

## Pentamaster International Ltd. Stock ticker: 1665 Hong Kong 檳傑科達国際有限公司

(Incorporated in the Cayman Islands with limited liability)

### Investor Presentation as of May 2021

#### **Investor Relations Team**

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## **Company profile**

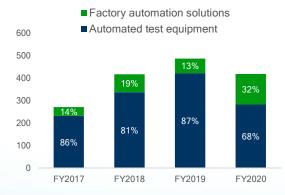


Pentamaster International Limited (the "Company" or "Pentamaster") together with its affiliates and subsidiaries (the "Group" or "Pentamaster Group") provides automation technology and solution to multinational manufacturers including but not limited to the semiconductor, telecommunications, consumer electronics and automotive sectors, spanning across APAC, North America and Europe.

Headquarters: Penang, Malaysia Founded: 1995

The parent company, **Pentamaster Corporation Berhad** ("PCB"), is listed on the Bursa Malaysia Stock Exchange with stock code: PENT.MK (Bloomberg).

The two (2) main revenue sources are:





One of the market leaders in Malaysia in terms of revenue and profit with high growth in the back-end semiconductor ATE market



Four (4) years in a row (2017, 2018, 2019, 2020) was ranked in the **top 200 Forbes "Best Under a Billion"** list of companies that are publicly listed in APAC

For two (2) years in a row **"Highest** Growth in Profit After Tax Over Three Years" for the technology sector in THE EDGE's Billion Ringgit Club ("BRC") award 2019, 2020.



### Ability to innovate and deliver high value-add integrated products and solutions

As of 31 March 2021, total headcount of 626 with close to 600 inhouse engineers following completion of the second new production plant with a gross floor area of approximately 97,033 sq.ft. as well as expansion of the first production plant. The Group production plant's total gross floor are is now estimated to be more than 200,000 sq.ft.

The Group is aggressively venturing into medical segment with the acquisition of TP Concept Sdn Bhd and the establishment of Pentamaster MediQ Sdn Bhd. Capital expenditure of RM60 million to be spend over a 3-year period together with clean room production space being planned for this segment.

The Group was able to deliver products and solution within relatively short lead time of 8 to 12 weeks in general



High visibility of secured purchase orders given the nature of business proposition that is mainly in new "features" product launch

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## **Company profile**

6,000+ projects deployed



600+ employees

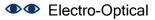


500+ Engineering R&D staff

#### Key market segments



Semiconductor



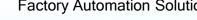
Automotive

Medical

Key competencies Mechanical Design Smart Automation Programming Vision AOI Imaging and PhotonTest **Optics Photonics Test** Electrical Test Burn-in and Probe Test Far Field and Near Field Test LIV SweepTest

#### Solutions

**Test Solution** Automated Vision Inspection Solution Assembly & Process Solution **Optics Photonics Test Solution** Power Device and Module Solution **Factory Automation Solution** 





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## Investment case

The Group has headcount of over 600 and with FY2020 being a "disruptive" year, the Group still chalked a CAGR of 41.5% revenue growth from FY2015 to FY2020.

High visibility of secured purchase orders given the nature of business proposition

- Growth in revenue is mainly underpinned by the Group's electrooptical division and will continue to expand its strength, technology capabilities as well as its product portfolio in the optics, imaging and sensing capabilities
  - The Group recent incorporation of Pentamaster MediQ Sdn. Bhd. ("PDSB") and its allocation of capital expenditure for PDSB shows the Group's proactive approach in broadening its business exposure, especially towards the ever-growing medical device segment.
  - Capitalise market potential on silicon carbide (SiC) and gallium nitrite (GaN) - based compound power semiconductors and power modules.

Consecutively for 4 years in a row, the Group was honored to be listed on Forbes' "Asia's 200 Best Under A Billion company" - for 2017, 2018, 2019 & 2020 + other awards and accreditation since 2017

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Strong financial ratio and has been improving over the past few years, with net cash of approx. USD100m+



Strong and stable management team with extensive technology expertise and industry experience



Broadening and undertaking strategic expansion in the APAC region





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### **Milestones**



#### 2003

PCB was listed on the second board of Bursa Malaysia Pentamaster Group was awarded Industry Excellence Award by Ministry of International Trade & Industry of Malaysia in quality management category Establishment of Pentamaster Instrumentation, marking the expansion of our automated equipment business

#### 2007

 $\bigcirc$ 

Establishment of first representative office in Shanghai to provide customer liaison support to customers in the PRC. The Group was also awarded Industry Excellence Award by Ministry of International Trade & Industry of Malaysia in quality management category

#### 2015

Pentamaster Equipment developed i-ARMS to address manufacturing needs under Industry 4.0 and subsequently granted the Pioneer Status in 2016 for a period of 10 years

2018

Listing of the Company on The Main Board

technical support office in California. USA.

PCB was again named as one of the 200

consistent top- and bottom-line growth on

Forbes' list of Asia's Best Under A Billion

more than MYR400million and PAT above

Established US sales and technical office

2017

Asia-Pacific public companies with less

than US\$1.0 billion in revenue and

Achieve the highest revenue of

2016

Pentamaster

Technology was

Status for smart

granted the Pioneer

device test solution

for IoT industry and

related modules for

a period of 10 years

("Forbes Award") 2018

MYR100 million

of The Stock Exchange of Hong Kong

Limited and incorporation of sales and

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#### 2020

Incorporation of Pentamaster MediQ to further expand the Group's involvement in the medical sector by strengthening its medical design and manufacturing technology capabilities in the medical industry

PCB was again named for Forbes list of Asia's Best Under a Billion 2020, four vears in a row.

THE EDGE's Billion Ringgit Club ("BRC") award 2020 - "Highest Growth in Profit After Tax Over Three Years"

#### 2019

THE EDGE's Billion Ringgit Club ("BRC") award 2019 - "Highest Growth in Profit After Tax Over Three Years" and "Highest Returns to Shareholders Over Three Years".

PCB was again named for Forbes list of Asia's Best Under a Billion 2019, three years in a row.

Acquisition of TP Concept Sdn Bhd.

#### 1999

1995

Establishment of the

Technology, marking the

commencement of the

automated system and

equipment business

Company with the

incorporation of

Pentamaster

Awarded International Supplier of the Year by Dell Inc. for excellence in worldwide process technology

#### 2006 PCB's listing was

Establishment of Pentamaster Equipment, marking the commencement of high precision manufacturing equipment business

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2004

transferred to the

main board of

Bursa Malaysia

Best Under A Billion 2017

Pentamaster Group was awarded

PCB was named as one of the 200

Asia-Pacific public companies with

less than US\$1.0 billion in revenue

line growth on Forbes' list of Asia's

and consistent top- and bottom-

the 2017 Alliance Partner of the

Year (APAC) - by the National

Instruments Corporation

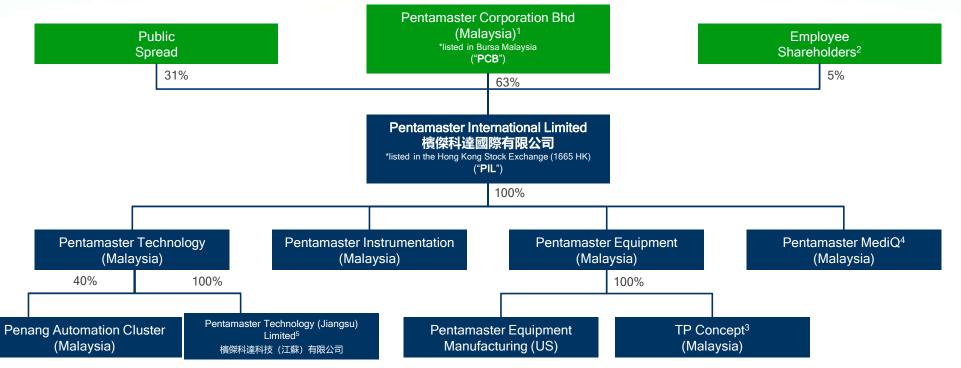
(NASDAQ:NATI)

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### **Corporate structure**

The following chart sets forth the Company's corporate and shareholding structure as of 31 March 2021



#### Notes:

1. Penta Corporatio is listed on the Main Market of Bursa Malaysia under stock code 7160 (PENT MK).

2. There are approx. 200 Employee Shareholders, two of whom are Company's Directors, namely Mr. Chuah and Ms. Gan.

3. On 26 September 2019, PIL entered into a share sale agreement with all the existing shareholders of TP Concept to acquire 100% equity interest in TP Concept. The conditions for completion of the share sale agreement have been fulfilled and the completion of the acquisition took place on 27 September 2019. TP Concept's principal activity is manufacturing and assembling of medical machines and manufacturing of die casting parts.

4. On 6 July 2020, Pentamaster International Limited incorporated a new wholly-owned subsidiary, Pentamaster MediQ Sdn. Bhd.

5. On 25 April 2021, Pentamaster Technology (Malaysia) incorporated a new wholly foreign owned entity ("WFOE") in Jiangsu, China, Pentamaster Technology (Jiangsu) Limited

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## **Board of directors**



#### Chuah Choon Bin Executive Chairman

- 30+ years experience in design and manufacturing of automation equipment and vision inspection system
- Degree in Engineering (Honours) and Master's degree majoring in Electrical and Electronics both from the University of Auckland
- Chairman of the Board for PCB



#### Gan Pei Joo Executive Director and CFO

- 20+ years experience in finance and accounting
- Member of CPA Australia and Malaysian Institute of Accountants
- Degree in Accounting from Curtin University of Technology
- Board member of PCB



#### Leng Kean Yong Non-Executive Director

 20+ years experience in consulting, corporate finance and business strategy

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- Degree (Cum Laude) in Business Administration from Western Michigan University
- Board member of PCB



#### Sim Seng Loong Independent Non-Executive Director

- 30+ years experience in consulting, accounting and finance
- Member of CPA Australia and Malaysian Institute of Accountants



#### Dr. Chuah Jin Choong Independent Non-Executive Director

- 30+ years experience in medical industry
- fellow of the Hong Kong Academy of Medicine (Anesthesiology) and a fellow of the Australian and New Zealand College of Anesthetists
- Degree in Medicine and Surgery from University of Queensland



#### Chan May May Independent Non-Executive Director

- 20+ years experience in legal practice
- Admitted to the Bar (Malaysia) since March 1991
- Degree in Law (Honours) from University of Malaya

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### Management team

#### Hon Tuck Weng

#### **Operation Director**

- 25+ years experience in automation solution industry
- Postgraduate Certificate in Engineering Business Management from University of Warwick
- Higher Diploma in Computer Studies from University of Humberside

#### **Teoh Siaw Khiang**

#### Senior General Manager

- 30+ years experience in automation solution industry
- Oversees daily operation of Pentamaster Instrumentation Sdn Bhd
- Masters and Degree (Honours) in Engineering, both from University of Malaya

#### **Teh Eng Chuan**

### Chief Operating Officer (Automated Test Equipment)

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- 20+ years experience in machine vision inspection, design and control
- Oversees daily operation of automated test equipment division
- Higher Diploma in Computer Science from Kolej
   Damansara Utama

#### Ng Chin Keng

#### Chief Operating Officer (Factory Automation Solution)

- 20+ years experience in automation solution industry
- Oversees daily operation of Pentamaster Equipment Sdn Bhd
- Degree (Honours) in Computing and Information System from University of Lincolnshire & Humberside

#### Ong Thean Lye

#### Chief Operating Officer (Medical Devices)

- 30+ years experience in engineering and medical engineering
- · Oversees medical devices division
- Master of Business Administration (MBA) and Degree (Honours) in Applied Science majoring in Electronic Technology from University Science of Malaysia

#### You Chin Teik

#### Vice President - New Business Development

- 20+ years experience in vision engineering
- · Oversees research and development activities
- Master of Business Administration (MBA) from University of South Australia

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### Shareholder structure

#### PIL (As at 6 May 2021)

| Shareholder         | Management | No. of shares | Ownership |
|---------------------|------------|---------------|-----------|
| РСВ                 | -          | 1,009,535,993 | 63.10%    |
| Chuah Choon Bin     | Yes        | 17,740,800    | 1.11%     |
| Gan Pei Joo         | Yes        | 5,085,696     | 0.32%     |
| Dr. Chuah Jin Chong | No         | 112,000       | 0.01%     |
| Employees           | Yes        | 85,883,046    | 5.37%     |
| Public float        |            | 481,642,465   | 30.10%    |
| Total               |            | 1,600,000,000 | 100.00%   |

#### PCB (As at 6 May 2021)

| Shareholder                    | Management | No. of shares | Ownership |
|--------------------------------|------------|---------------|-----------|
| Chuah Choon Bin                | Yes        | 140,558,630   | 19.73%    |
| Employees Providend Fund Board | No         | 38,343,750    | 5.38%     |
| Loh Nam Hooi                   | No         | 96,000        | 0.01%     |
| Public float                   |            | 494,779,716   | 74.88%    |
| Total                          |            | 712,317,121   | 100.00%   |

Source: Annual Report 2020 and announcement

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## **Commitment to minority shareholders**

We are committed to create value for minority shareholders and act in their best interests through:

### Regular engagement with minority shareholders:-

- 1. Quarterly results conference call
- 2. Ad-hoc conference call
- 3. Dedicated IR emails / contacts
- 4. Conduct Annual Shareholders General Meeting

## Timely disclosure of relevant Information:-

1. Promptly distributing and releasing announcement and results via website and email circulation

## Minority Shareholders protection:-

- . Outlined procedures for shareholders to propose for election of directors other than retiring directors
- 2. > 50% of Board members are independent / non executive directors

#### Shareholders Return:-

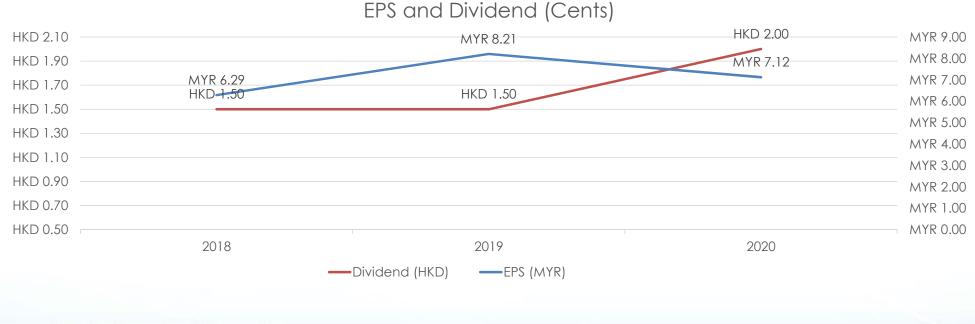
Adopting a Sustainable dividend policy, balancing mid-to-short working capital needs and cash balances

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## **Dividend policy and history**

The Company adopts a "Sustainable Dividend Policy", balancing its working capital needs for the short-to-medium term and its cash balances



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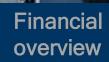
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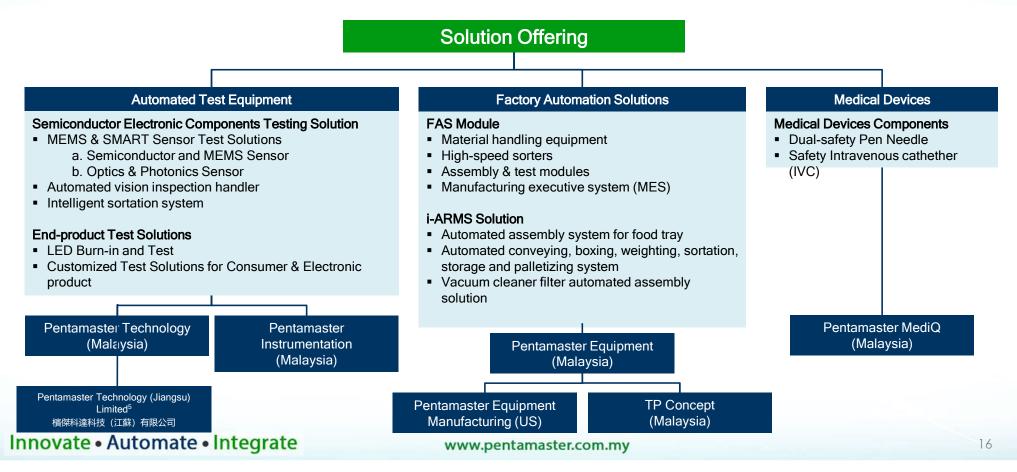
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Broadly our offered solution comprise two (2) segments, namely Automated Test Equipment ("ATE") and Factory Automation Solutions ("FAS"). Our Medical Devices Solution ("MDS") segment has just been established recently in Q3 2020.





### **Products - Automated Test Equipment**

Standardized and customized standalone automated equipment for (i) semiconductor electronic components testing for smart sensors and ICs (integrated circuits); and (ii) end products testing for consumer electronics, electro-optical products and LEDs.

| Category              | Semiconductor Electronic Components<br>Testing Solution                                      |   |                                     |  |
|-----------------------|--|---|-------------------------------------|--|
| Products and Solution | MEMS & Smart Sensor<br>Test Solutions<br>Automated Vision<br>Inspection Handler<br>Solutions |   | Intelligent Sortation System        | End-products Test<br>Solutions                                     |
| Test Subjects         | Optoelectronics, light,<br>temperature, sound,<br>distance, pressure and<br>humidity         | Dimension, shape,<br>position and visual<br>defects | Electrical functional<br>parameters | LED burn-in and test<br>structures, failure and<br>functional test |

The end product test solutions provide integrated systems, comprising electronic hardware (i.e. testing machines), firmware and software, to perform various tests on electrical and electronic end products. These products and solution are customized according to the tests and the device under test required.



Diffractive Optical Element & Micro Lens Array Tester



MEMS microphone test handler



Structured Light 3D Sensor Test Handler



Power Module Handler



Optical VCSEL Wafer Time of Flight (ToF) Test Handler 3D Sensor Handler





Edge Emitting Laser Module Tester

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### **Products - Factory Automation Solutions**

i-Arms Solution

n Inspection 8

The Group customizes and automates manufacturing processes by integrating automated assembly and test modules, material handling equipment, robotics technology, auto inspection and manufacturing executive system. i-ARMS is a comprehensive factory automation system that integrates various combinations of FAS modules with other technology components such as vision devices, sensor devices and RFID. FAS modules offer diverse automated functions which can be applied to different processes in a manufacturing line. FAS modules can be broadly categorized as manufacturing executive system, test modules, high-speed sorters and material handling equipment.

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eyor REID

RFID & Data Tracking

SMS (Sh

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Motorized Lifter



**Power Roller Conveyor** 





Automated Assembly and Test Modules



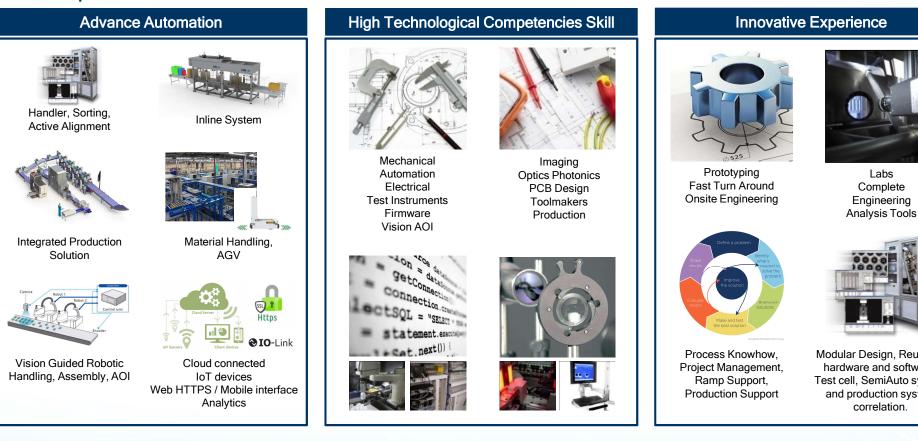
Vehicle (AGV)







### **Core competencies**



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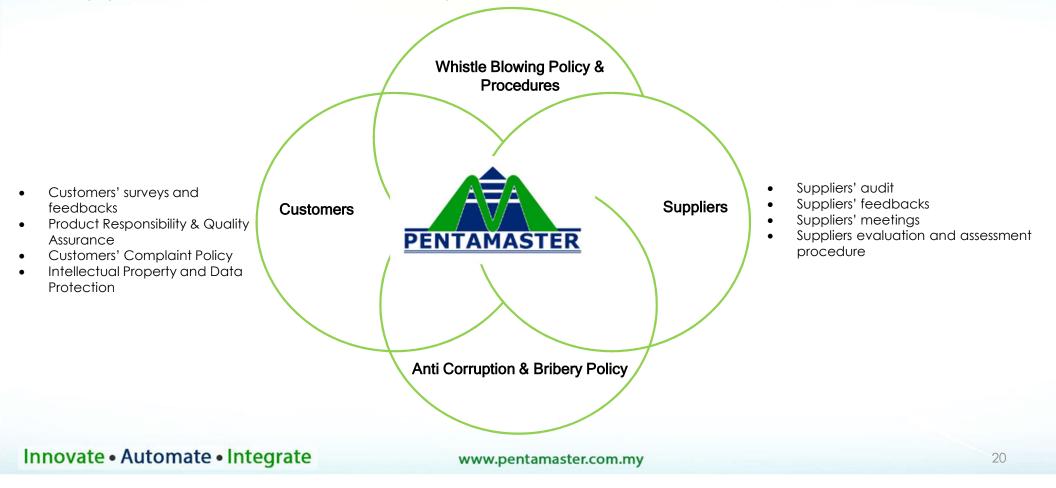
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Modular Design, Reusable hardware and software. Test cell, SemiAuto system, and production system



## Value chain, suppliers, customers

Managing the complex value chain of the Group in ensuring a sustainable and ethical business culture:





## **Geographic footprint**





## **Production facilities**



#### Headquarter located at Bayan Lepas, Penang, Malaysia.

• 140,310 sq ft., Design center, prototyping, small to large volume build (post expansion in Q2 2020)



#### Second plant located at Batu Kawan, Penang, Malaysia.

 97, 033 sq ft., High volume machine build, and equipment contract manufacturing

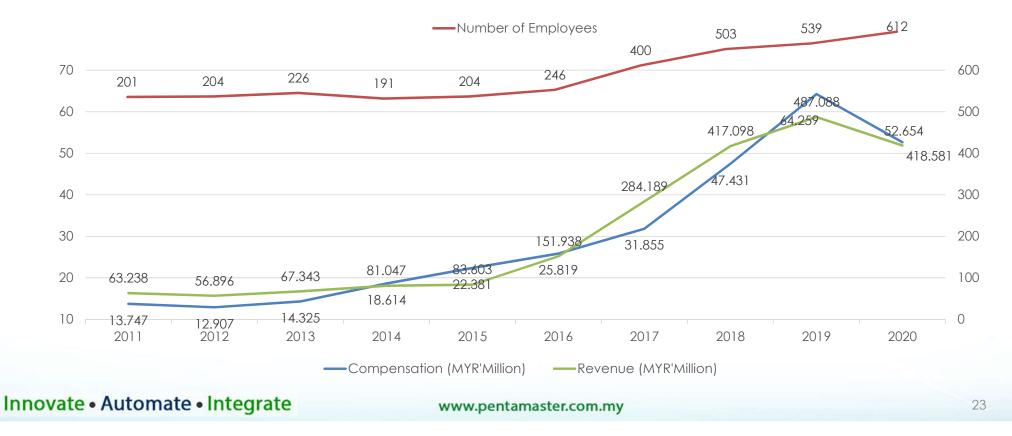
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## **Human capital**

The Group recognizes its employees as one of its most important assets. It strongly believes in hiring the right talent, nurturing and retaining these talented employees with competitive remuneration packages.

As of 31 December 2020, the Group had a total workforce of **612**, more than triple the amount of employees 10 years ago.





## **Corporate governance**

The Group maintain a high standard of governance that is important for the Group's business in the long run

One of the Board functions is to provide independent and effective leadership to supervise the management of the Group's business and affairs, and to grow responsibly in a profitable and sustainable manner that is in the best interest of stakeholders. The Board also develops and reviews the Group's policies and practices on corporate governance including the Group's internal control and risk management framework.



**Board diversity** taking into account (including but not limited to) skills, knowledge, gender, age, cultural and educational background or professional experience



**50% Independent** Board Members / Non Executive Directors

Audit Committee, Remuneration Committee and Nomination Committee are made up of independent Board Members / Non Executive Directors



33% **Female** Directors 17.2% **Female** Employees (as of 31 Dec 2020)

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## **Emissions**

The Group's total emissions between 2018 to 2020 is summarized in the table below:

| Emission            | Drockdown Torrot(2)   |                                | 31 December 2020 |                          | 31 December 2019 |                          | 31 December 2018 |                          |
|---------------------|-----------------------|--------------------------------|------------------|--------------------------|------------------|--------------------------|------------------|--------------------------|
| Emission Breakdown  |                       | Target <sup>(a)</sup> —        | Amount           | Intensity <sup>(1)</sup> | Amount           | Intensity <sup>(1)</sup> | Amount           | Intensity <sup>(1)</sup> |
| Greenhouse Gas      | Direct                | Intensity < <u>20%</u> by 2030 | 0.96             | 0.0023                   | 1.03             | 0.0021                   | 0.87             | 0.0021                   |
|                     | Indirect              | Intensity < <u>20%</u> by 2030 | 3,445.39         | 8.2273                   | 3,327.75         | 6.8319                   | 2,572.75         | 6.1682                   |
| Hazardous Waste     | Industrial<br>Wastage | Intensity < <u>20%</u> by 2030 | 0.30             | 0.0007                   | 0.24             | 0.0005                   | 0.24             | 0.0006                   |
| Non-hazardous Waste | Solid Wastage         | Intensity < <u>20%</u> by 2030 | 131.93           | 0.3150                   | 114.42           | 0.2349                   | 168.90           | 0.4049                   |

The Group total use of resources between 2018 to 2020 is summarized in the table below:

| Resources            | Torgot <sup>(g)</sup>          | 31 December 2020 |                          | 31 December 2019 |                          | 31 December 2018 |                          |
|----------------------|--------------------------------|------------------|--------------------------|------------------|--------------------------|------------------|--------------------------|
|                      | Target <sup>(a)</sup>          | Amount           | Intensity <sup>(1)</sup> | Amount           | Intensity <sup>(1)</sup> | Amount           | Intensity <sup>(1)</sup> |
| Energy (electricity) | Intensity < <u>20%</u> by 2030 | 4,169.88         | 9.9573                   | 4,095.46         | 8.4081                   | 3,157.29         | 7.5697                   |
| Water                | Intensity < <u>20%</u> by 2030 | 36,115.40        | 86.2408                  | 64,559.56        | 132.5419                 | 55,808.00        | 133.8007                 |
| Packing Materials    | Intensity < <u>20%</u> by 2030 | 131.93           | 0.3150                   | 114.42           | 0.2349                   | 168.90           | 0.4049                   |
| Papers               | Intensity < <u>20%</u> by 2030 | 1.73             | 0.0041                   | 2.58             | 0.0053                   | 3.76             | 0.0090                   |

(a) Reduction target, setting 2020 as the base year

(1) Intensity of total use resources is calculated based on the amount of emission divided by the Group's revenue (MYR' million) in 2020, 2019 and 2018 respectively.

#### Compliance and monitoring of greenhouse gas emissions and hazardous waste

- A dedicated ESG committee from different functional groups reviews and monitors the environment management system at all factories of the Group.
- With ISO 9001:2015, the Group strictly comply with relevant environmental laws and regulations.

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## **CSR** initiatives



#### Pentamaster Low-Cost Ventilator

- Part of the Group's ESG initiatives in fighting Covid-19
- To support local Malaysia hospitals and less developed countries that couldn't addord expensive ventilators



#### Pentamaster Support of distant learning

 Launched the leasing program for used laptops and desktops for students to support distant e-learning



### Pentamaster's initiatives on the environmental and natural resources

- Replacement of all lightings to energy-efficient LED
- Installation of smart sensors to control electricity usage
- Installation of rainwater harvesting
- Reminder to employees to participate such as:
  - 3R Concepts (Reduce, Reuse and Recycle)
  - "Cost With No Waste" initiatives



#### Pentamaster's commitment to its employees & the community

- A conducive and open communication policy are adopted to foster a better working environment, besides providing equal opportunities to all employees.
- Complied with employment law and regulations and maintain high ethical standards with a workplace free from corruption.
- Pentamaster believes in corporate obligation to the community where it operates. During the year, the Group has initiated:
  - Free tuition classes and food allowances for underprivileged students
  - Donations to the Metro World Child, Charis Hospice (Penang), Malaysian Thalassaemia Societies
  - o Financial Support to schools and Penang STEM StepUp initiative
  - The Group also continue provide industrial internship program to universities, colleges, polytechnics and other technical/vocational institutions in Malaysia and the region

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## Sustainability investments

| Sustainable Dev                              | elopment Goals (SDG)  | The Group's View  | The Group's Efforts and Programmes   |
|--|---|---|--|
| 3 GOOD HEALTH<br>AND WELL-BEING              |   |   | Workplace health and safety:<br>The Group keeps the work environment safe for<br>the Group's employees. The Group has various<br>sports recreational facility.   |
| 4 QUALITY<br>EDUCATION                       | Ensure inclusive and equitable  | The Group views the progress, development and inclusion of employees and community through the support of education and skills development opportunities. | Staff training and development<br>The Group invests in learning development for our<br>employees to support the Group's future business<br>strategy. The Group also invests in the education<br>for community. |
| 8 DECENT WORK AND<br>ECONOMIC GROWTH         |   |   | Fair Opportunity<br>The Group offers equal employment opportunity<br>without discrimination from career<br>advancement. The Group has zero tolerance<br>towards sexual harassment.                             |
| 9 INDUSTRY, INNOVATION<br>AND INFRASTRUCTURE | Goal 9<br>Industry, Innovation and<br>Infrastructure<br>Build resilient infrastructure, | The Group views innovation as priority for the Group's future solutions across different business segments.   |  |
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## Sustainability investments

| SDG   |   | The Group's View  | The Group's Efforts and Programmes   |
|---|---|---|--|
| 10 REDUCED<br>INEQUALITIES                      | <b>Goal 10</b><br><b>Reduced Inequalities</b><br>Reduce inequality within and<br>among countries                  | The Group is committed to creating equal opportunity for employees. | Equal opportunities<br>There are equal opportunities for employment<br>and promotion for all staff at all levels. The Group<br>does not discriminate and values significant<br>contributions based on merits, expertise,<br>experience and dedication. |
| 12 RESPONSIBLE<br>CONSUMPTION<br>AND PRODUCTION | Goal 12<br>Responsible Consumption and<br>Production<br>Ensure sustainable consumption<br>and production patterns |   |  |
| 13 CLIMATE<br>ACTION                            | Goal 13<br>Climate Action<br>Take urgent action to combat<br>climate change and its impacts                       | environmental footprint across the Group's                          | Reduction target<br>The Group sets a reduction target as a whole by<br>20% by 2030, stating 2020 as the base year.   |
|   |   |   |  |

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## **COVID-19 business impact and response**



Visitation & Servicing with prior appointment and social tracking registration



14 Days Quarantine For Employees Returning From Abroad



**Temperature Screening** 

KEEP YOUR SOCIAL DISTANCE





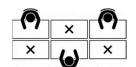
Crucial Business Trips with prior approval from the Government of Malaysia, Immigration Department



24/7 Customer Care



Sanitize Regularly



Distance Work Arrangement

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## Awards and recognition



Top 200 Forbes "Best Under a Billion" list of companies that are publicly listed in APAC -2017, 2018, 2019, 2020



Malaysia Best Under Billion Awards 2018 (Focus Malaysia):

- Overall Winner
- Best Revenue Growth
- Best Enterprise Value



"Highest Growth in Profit After Tax Over Three Years" for the technology sector in THE EDGE's Billion Ringgit Club ("BRC") award 2020



Malaysia Best Under Billion Awards 2017 (Focus Malaysia)



"Highest Growth in Profit After Tax Over Three Years" and "Highest Returns to Shareholders Over Three Years" for the technology sector in THE EDGE's Billion Ringgit Club ("BRC") award 2019

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## **Growth strategy**

#### **Product / Solution Diversification**

- To develop deeper solutions into e-mobility with the electrification of the transportation and automotive industries
- To vertically and horizontally integrate and customized solutions for the electro-optical segment

#### Geographical Diversification

- To expand deeper into Greater China region
- To establish presence into key automotive markets (Japan / Germany)

#### **Segmental Diversification**

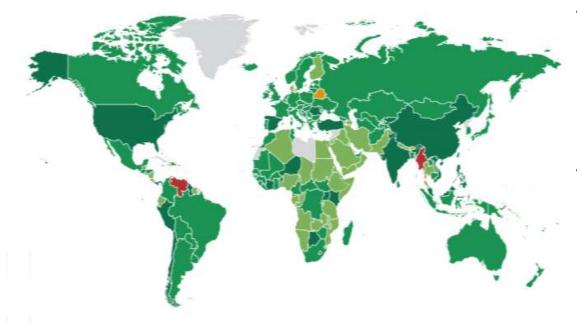
- To aggressively grow its medical division, leveraging on TP Concept's technical know-how for single use medical devices via Pentamaster MediQ
- To ride on Industry 4.0 and IoT adaption with i-ARMS solution

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### **Macroeconomic tailwinds**

6% or more 3% - 6% 0 - 3% - -3% - 0 less than -3% or data



- Global prospects remain highly uncertain one year into the pandemic. New virus mutations and the accumulating human toll raise concerns, even as growing vaccine coverage lifts sentiment. Economic recoveries are diverging across countries and sectors, reflecting variation in pandemic-induced disruptions and the extent of policy support. The outlook depends not just on the outcome of the battle between the virus and vaccines—it also hinges on how effectively economic policies deployed under high uncertainty can limit lasting damage from this unprecedented crisis.
- Global growth is projected at 6 percent in 2021, moderating to 4.4 percent in 2022. The projections for 2021 and 2022 are stronger than in the October 2020 WEO. The upward revision reflects additional fiscal support in a few large economies, the anticipated vaccine-powered recovery in the second half of 2021, and continued adaptation of economic activity to subdued mobility. High uncertainty surrounds this outlook, related to the path of the pandemic, the effectiveness of policy support to provide a bridge to vaccine-powered normalization, and the evolution of financial conditions.

Source: Interntaional Monetary Fund (April 2021)

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## Industry growth drivers



# Semr

Annual Billings by Region in Billions of U.S. Dollars with Year-Over-Year Change Rates

| Region            | 2020  | 2019  | % Change |
|-------------------|-------|-------|----------|
| China             | 18.72 | 13.45 | 39%      |
| Taiwan            | 17.15 | 17.12 | 0.2%     |
| Korea             | 16.08 | 9.97  | 61%      |
| Japan             | 7.58  | 6.27  | 21%      |
| North America     | 6.53  | 8.15  | -20%     |
| Europe            | 2.64  | 2.28  | 16%      |
| Rest of the World | 2.48  | 2.52  | -1%      |
| Total             | 71.19 | 59.75 | 19%      |

Source: SEMI report, 13 April 2021 (link)

Worldwide sales of semiconductor manufacturing equipment surged **19%** from **\$59.8 billion** in 2019 to a new all-time high of **\$71.2 billion** in 2020.

The breakdown are as follows:

- 1) For the first time, **China** claimed the largest market for new semiconductor equipment with sales growth of **39%** to **\$18.72 billion**.
- 2) Sales in Taiwan, the second-largest equipment market, remained flat in 2020 with sales of **\$17.15** billion.
- 3) Korea registered **61%** growth to **\$16.08** billion to maintain the third position.
- 4) Annual spending also increased 21% in Japan and 16% in Europe
- 5) Receipts in North America decreased **20%** in 2020 following three years of consecutive growth.

Global sales of wafer processing equipment rose **19%** in 2020, while other front-end segment sales grew **4%**. Assembly and packaging showed strong growth across all regions, resulting in a **34%** market increase in 2020, while total test equipment sales increased **20%**.

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### Industry growth drivers



Source: KPMG report, February 2021 (link)

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## Wireless, IoT and automotive applications driving growth

COVID-19 is spurring even greater interest and uptake of 5G communications by consumers and businesses. Despite the economic downturn and work-from-home mandates caused by COVID-19, the automotive sector retained its importance for the upcoming year, remaining the third-leading application expected to drive semiconductor revenue

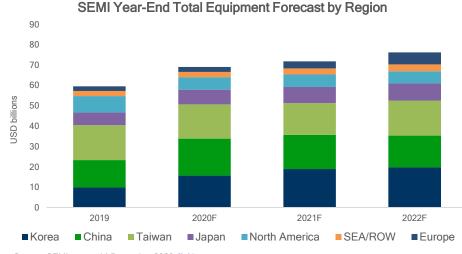
#### Sensors / MEMS are the leading product category

- Sensors/MEMS were selected as the number one growth product in 2021
- Analog/RF/Mixed Signal was ranked second
- Followed by GPU/MCU/MPU category
- Adoption of IoT and 5G technology to continue to drive significant growth in revenue and investments
- Automotive Is another category that is driving the growth of these products as all levels of assisted-driving and autonomous vehicles are increasing the use of these components



## Industry growth drivers

#### Global sales of semiconductor manufacturing equipment to reach \$76.1b in 2022 and \$71.9b in 2021



Source: SEMI report, 14 December 2020 (link)

Global sales of semiconductor manufacturing equipment by original equipment manufacturers are projected to increase until 2022 (2022: \$76.1b; 2021: \$71.9b; 2020: \$68.9b; 2019: \$59.6b) driven by the front end and the back-end semiconductor equipment segments.

The assembly and packaging equipment segment is forecast to grow 20% to \$3.5b in 2020, followed by 8% and 5% increases in 2021 and 2022, respectively, driven by advanced packaging applications. The semiconductor test equipment market is expected to rise 20% in 2020, reaching \$6b, and continue to expand in 2021 and 2022 on demand for 5G and high-performance computing (HPC) applications.

The wafer fab equipment segment - which includes wafer processing, fab facilities, and mask/reticle equipment - is projected to rise 15% to reach \$59.4b in 2020, followed by 4% and 6% growth in 2021 and 2022, respectively. The foundry and logic segments, which account for about half of total wafer fab equipment sales, will see a mid-teens percentage increase this year to reach \$30b in spending driven by investments in leading-edge technologies. Spending on NAND flash manufacturing equipment will surge 30% this year, surpassing \$14b, while DRAM is expected to lead the expansion in 2021 and 2022.

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# Industry growth drivers

Worldwide semiconductor revenue grew to \$442b in 2020 and will reach \$476n in 2021

Despite the impact of COVID-19 on the global economy, the semiconductor market performed better than expected in 2020, fueled by the growth in cloud computing and demand for devices to support remote work and learning. Worldwide semiconductor revenue grew to \$442b in 2020, an increase of 5.4% compared to 2019.

The DRAM and NAND markets also recovered after a poor 2019, growing 4% and 32.9%, respectively.

IDC forecasts the semiconductor market will reach \$476b in 2021, a 7.7% year-over-year growth rate as the various COVID-19 vaccines are disseminated and economies begin to open and gradually recover

The market for semiconductors in computing systems, such as PCs and servers, outpaced the overall semiconductor market, growing 10.9% y-o-y to \$152b in 2020. "Measures to control the COVID-19 infection forced workers and students to stay at home, which forced corporations and consumers alike to acquire PCs," said Shane Rau, research vice president, Computing Semiconductors. "Further, the dispersal of workers and students away from centralized locations forced cloud service providers, telecommunications providers, and corporate IT departments to invest in their computing infrastructure." IDC forecasts computing systems revenues will grow 6.3% to \$161b in 2021.

Smartphones were the 2nd largest demand driver for 2020 with 5G and healthy competition for lower cost in 5G phones being sold at a wide variety of price ranges. Mobile phone shipments fell by more than 5% in 2020, but mobile phone semiconductor revenues will have grown by about 3% due to a shift to higher ASP 5G semiconductors, more memory, sensors, and RF support for more spectrum bands. 2021 will be an especially important year for semiconductor vendors as 5G phones capture 30% of all mobile phone shipments while semiconductors for 5G phones will capture nearly 54% of the revenue in the segment. IDC forecasts mobile phone semiconductor revenues will grow by 11.4% in 2021 to \$128b.

Automobile sales, including light commercial vehicles, in 2020 declined 14.5% to 71 million vehicles, resulting in an 8.4% decline in automotive semiconductor revenues to \$37b. "Semiconductor content growth in vehicles continues to outpace vehicle unit sales growth, with growth in semiconductors that enable electrification, infotainment and connectivity, and ADAs. For 2021, IDC forecasts that non-memory automotive semiconductor revenue will grow 12.6%.

Source: IDC report, 2 February 2021 (link)

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# Industry growth drivers

#### **Power SiC Devices Market Dynamics**

- SiC is expected to be adopted at a larger scale by more OEMs starting from 2022. Thus, the YoY growth rate is
  expected to accelerate starting from 2022.
- The aftermath of the global Covid-19 outbreak seems to slow down Q/Q growth in Q1 2020. Major player STMicroelectronics announced a stronger Q2 2020, with main customer being Tesla that has minimized the Covid-19 impact by ramping up quickly in Q2 2020 in Shanghai plant.
- In general, H1-2020 was weak in term of production and revenues for SiC companies, with a more positive business outlook for H2-2020.
- According to the industry feedback, the SiC based EV projects remain almost unchanged despite the pandemic.
- Chinese OEM BYD kept up with the initially announced launch date for its Han EV despite the pandemic. The OEM expects good sales levels.

#### **Power SiC Wafer Market Dynamics**

- Following the short supply situation in 2018, there had been an inventory build of wafer and epiwafers in 2019 by Cree/Wolfspeed. Players such as Sicrystal and Tankeblue increased their revenues significantly in 2019.
- As a result of the stocking and pandemic impacts, the overall wafer demand has been reduced in H2 2020.
- Driven by the global market recovery starting from Q4 2020, the wafer market is expected to regain its momentum.
- The YoY growth rate is expected to increase drastically from 2023, driven by the significant growth in the EV/HEV market

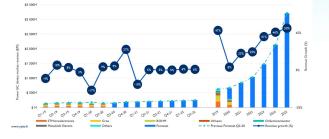
#### **Power GaN Devices Market Dynamics**

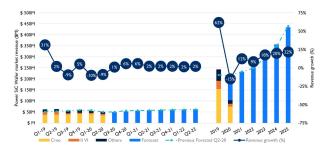
- GaN is still disruptive and will continue in this mode for the next 18 months.
- The GaN market is impacted by the smartphone shipment due to Covid-19 pandemic.
- Moving forward, the increase in demand for accessory fast chargers from Chinese OEMs, and from the other side to delays in launching flagships and major OEMs targeting mid-tier smartphones in 2021 to a more budget friendly devices to soften the economic impact of the pandemic.
- Due to the increase of demand for smartphones in H2 2020 and the revised 2019 market, expect a more pronounced YoY growth rate for power GaN device market estimated at 102% from 2019 to 2020.

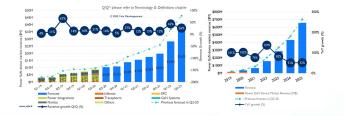
Source: Yole Development Research, 2020

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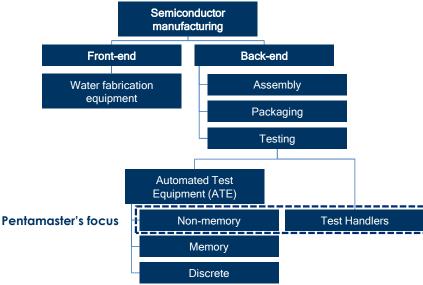


# Industry growth drivers

#### The Global Back-End Semiconductor ATE Market

The Group is involved in the non-memory ATE and test handlers' markets. Test handlers are estimated to constitute about 10.0% to 12.0% of the back-end test equipment market.

The figure below is a summary of front-end and back-end segmentation of the semiconductor manufacturing processes:



#### Sources

- (1) "IoT and Automotive to Drive IC Market Growth Through 2020", IC Insights, accessed June 2017
- (2) "Electric Vehicle Sales: Facts and Figures", Edison Electric Institute, April 2019
- (3) China Industrials Report "IGBT and eDrive system expert call takeaways", Morgan Stanley Research (3 August 2020)
- (4) "World Population Prospects: The 2017 Revision, Key Findings and Advance Tables", Department of Economic and Social Affairs, Population Division (2017), United Nations

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#### Key drivers

#### Telecommunications

- In a typical smartphone, there are generally at least 5 sensor modules
- Major manufacturers such as Apple, Samsung, Oppo and Huawei launch new smartphone products at least once a year
- The shorter product cycles will likely result in an unprecedented demand for ATEs

#### Automotive

- Revenue from semiconductor ICs in the automotive sector amounted to US\$22.9 billion in 2016, with an expected CAGR of 10.3% for 2015 to 2020<sup>1</sup>
- at least 2.1 mn EVs on the roads worldwide in 2018, with the PRC and the U.S. accounting for 56.3% and 17.0%<sup>2</sup>
- Particularly, SiC (silicon carbide)-based products are gaining popularity with new energy vehicle being the driving force. It is estimated that China's IGBT market alone could hit RMB50 billion in 2020<sup>3</sup>

#### Medical devices

- The ageing population constitutes 13.0% of the global population in 2017 and this equates to approximately 962 million people aged above 60 years\*(4)
- Pen Needle market is projected to reach USD 1.8 billion by 2024 from USD 1.1 billion in 2019 at a CAGR of 10.8%.
- The global IVC market is projected to generate revenue worth USD 5.5 billion by 2022, registering a CAGR of 6.0%
- Advancements in medical electronics have enabled remote and real-time patient data collection, where semiconductor ICs will play a major role in the healthcare industry
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## Market share and competitive advantages

#### Unique competitive advantages

- Our Group is in a position to customise its non-memory ATE and test handlers as part of its FAS business segment. Our diverse engineering skills in robotics, mechanical engineering, vision
  inspection, control optimisation, optics, software automation and firmware programming are unique selling points of our Group.
- Our Group's management team has, on average, over 20 years of working experience in the semiconductor relevant industry. Their knowledge and understanding of the manufacturing processes, distribution channels and sound professional relationships with stakeholders in the value chain are factors that have been and will be crucial to our Group's success in the ATE and FAS markets.
- Our Group's customer base mainly includes multinational corporations that have been depending on us for the development of reliable testing equipment and automation solutions. Our Group has a good reputation domestically and abroad, having been listed consecutively for 4 years (2017, 2018, 2019, 2020) in "Forbes Best Under a Billion" list of companies that are publicly listed in APAC.





# Capex / Investment projects / Corp Exercise







- > MYR60million for medical division expansion between FY 2021 to FY 2023
- MYR25million for plants' expansion (production space) in 2021 for Bayan Lepas and Batu Kawan factory
- Proposed Bonus Issue of 1 new share for every 2 existing shares held and proposed to change its Board Lot size from 4,000 shares to 2,000 shares, subject to shareholders' approval at the coming Shareholders Annual General Meeting.

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### **New business**

The Group's solutions for e-Mobility Insulated Gate Bi-Polar Transistors (IGBT) covers both the Front-End and Back-End Processes which includes Assembling, Testing, AOI Inspections and Packaging.

AC/DC Test

**Isolation Test** 

Test

### Assembly

- Laser Marking
- Singulation DBC
- Pin Insertion
- Epoxy Dispense & Case Attach



Assembly - Laser Marking

A high speed and precision laser marking handler designed for Direct Bonded Copper.



Assembly – Pin Insertion

A fully automated Pin Insertion Handler designed for IGBT processing reeled thru-hole or press-fit into the casing



High Voltage & Temperature Test

Test – AC/DC Test, Isolation Test, High Voltage & Temperature Test

A High Speed Linear base Test Handler which is capable of performing high voltage/current test onto IGBT up to 2000V and 150A current with >50Amps Pulse (<100ms)

### → Final AOI + Packing

- Pin Height
- X,Y Pin Position
- Warpage Heatsink
- Packing



Final AOI + Packaging

a linear base handler which is designed to inspect & ensure that the IGBT modules Pin Height & Positions along with the heatsink cosmetics are up to the stringent requirements before packaging them into trays

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### **New business**

The Group's medical solutions covering design, manufacturing and assembling of automated equipment for intravenous cathether, and design together with manufacturing capabilities for single-use medical devices and its components



**Cannula Assembly Machine** 



**Extension Machine** 



**Final Assembly Machine** 







Dual Safety Pen Needle & Safety IVC

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### **Business outlook**

Since the beginning of 2021, the Group has been experiencing order intake momentum on the back of improving sentiment for the equipment market with more optimism, albeit uneven, on the overall macro-economic situation following the roll-out of COVID-19 vaccination. The semiconductor industry is also experiencing a "super cycle" given the chips shortage impacting every aspect of the manufacturing industries. To further compound with the 5G deployment, artificial intelligence adaptation, Internet of Things and electrification in the automotive industry, the Group is well positioned to embrace and capture the growth and demand opportunities in this dynamic market given its current exposure to a broader industry segments.

At present, the Group is closely monitoring the pertinent concern revolving the global semiconductor supply chain constraint and will elevate its focus on its material sourcing process by taking into consideration its delivery commitment to its customers as well as the current order book visibility. While the Group has been aggressively ramping up its capacity to meet delivery commitments for the coming quarters, its immediate focus is to take every effort to protect the safety and health of its employees to ensure minimal disruption to its business operations.

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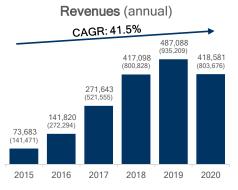
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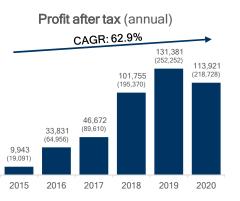
# **Financial highlights**

The Group continuously achieved record-breaking revenue and PAT since 2016, with CAGR of revenue >41% and PAT >62%, from FY 2015 to FY 2020. The solid result generated arises from the Group's consistent focus on its business strategies with its key strengths in designing and developing holistic customized automation and test solutions backed by a dedicated team of management team and employees. For FY2020, with the pandemic affecting global economies, the Group's revenue was impacted by 14.1% as compared to the Group's revenue in FY2019.

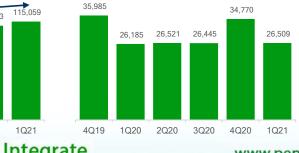


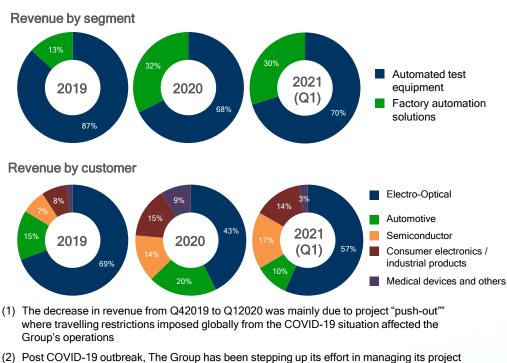






Profit after tax (quarterly)





delivery and installation. The Group expects to have more delivery and installation in 2021



### **Income statement summary**

| Income statement                 |          |           |           |           |           |
|----------------------------------|----------|-----------|-----------|-----------|-----------|
| in thousands                     | 2016     | 2017      | 2018      | 2019      | 2020      |
| Revenue                          | 141,820  | 271,643   | 417,098   | 487,088   | 418,581   |
| Cost of sales                    | (96,682) | (194,434) | (280,877) | (308,034) | (278,188) |
| Gross profit                     | 45,138   | 77,209    | 136,221   | 179,054   | 140,393   |
| Gross profit margin              | 31.8%    | 28.4%     | 32.7%     | 36.8%     | 33.5%     |
| Other income                     | 5,586    | 5,752     | 6,522     | 14,332    | 10,455    |
| Administrative expenses          | (14,935) | (32,390)  | (32,552)  | (45,874)  | (26,871)  |
| Distribution costs               | (2,939)  | (5,257)   | (4,426)   | (7,201)   | (7,808)   |
| Other operating expenses         | (47)     | (85)      | (145)     | (211)     | (45)      |
| Operating profit                 | 32,803   | 45,229    | 105,620   | 140,100   | 116,124   |
| Operating margin                 | 23.1%    | 16.7%     | 25.3%     | 28.8%     | 27.7%     |
| Finance costs                    | (15)     | (12)      | (188)     | (186)     | (117)     |
| Share of results of an associate | -        | (38)      | (66)      | (734)     | (1,203)   |
| Profit before tax                | 32,788   | 45,179    | 105,366   | 139,180   | 114,804   |
| PBT margin                       | 23.1%    | 16.6%     | 25.3%     | 28.6%     | 27.4%     |
| Taxation                         | 1,043    | (4,483)   | (5,357)   | (7,799)   | (883)     |
| Effective tax rate               | -3.2%    | 9.9%      | 5.1%      | 5.6%      | 0.8%      |
| Profit after tax                 | 33,831   | 40,696    | 100,009   | 131,381   | 113,921   |
| PAT margin                       | 23.9%    | 17.2%     | 24.0%     | 27.0%     | 27.2%     |

| Important ratios                          |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|
|   | 2016  | 2017  | 2018  | 2019  | 2020  |
| Net profit margin (adjusted) <sup>1</sup> | 23.9% | 17.2% | 24.4% | 27.0% | 27.2% |
| Return on equity                          | 39.0% | 36.6% | 31.2% | 29.9% | 21.4% |
| Return on total assets                    | 26.7% | 16.0% | 20.1% | 22.7% | 17.3% |
| Current ratio                             | 2.1x  | 1.5x  | 2.4x  | 3.4x  | 4.1x  |
| Quick ratio                               | 1.6x  | 0.7x  | 1.6x  | 2.9x  | 3.8x  |
| Inventory turnover (days)                 | 66.3  | 130.6 | 168.7 | 117.1 | 61.2  |
| Debtors' turnover (days)                  | 82.4  | 43.4  | 35.6  | 41.4  | 87.9  |
| Creditors' turnover (days)                | 38.7  | 32.7  | 40.9  | 41.4  | 61.8  |

Note:

(1) Net profit margin (adjusted) is calculated based on the profit for the year excluding non-recurring listing expenses, divided by revenue during the year.

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### Income statement summary (by Quarters)

| Income statement                 |          |          |            |          |          |
|----------------------------------|----------|----------|------------|----------|----------|
| in thousands                     | Q12020   | Q22020   | Q32020     | Q42020   | Q12021   |
| Revenue                          | 100,040  | 103,024  | 105,314.00 | 110,203  | 115,059  |
| Cost of sales                    | (65,925) | (66,185) | (70,453)   | (75,625) | (80,224) |
| Gross profit                     | 34,115   | 36,839   | 34,861.00  | 34,578   | 34,835   |
| Gross profit margin              | 34.1%    | 35.8%    | 33.1%      | 31.4%    | 30.3%    |
| Other income                     | 9,540    | 3,441    | 5,518.00   | -        | 10,766   |
| Administrative expenses          | (14,056) | (9,205)  | (10,884)   | (770)    | (15,076) |
| Distribution costs               | (1,887)  | (1,935)  | (2,011)    | (1,975)  | (3,105)  |
| Other operating expenses         | (24)     | (12)     | (47)       | 38       | (42)     |
| Operating profit                 | 27,688   | 29,128   | 27,437     | 31,871   | 27,378   |
| Operating margin                 | 27.7%    | 28.3%    | 26.1%      | 28.9%    | 23.8%    |
| Finance costs                    | (38)     | (37)     | (36.00)    | (6)      | (24)     |
| Share of results of an associate | (349)    | (321)    | (218)      | (315)    | (125)    |
| Profit before tax                | 27,301   | 28,770   | 27,183     | 31,550   | 27,229   |
| PBT margin                       | 27.3%    | 27.9%    | 25.8%      | 28.6%    | 23.7%    |
| Taxation                         | (1,116)  | (2,249)  | (738)      | 3,220    | (720)    |
| Effective tax rate               | 4.1%     | 7.8%     | 2.7%       | -10.2%   | 2.6%     |
| Profit after tax                 | 26,185   | 26,521   | 26,445     | 34,770   | 26,509   |
| PAT margin                       | 26.2%    | 25.7%    | 25.1%      | 31.6%    | 23.0%    |

| Important ratios             |        |        |        |        |        |
|------------------------------|--------|--------|--------|--------|--------|
|                              | Q12020 | Q22020 | Q32020 | Q42020 | Q12021 |
| Net profit margin (adjusted) | 26.2%  | 25.7%  | 25.1%  | 31.6%  | 23.0%  |
| Return on equity             | 22.5%  | 22.2%  | 21.1%  | 26.1%  | 18.8%  |
| Return on total assets       | 17.8%  | 17.2%  | 17.2%  | 21.1%  | 15.4%  |
| Current ratio                | 4.0    | 3.6    | 4.5    | 4.1    | 4.1    |
| Quick ratio                  | 3.6    | 3.3    | 4.2    | 3.8    | 3.8    |
| Inventory turnover (days)    | 60.3   | 59.4   | 40.7   | 40.8   | 47.4   |
| Debtors' turnover (days)     | 68.5   | 76.1   | 101.3  | 115.8  | 125.6  |
| Creditors' turnover (days)   | 31.9   | 68.3   | 61.3   | 75.6   | 73.3   |
| Creditors' turnover (days)   | 31.9   | 68.3   | 61.3   | 75.6   | 73.3   |

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# **Balance sheet summary**

| 2016    | 2017  | 2018   | 2019   | 2020  |
|---------|---|--|--|---|
| 26,298  | 81,643  | 217,705  | 303,955  | 300,280   |
| 17,554  | 121,541   | 138,115  | 59,458   | 33,836  |
| 32,010  | 32,648  | 48,701   | 61,692   | 139,896   |
| 10,241  | 24,551  | 38,378   | 31,478   | 62,671  |
|         |   |  |  |   |
| 126,478 | 292,009   | 497,947  | 578,357  | 659,276   |
| 39,794  | 164,628   | 177,568  | 139,434  | 125,731   |
|         | 26,298<br>17,554<br>32,010<br>10,241<br>126,478 | 26,298         81,643           17,554         121,541           32,010         32,648           10,241         24,551           126,478         292,009 | 26,298         81,643         217,705           17,554         121,541         138,115           32,010         32,648         48,701           10,241         24,551         38,378           126,478         292,009         497,947 | 26,298         81,643         217,705         303,955           17,554         121,541         138,115         59,458           32,010         32,648         48,701         61,692           10,241         24,551         38,378         31,478           126,478         292,009         497,947         578,357 |

| Important ratios     |       |      |      |      |      |
|----------------------|-------|------|------|------|------|
|                      | 2016  | 2017 | 2018 | 2019 | 2020 |
| Gearing ratio        | 12.3% | 9.1% | 3.7% | 0.8% | 0.6% |
| Debt-to-equity ratio | 0.0%  | 3.1% | 1.1% | 0.8% | 0.6% |

| Balance Sheet             |         |         |         |         |         |
|---------------------------|---------|---------|---------|---------|---------|
| in thousands              | Q12020  | Q22020  | Q32020  | Q42020  | Q12021  |
| Cash and cash equivalents | 313,103 | 317,980 | 297,216 | 300,280 | 292,988 |
| Inventories               | 43,552  | 43,085  | 31,418  | 33,836  | 41,640  |
| Trade receivables         | 75,127  | 85,971  | 116,940 | 139,896 | 158,356 |
| Trade payables            | 23,081  | 49,562  | 47,300  | 62,671  | 64,402  |
| Total assets              | E07 400 | 640.070 | 646 676 | 650 076 | 688.060 |
|                           | 587,493 | 618,373 | 616,676 | 659,276 | 688,969 |
| Total liabilities         | 122,385 | 140,701 | 114,952 | 125,731 | 126,261 |

| Important ratios     |        |        |        |        |        |
|----------------------|--------|--------|--------|--------|--------|
|                      | Q12020 | Q22020 | Q32020 | Q42020 | Q12021 |
| Gearing ratio        | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Debt-to-equity ratio | 0.7%   | 0.7%   | 0.6%   | 0.6%   | 0.5%   |

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### **Earnings guidance**



- The Company does not provide any sales and earnings guidance
- The Company's internal target low to mid teens growth in sales and earnings for FY 2021 (vs FY 2019)

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# HANK

#### **Investor Relations Team**

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