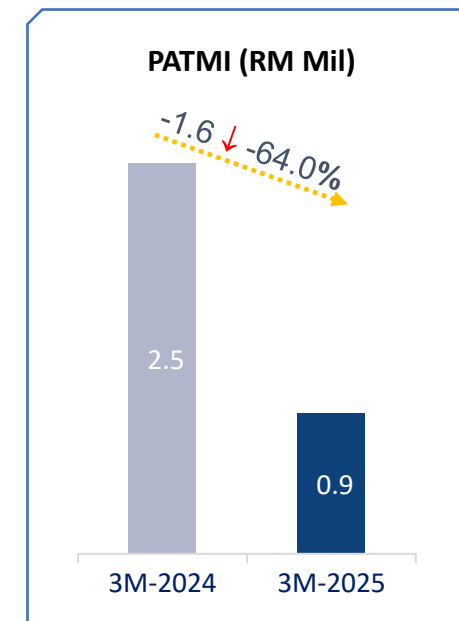
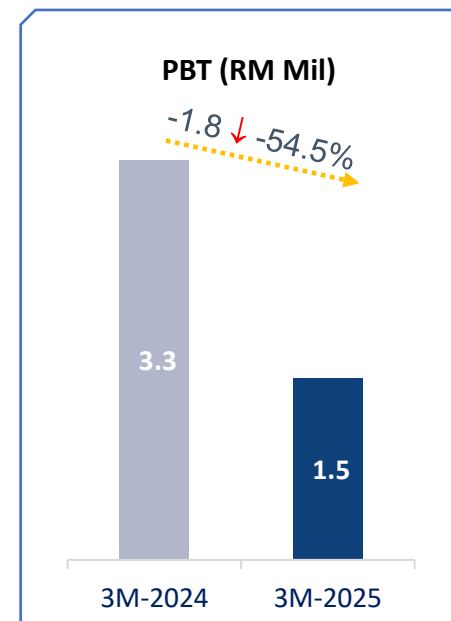
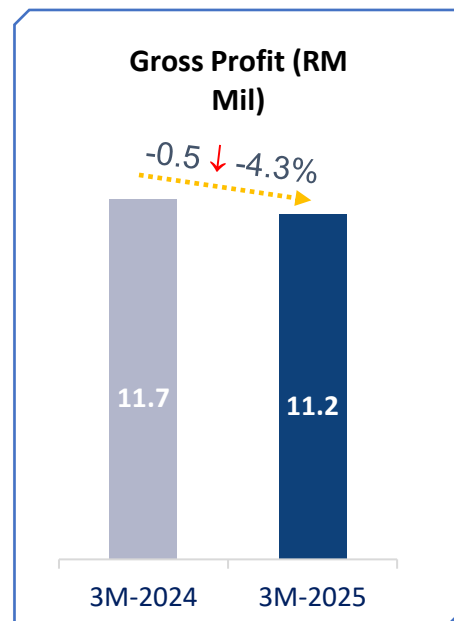
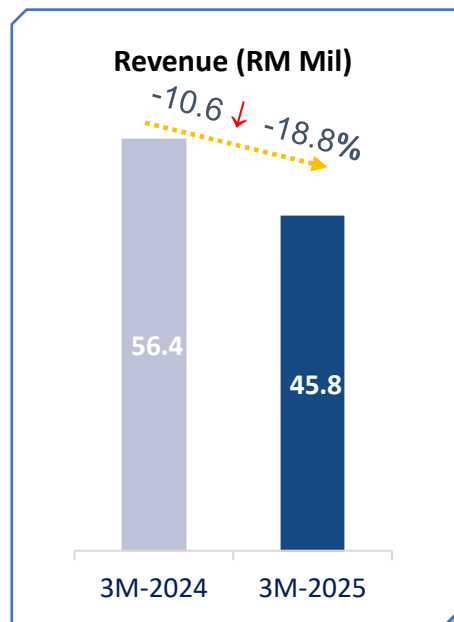
## Quarterly Financial Highlights 2022 - 2025 Q1



## Financial Highlights 2021 - 3M 2025

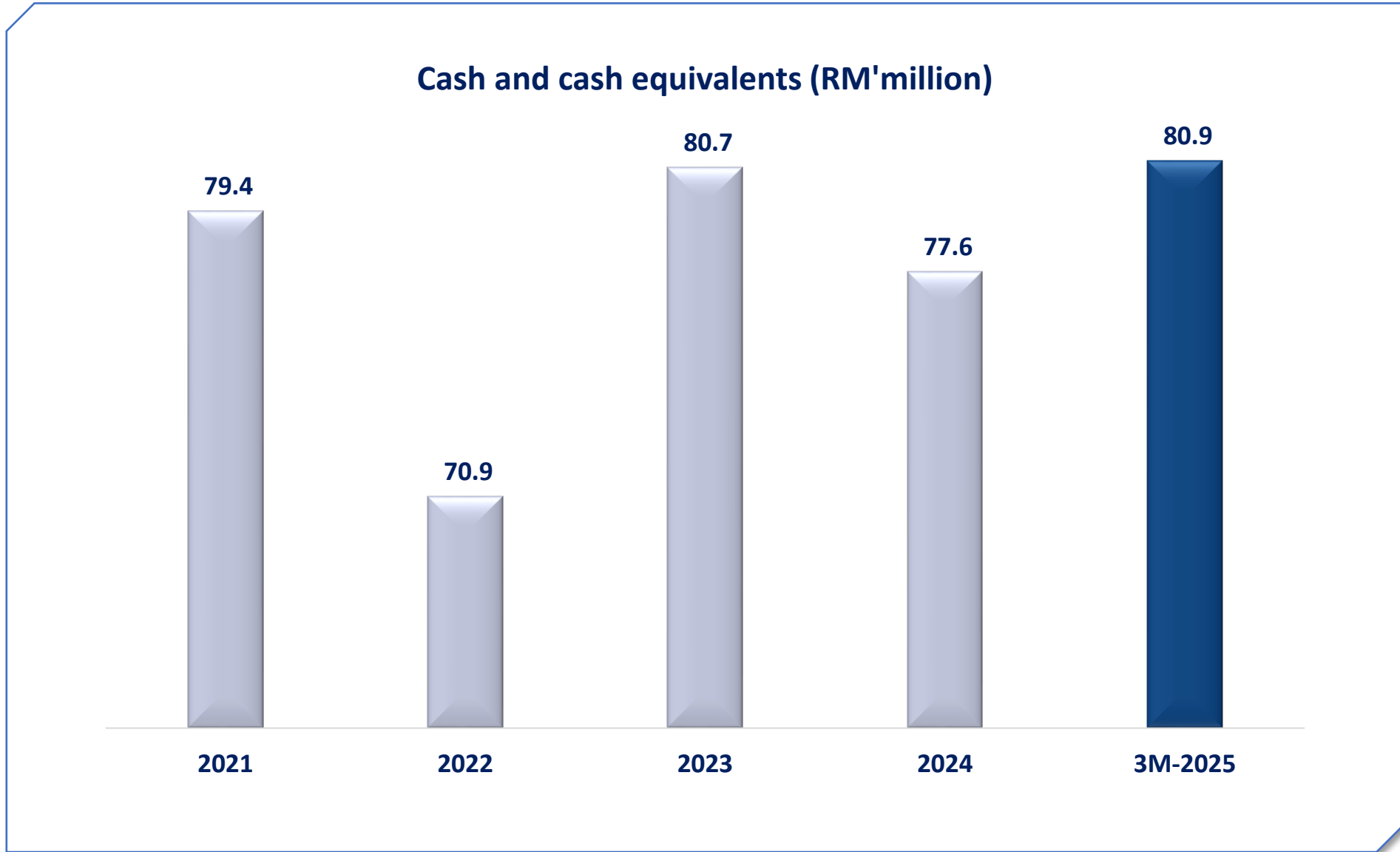


# FINANCIAL HIGHLIGHTS OF FYE25 – 3M CUMULATIVE PERIOD

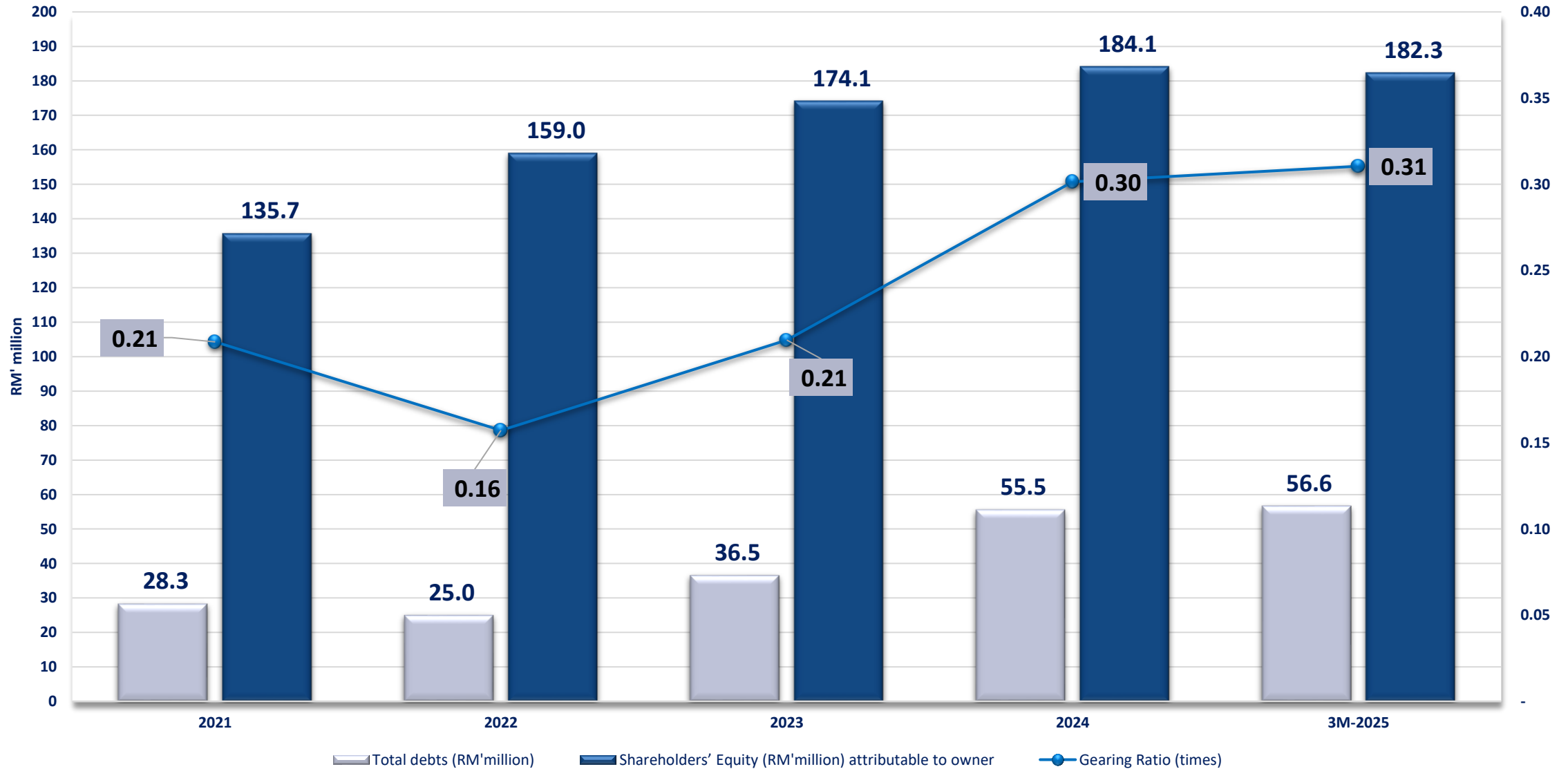


- Overall revenue decreased due to decrease in sales from both distribution division and manufacturing division.
  - Distribution revenue drop by 16.7% YoY mainly due to decrease of 55.6% in materials and 16.0% in product despite an increase of 1.4% in spares & service.
  - Manufacturing revenue decreased by 38.2% YoY, due to lower demand of automated handling system (AHS), advanced wafer metrology system (AMS), optical inspection system (OIS) despite an increase in deliveries of smart manufacturing series (SMS).
- Group GP decreased by 4.3% YoY as a result from a 190.0% decrease in GP contribution from the manufacturing despite 13.1% increase in GP contribution by the distribution division. Negative GP contribution from the manufacturing due to higher average fixed cost per machine sold resulted from lower sales level in current quarter.
- Lower PBT and PATMI was primarily attributable to lower revenue, consistent with the industry-wide slowdown.

# FINANCIAL HIGHLIGHTS – CASH & CASH EQUIVALENTS

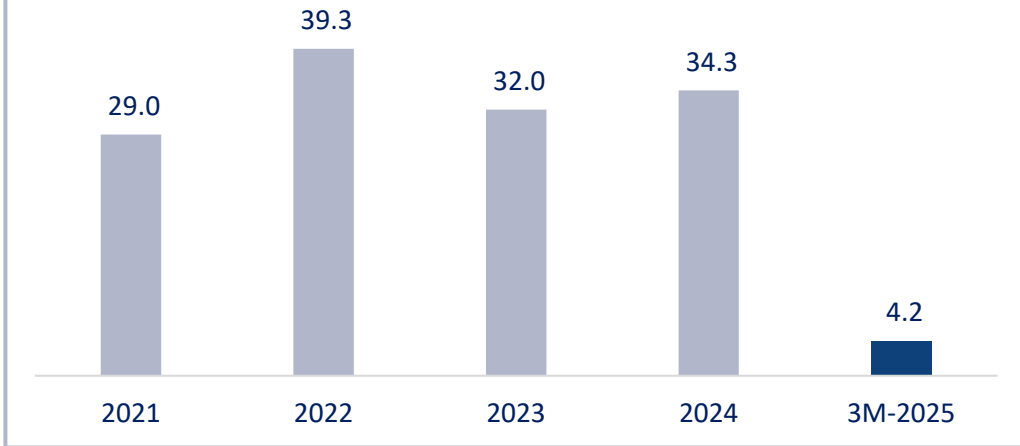


# FINANCIAL HIGHLIGHTS – GEARING RATIO

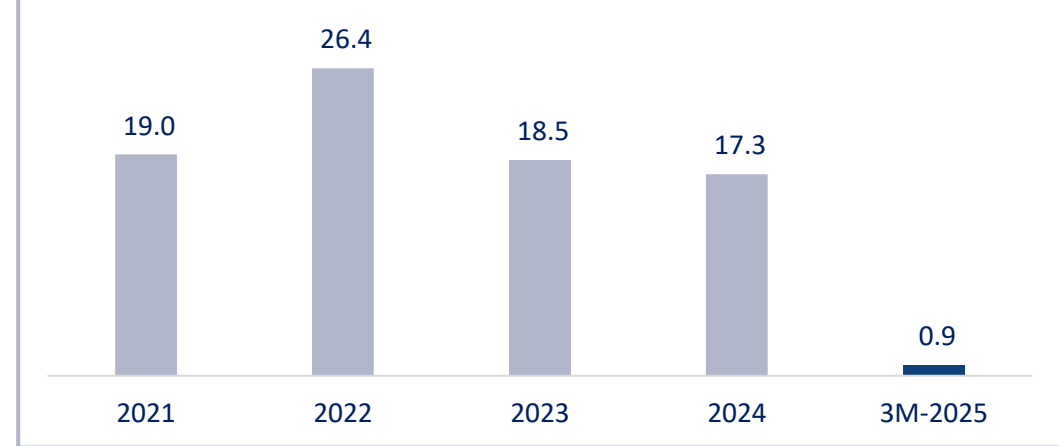


# FINANCIAL HIGHLIGHTS – OTHER RATIOS

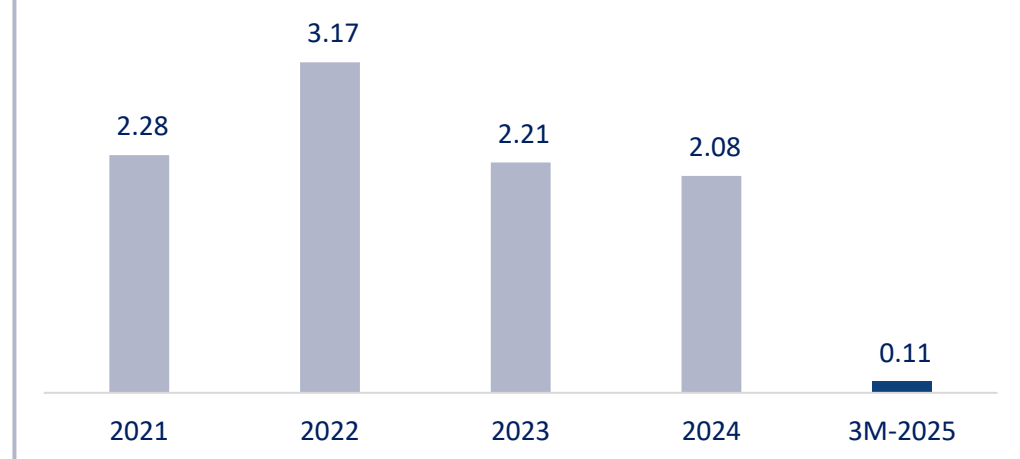
**Earnings before Interest, Taxes, Depreciation and Amortisation (RM'million)**



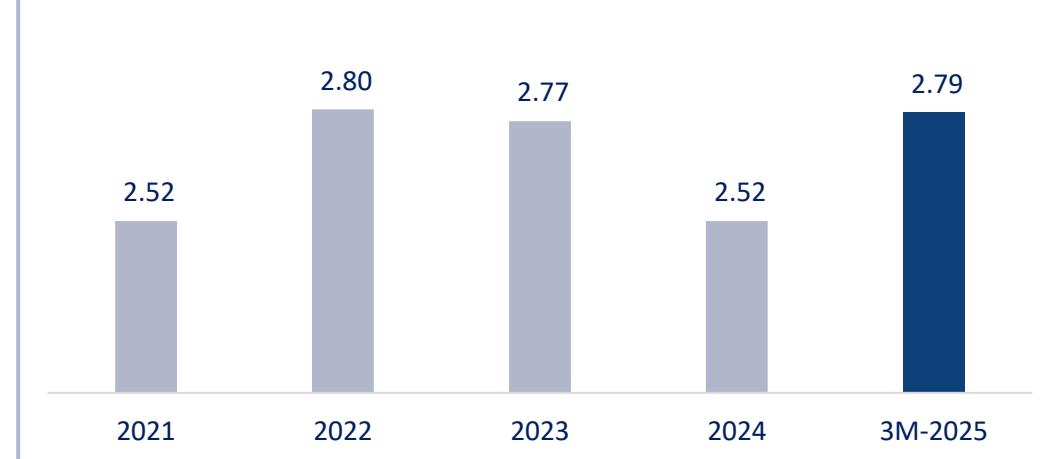
**Profit attributable to Owners of the Company (RM'million)**



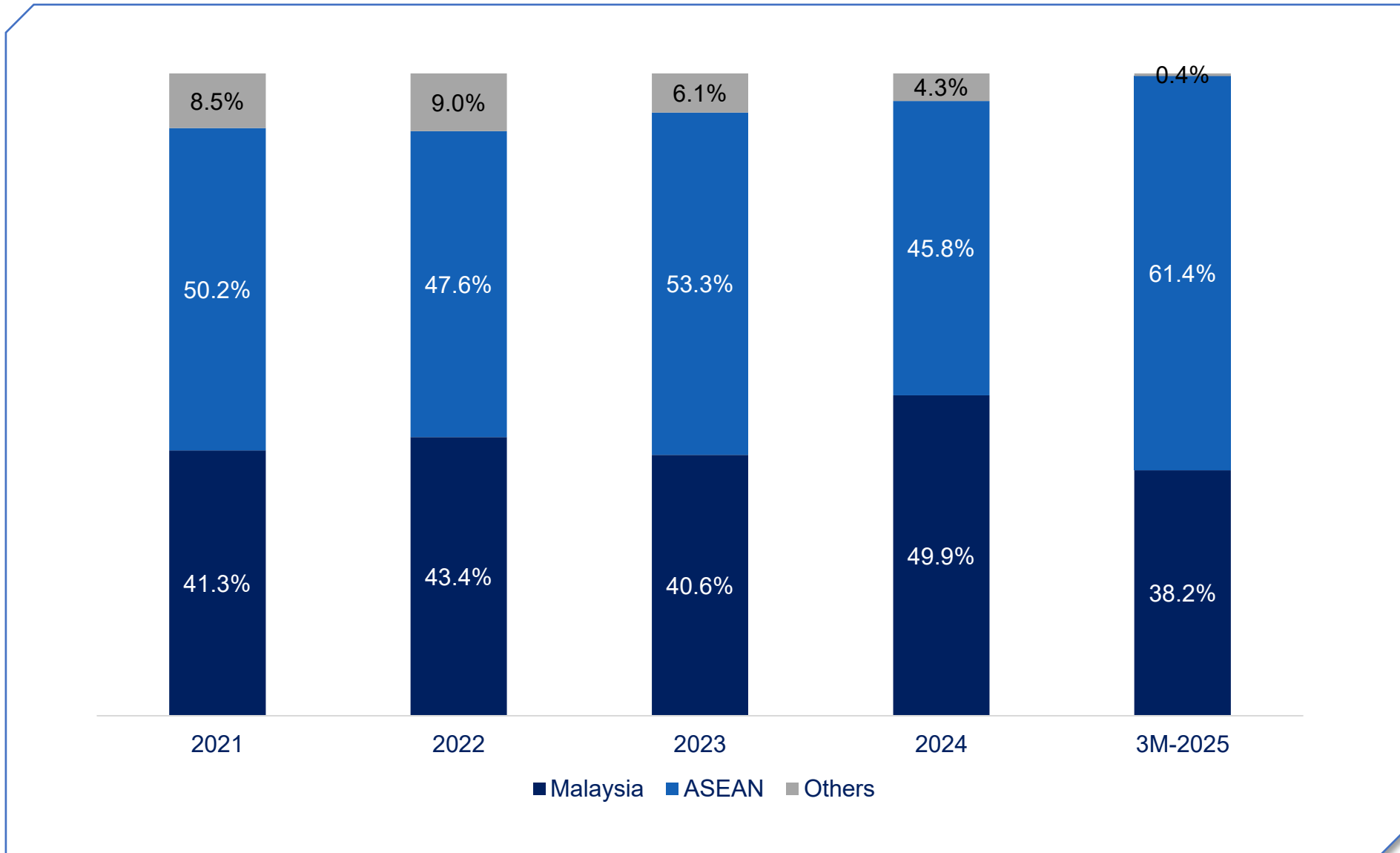
**Basic Earnings per Share (sen)**



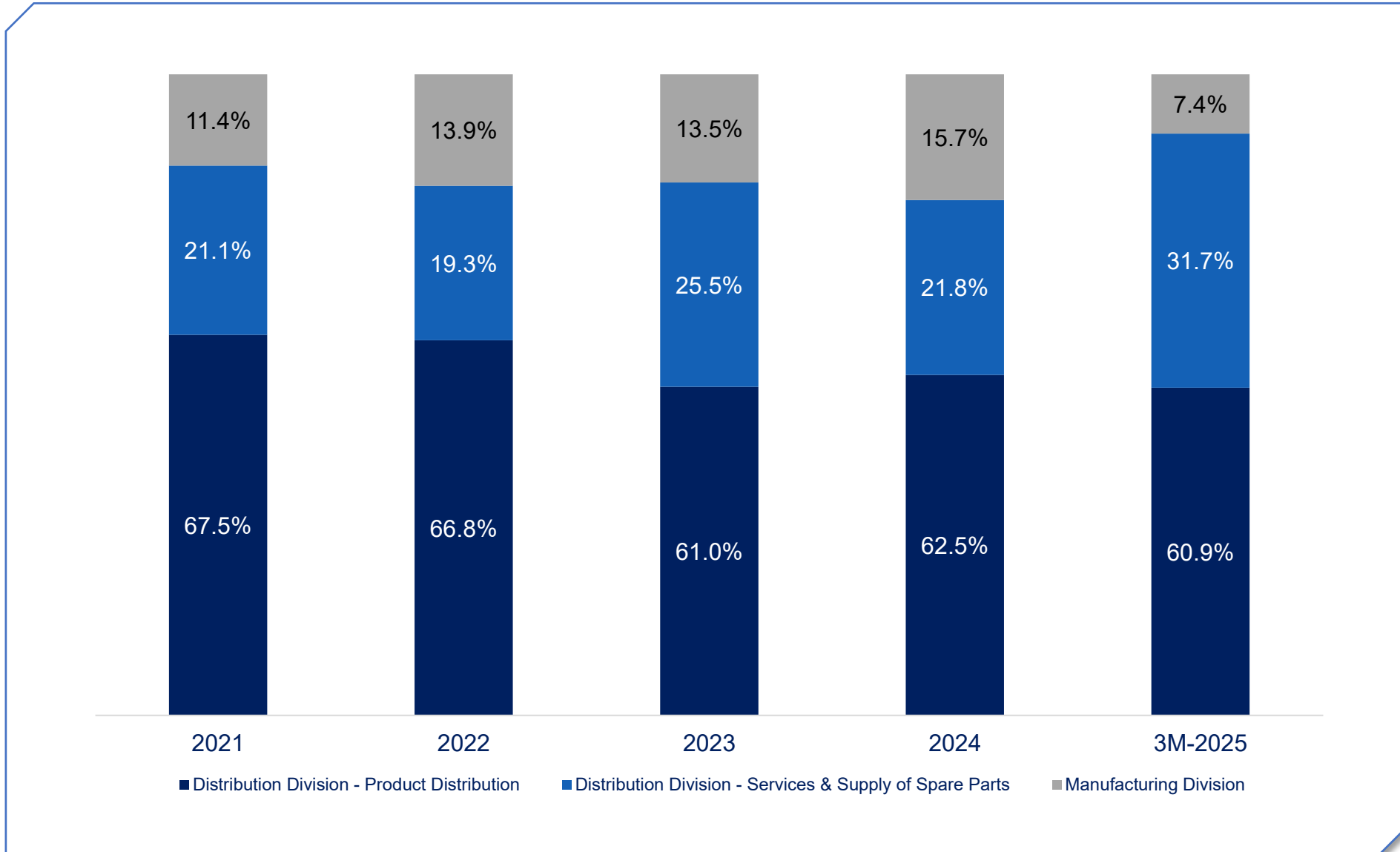
**Current Ratio (times)**



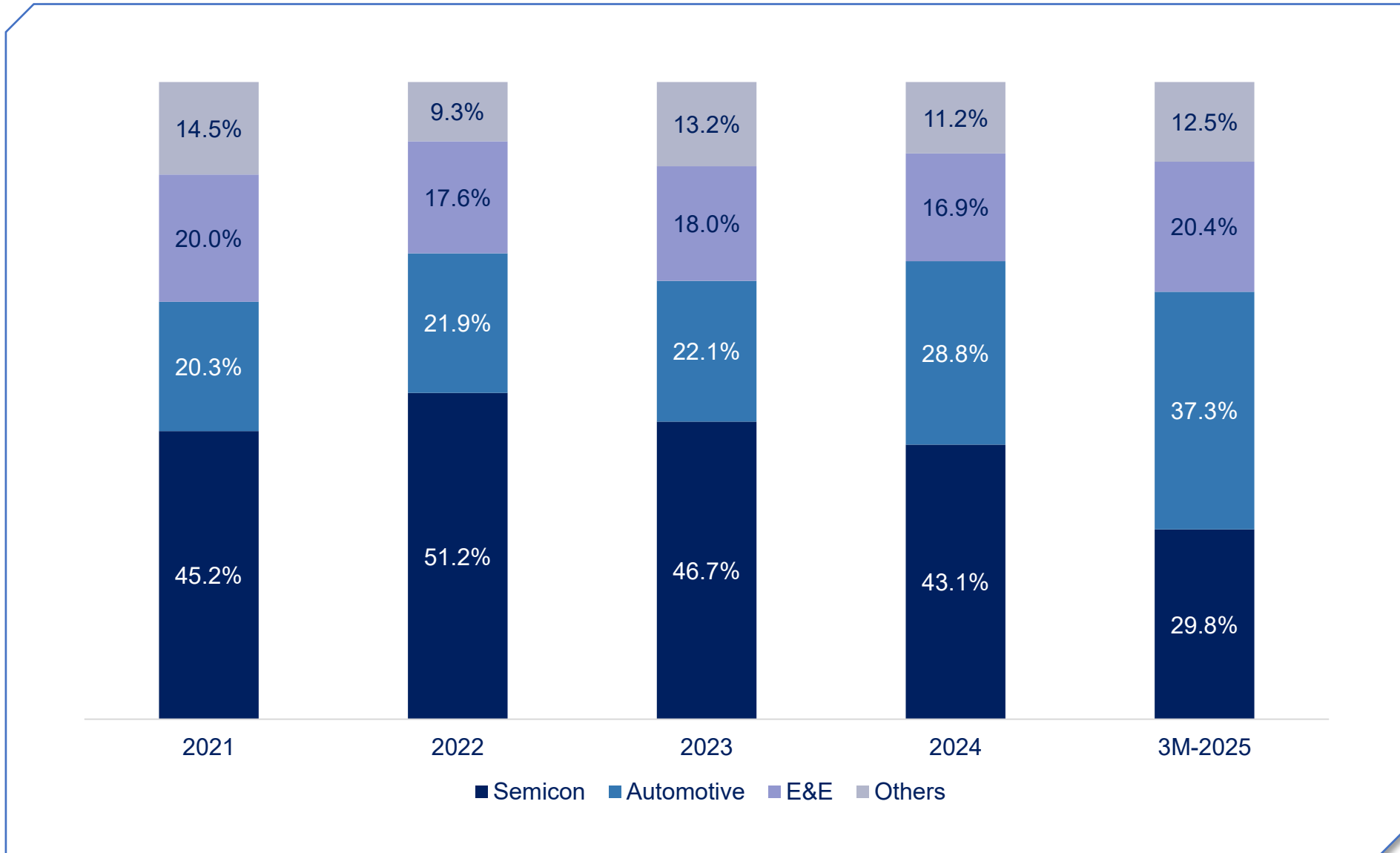
# ANALYSIS: REVENUE BREAKDOWN – BY COUNTRY/REGION



# ANALYSIS: REVENUE BREAKDOWN – BY DIVISION



# ANALYSIS: REVENUE BREAKDOWN – BY INDUSTRY



# 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 80.9 million as of 31 March 25.
- Gearing ratio of 0.31.
- 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.

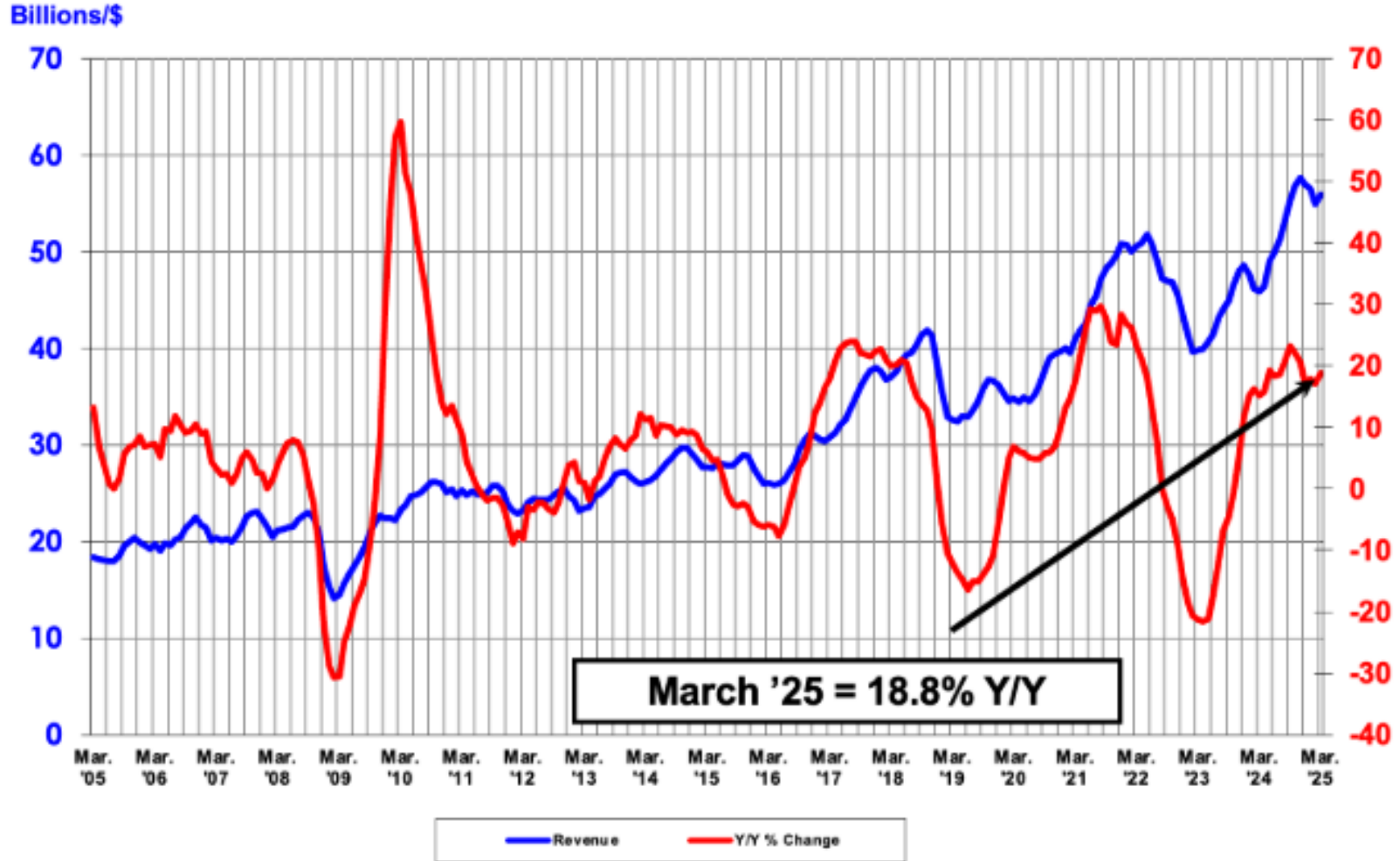
## CONTINUOUS R&D



- 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>❖ Certificate of Completion and Compliance (“CCC”) obtained on 20 May 2025</li> <li>❖ Officially move in by end June 2025</li> </ul>
<b>Semicon SEA 2025</b>	<ul style="list-style-type: none"> <li>❖ Recognition of QES Group’s contribution to semiconductor industry by SEMI as our MD and President was presented the Tribute Award at the Night of Leaders during Semicon SEA @ Singapore</li> </ul>
<b>QES Group Berhad 11<sup>th</sup> AGM</b>	<ul style="list-style-type: none"> <li>❖ Notice of the upcoming 11<sup>th</sup> AGM has been sent on 28 April 2025 and the AGM would be held at Ballroom III at Tropicana Golf &amp; Country Club at 10.00am.</li> </ul>
<b>Renewal for the Proposed Share Buy-Back</b>	<ul style="list-style-type: none"> <li>❖ On 15 Apr 2025, the Board announced the intention to seek shareholders’ approval on the renewal of share buy-back up to 10% of the total number of issued shares</li> </ul>
<b>New Shareholders' Mandate</b>	<ul style="list-style-type: none"> <li>❖ On 15 April 2025, the Board announced the intention to seek shareholders’ approval for the Recurrent Related Party Transactions of a Revenue or Trading Nature.</li> <li>❖ This mandate is designed to facilitate ongoing transactions that are crucial for the company's operational efficiency and growth</li> </ul>

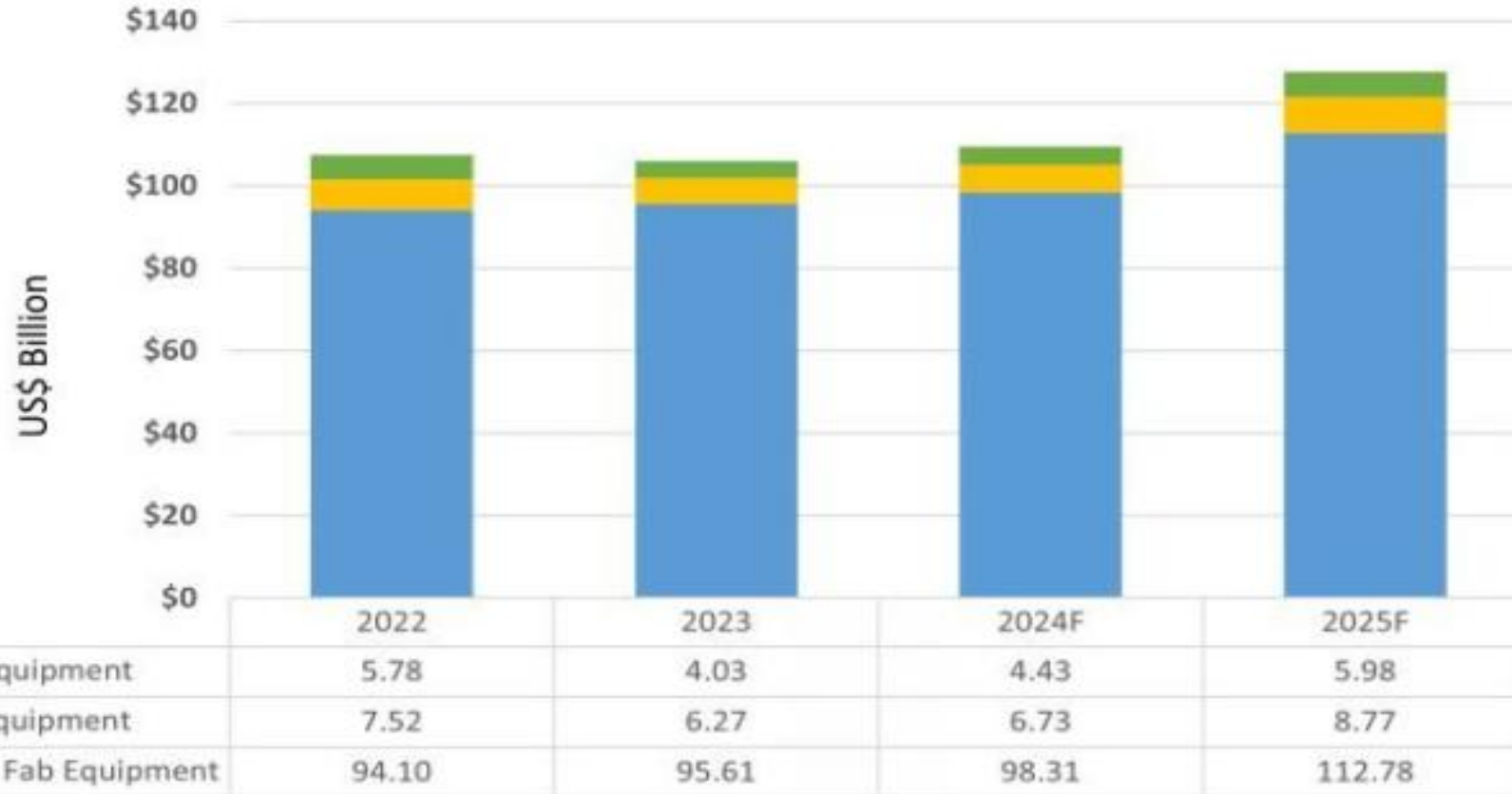
## Worldwide Semiconductor Revenues Year-to-Year Percent Change



Source: WSTS

# SEMICONDUCTOR MARKET OUTLOOK

SEMI 2024 Mid-Year \*Total Equipment Forecast  
by Segment (US\$ Billion)

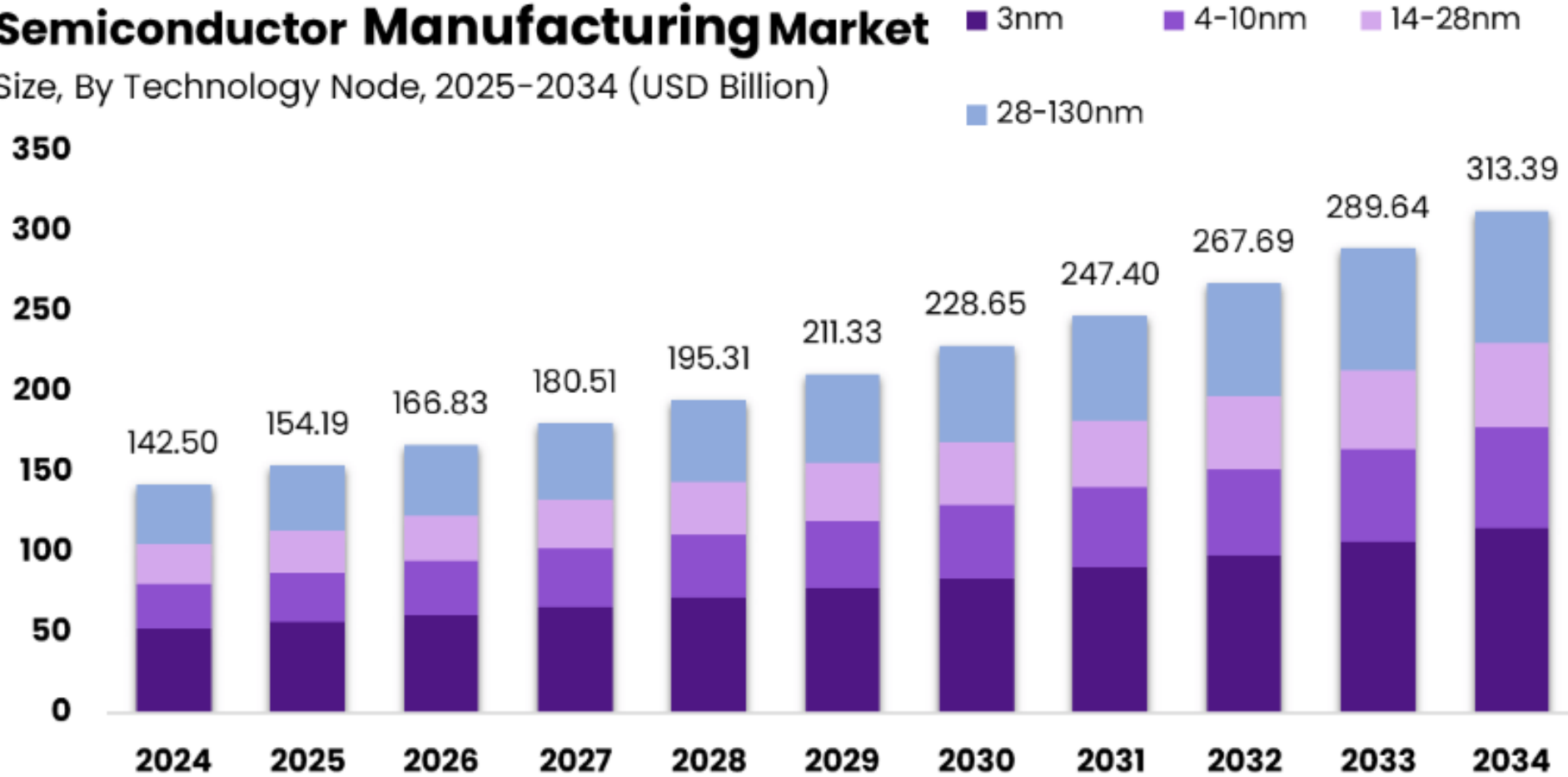


Source: SEMI Equipment Market Data Subscription (EMDS), July 2024

# SEMICONDUCTOR MARKET OUTLOOK

## Semiconductor Manufacturing Market

Size, By Technology Node, 2025-2034 (USD Billion)



The Market will Grow  
At the CAGR of:

**8.2%**

The Forecasted Market  
Size for 2034 in USD:

**\$313.3B**

**market.us**  
ONE STOP SHOP FOR THE REPORTS



## 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
- ❖ **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 (3) 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 & Risk Management, 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)