

AVI-TECH ELECTRONICS LIMITED
(Incorporated in the Republic of Singapore)
(Company Registration Number 198105976H)
(the "Company")

**RESPONSES TO SUBSTANTIAL AND RELEVANT QUESTIONS FOR
THE ANNUAL GENERAL MEETING 2020**

The Board of Directors of the Company refers to the questions submitted by shareholders prior to the Company's upcoming annual general meeting to be held on 29 October 2020 at 11.00am and would like to provide the following responses to the substantial and relevant questions received by the Company:

- Q1. I understand that the company manufactures boards not only for Burn-in services but other reliability tests such as High Temperature Operating Life Test and Highly Accelerated Stress. Does the company provide these reliability tests (besides the Burn-in tests) as well?**

Company's Response

The Company does provide, and is a market leader in conducting fail-safe or high reliability burn-in tests which include the High Temperature Operating Life Test and Highly Accelerated Stress Test for semiconductor devices used in automotive and microprocessors.

- Q2. Does the management foresee a need to set up factories outside of Singapore to support its overseas customers in the future? The sole factory in Singapore is able to support the overseas' business from distant countries like USA efficiently?**

Company's Response

There are currently no plans to set up manufacturing and burn-in testing facilities outside of Singapore. The Company has an efficient supply chain and distribution network which has been serving the Company's overseas customers, including customers in the United States and Europe for over 30 years.

- Q3. Who are Avi-Tech's closest competitors? Are there many such competitors?**

Company's Response

The Company is not aware of any competitor which provides the same range of services as the Company. There are companies which provide some of the services provided by the Company, for example, Sunright Limited, which conducts burn-in tests. The Company operates in an industry where the barriers to entry is relatively high, as time to market is a critical customer consideration. Working with new vendors will entail a longer qualification time which will impede customers from getting their products to the market quickly. As a vendor, the Company has built strong working relationships with its major customers for over 30 years and has an established track record in meeting their stringent requirements, thus shortening the customer's time to market and getting their products out in the shortest time possible.

By Order of the Board

Khor Thiam Beng
Non-Executive Chairman &
Independent Director
28 October 2020