



**CSE**

# 1Q2024 Interim Business Update

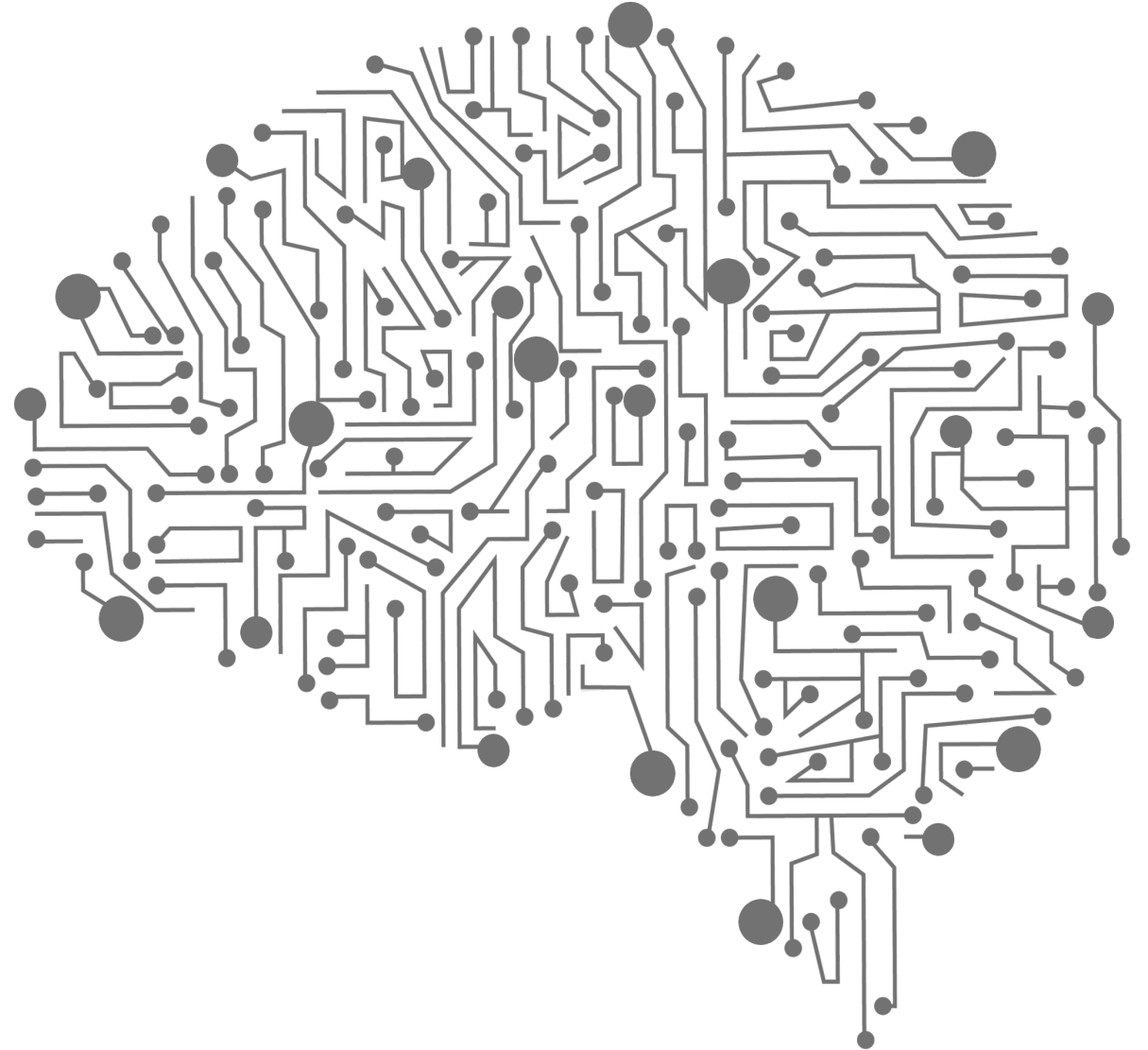
9 May 2024

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- 1 1Q2024 Financial Performance
- 2 Business Overview
- 3 FY2024 Key Strategies
- 4 FY2024 Outlook



# Financial Performance in 1Q2024

- **Revenue: +S\$38.0m (+23.9% yoy)** due to:
  - Electrification: +S\$27.5m (+37.1% yoy) as a result of higher revenue contributions in the Americas region supported by Electrification-related projects secured in FY2023.
  - Communications: +S\$8.5m (+18.8% yoy) contributed mainly from recent acquisitions
  - Automation: +S\$2.0m (+4.9% yoy)
- **Order intake rose by 16.7% to S\$186.2m** attributed to:
  - Electrification: +S\$4.7m (+6.0%)
    - Demand for electrification solutions remained robust given the strong pipeline of electrification projects.
  - Automation: +S\$20.5m (+65.4%)
    - Higher orders received relating to waste treatment centre expansion in Asia-Pacific region.
- **Robust order book of S\$719.3m vs S\$480.2m in 1Q2023**

## Revenue

**S\$197.5m**

▲ 23.9%

## Order Intake

**S\$186.2m**

▲ 16.7%

## Order Book

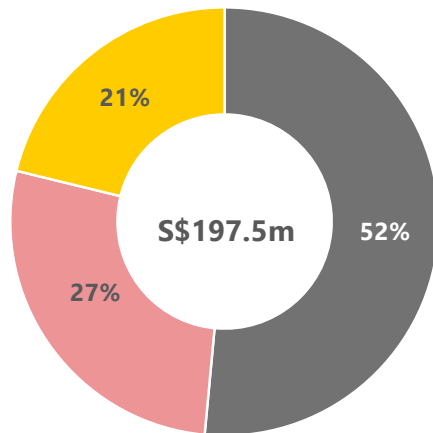
**S\$719.3m**

▲ 49.8%

# 1Q2024: Revenue Breakdown By Business

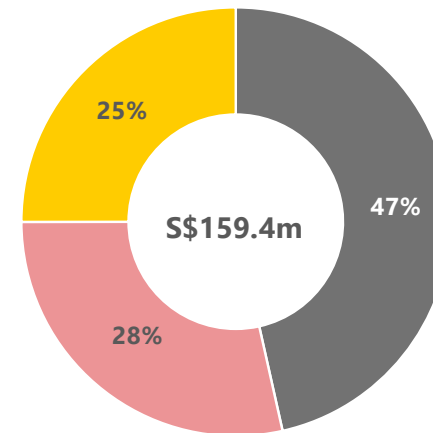
S\$ million	1Q2024	1Q2023	YoY %
Electrification	101.7	74.1	37.1%
Communications	54.0	45.4	18.8%
Automation	41.9	39.9	4.9%
<b>Total</b>	<b>197.5</b>	<b>159.4</b>	<b>23.9%</b>

1Q2024



■ Electrification ■ Communications ■ Automation

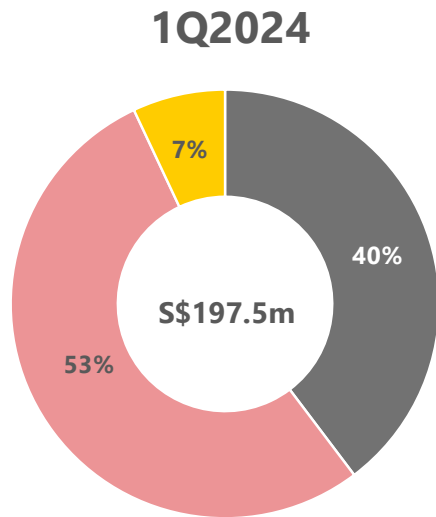
1Q2023



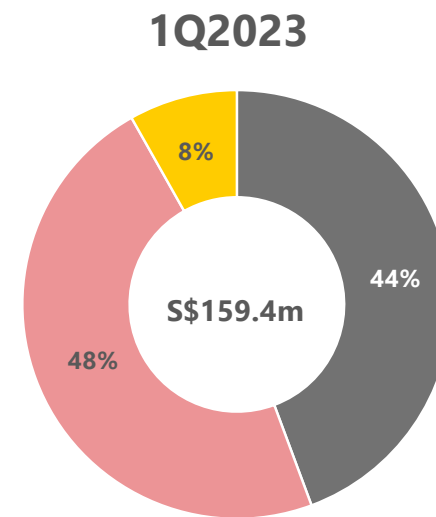
■ Electrification ■ Communications ■ Automation

# 1Q2024: Revenue Breakdown By Industry

S\$ million	1Q2024	1Q2023	YoY %
Energy	78.4	70.7	10.9%
Infrastructure	105.3	75.7	39.0%
Mining & Minerals	13.8	13.0	5.9%
<b>Total</b>	<b>197.5</b>	<b>159.4</b>	<b>23.9%</b>



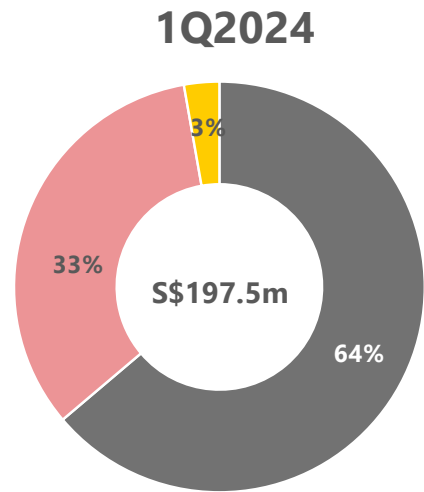
■ Energy ■ Infrastructure ■ Mining & Minerals



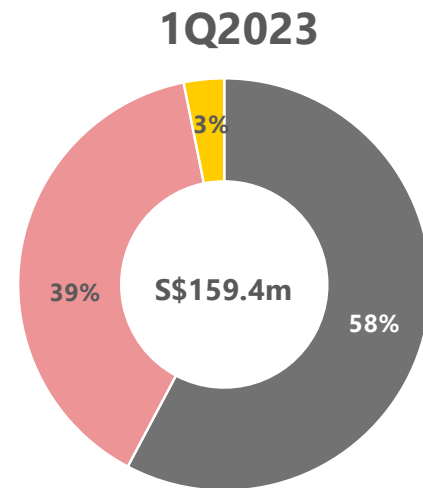
■ Energy ■ Infrastructure ■ Mining & Minerals

# 1Q2024: Revenue Breakdown By Geographical

S\$ million	1Q2024	1Q2023	YoY %
Americas	126.0	92.1	36.8%
Asia Pacific	66.0	62.3	5.9%
EMEA	5.5	5.0	8.6%
<b>Total</b>	<b>197.5</b>	<b>159.4</b>	<b>23.9%</b>



■ Americas ■ Asia Pacific ■ EMEA

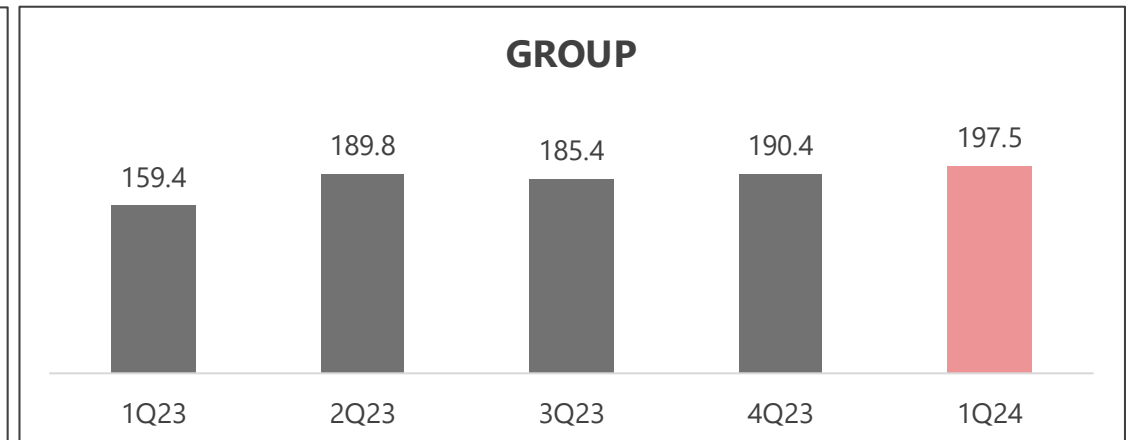
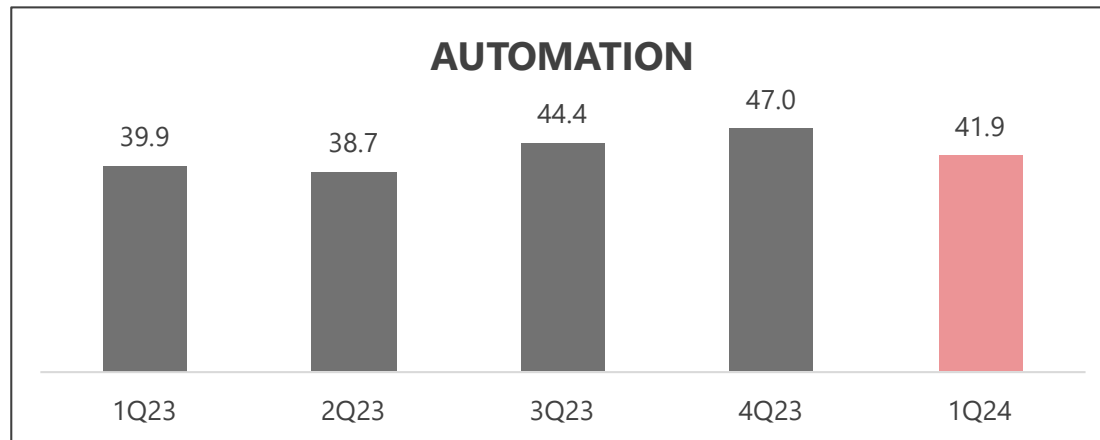
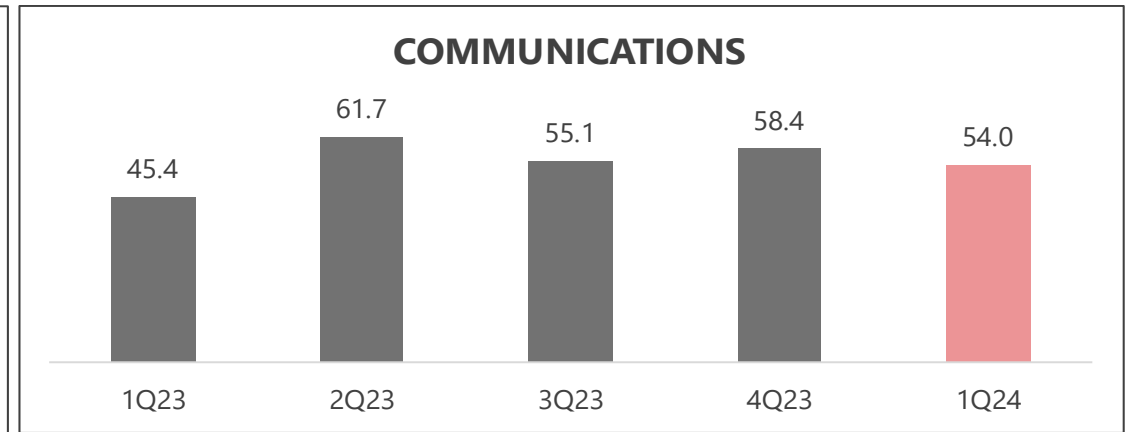
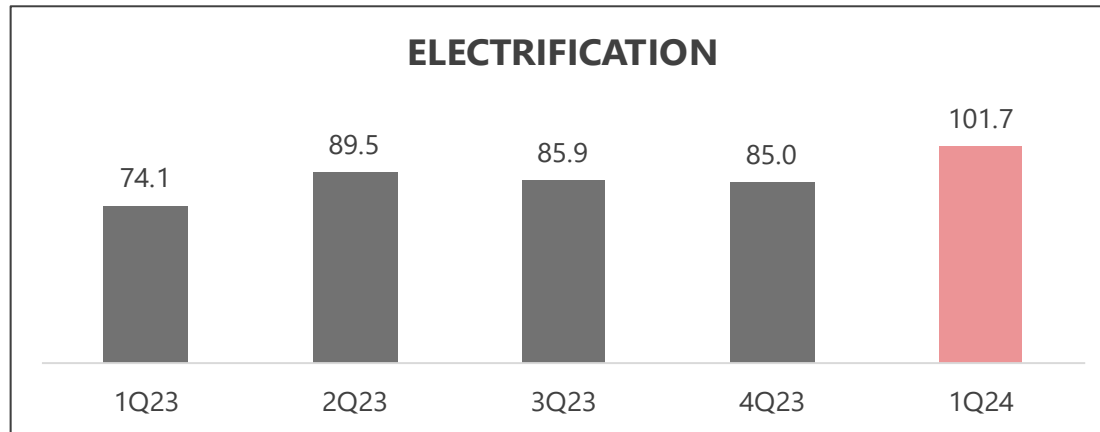


■ Americas ■ Asia Pacific ■ EMEA

# Quarterly Revenue Trends

## By Business, Q-o-Q

(S\$ million)

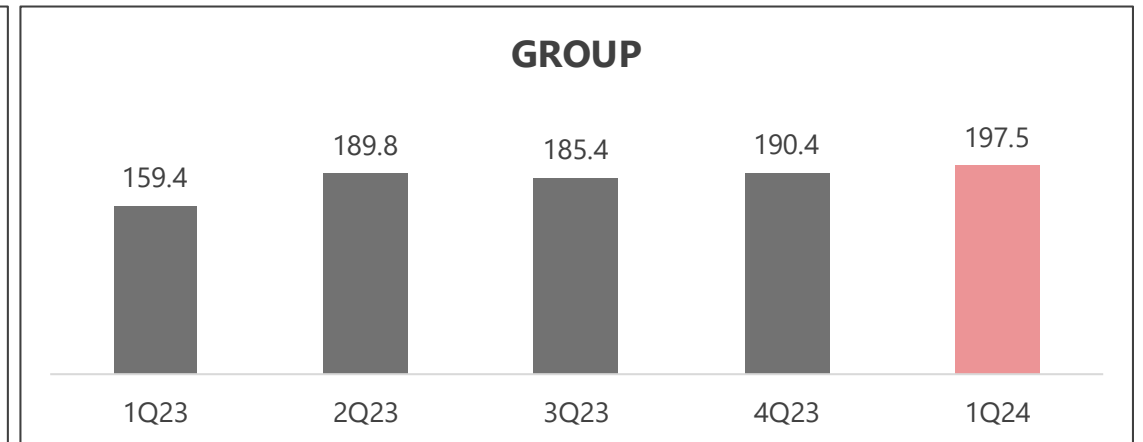
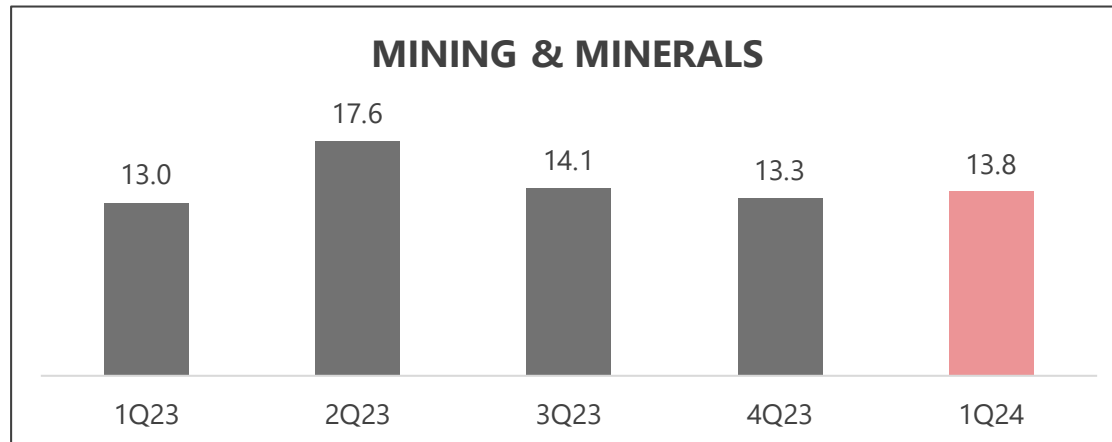
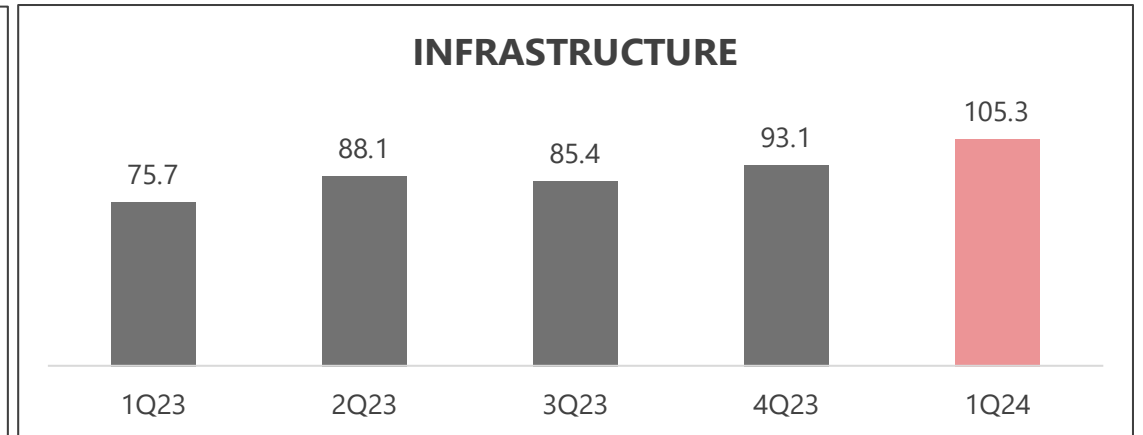
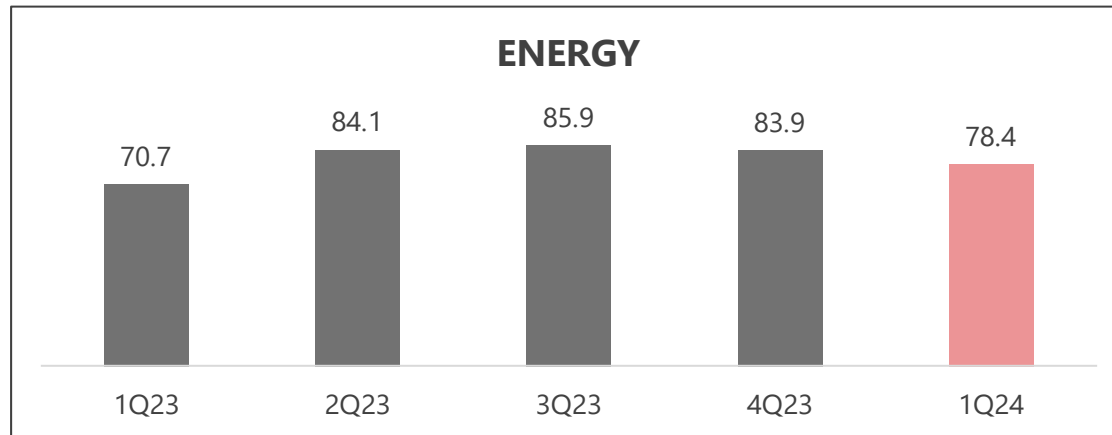




# Quarterly Revenue Trends

## By Industry, Q-o-Q

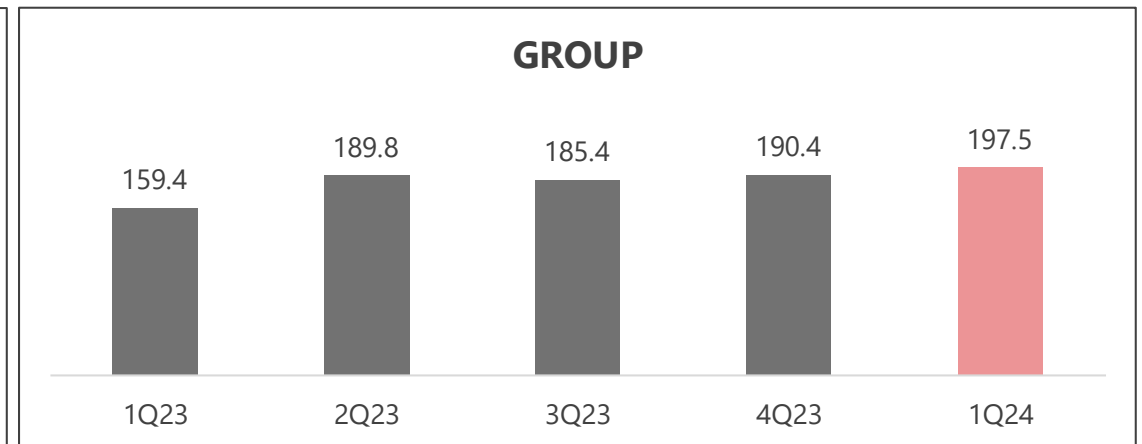
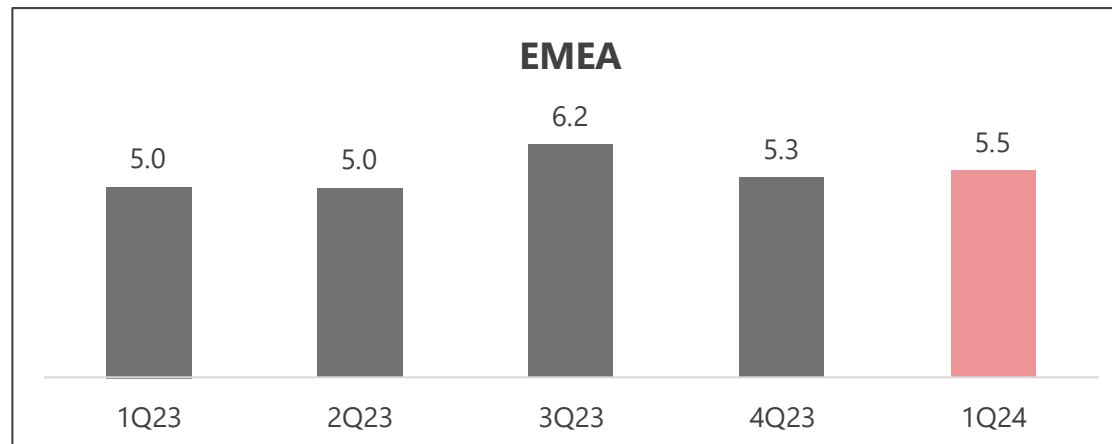
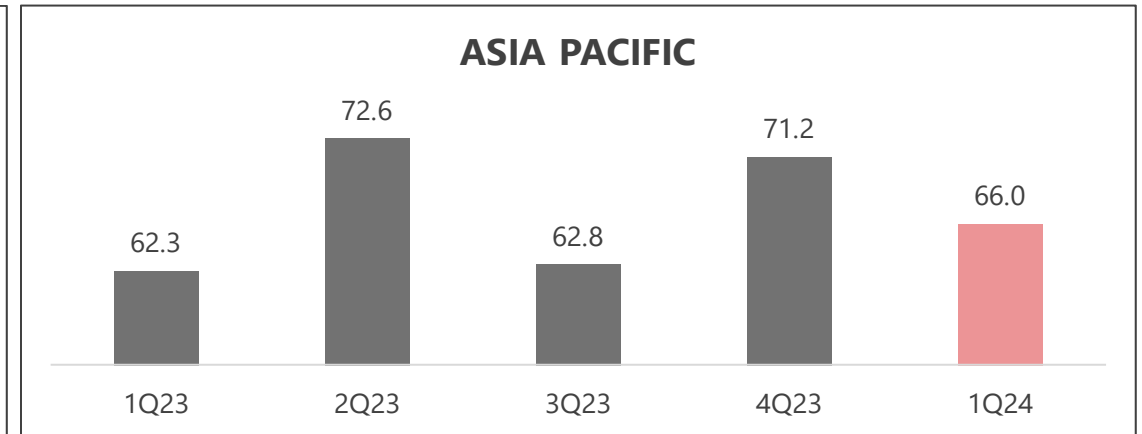
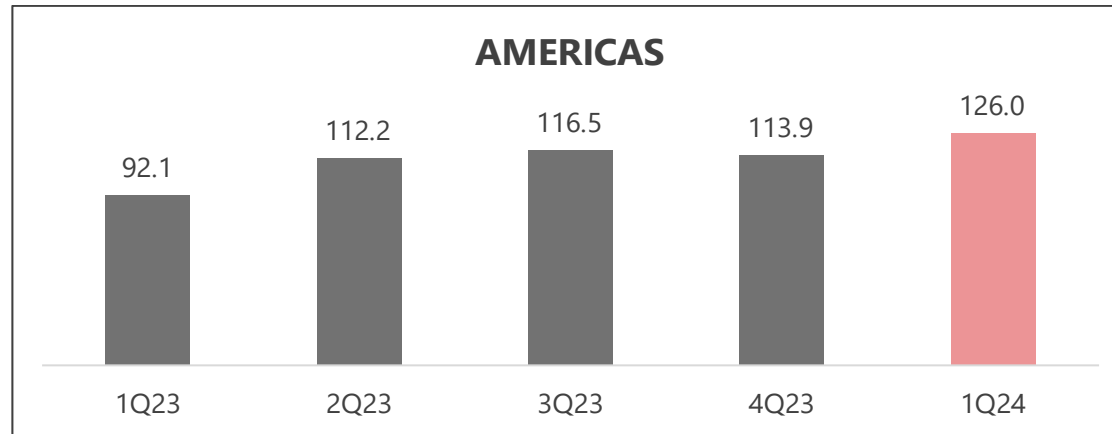
(S\$ million)



# Quarterly Revenue Trends

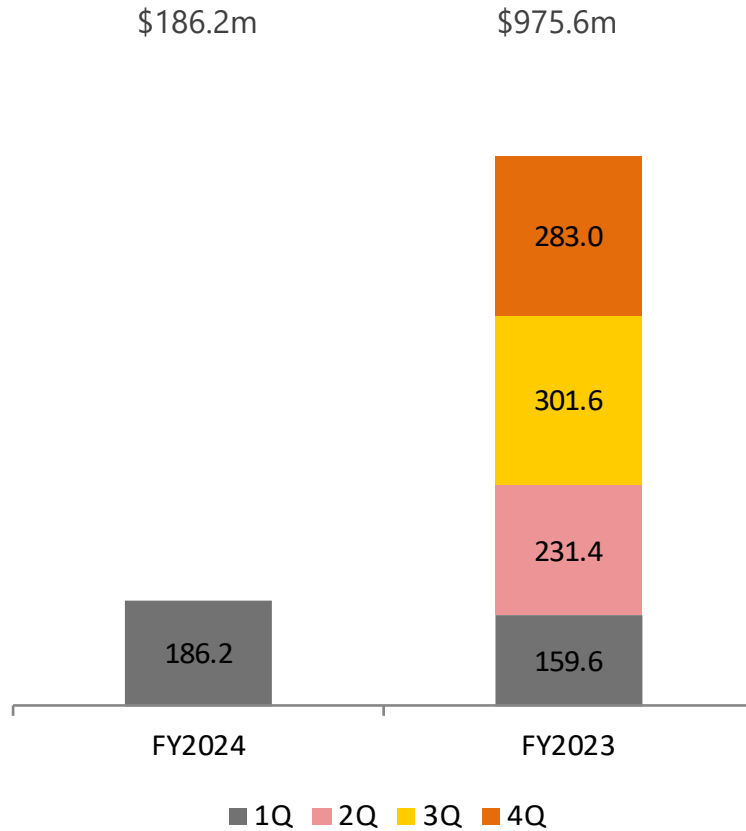
## By Geography, Q-o-Q

(S\$ million)

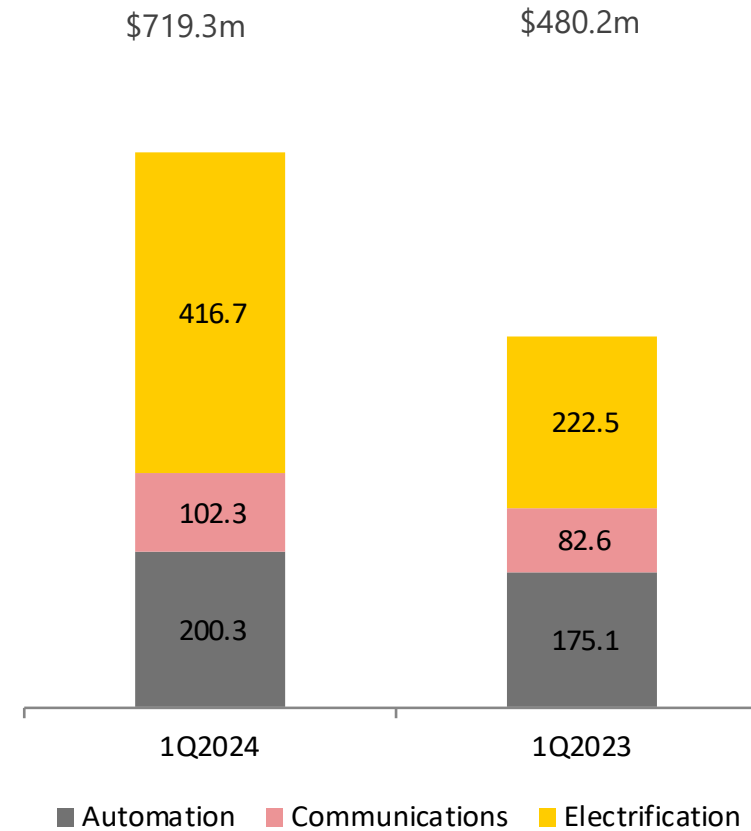


# FY2024 Order Intake/Book By Business Segments

## Order Intake from Continuing Operations



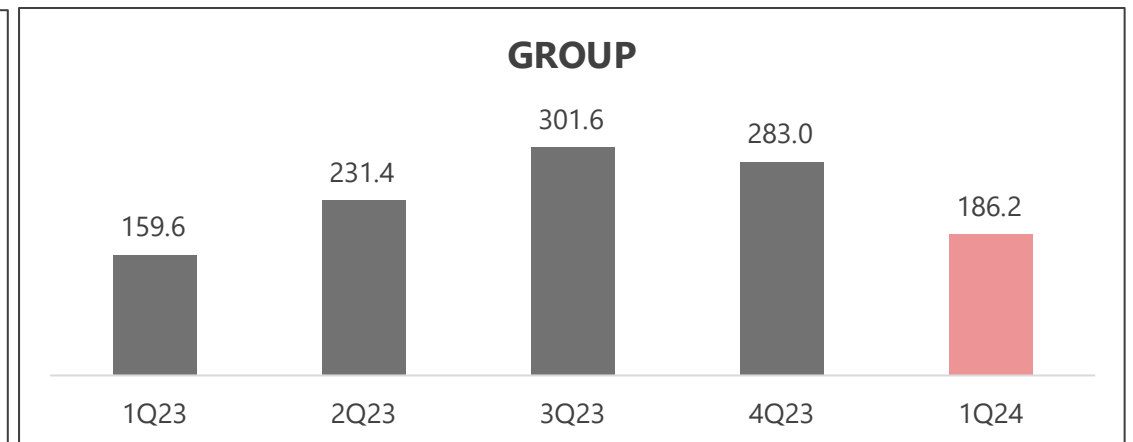
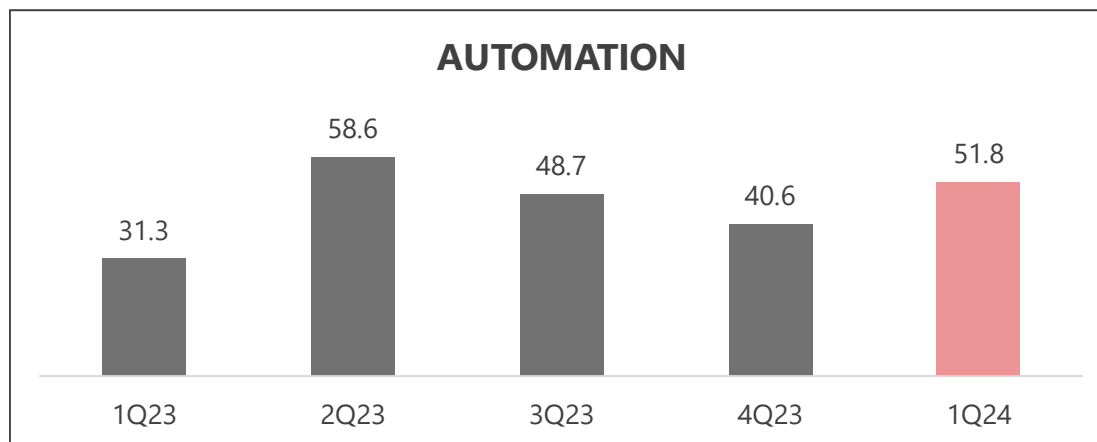
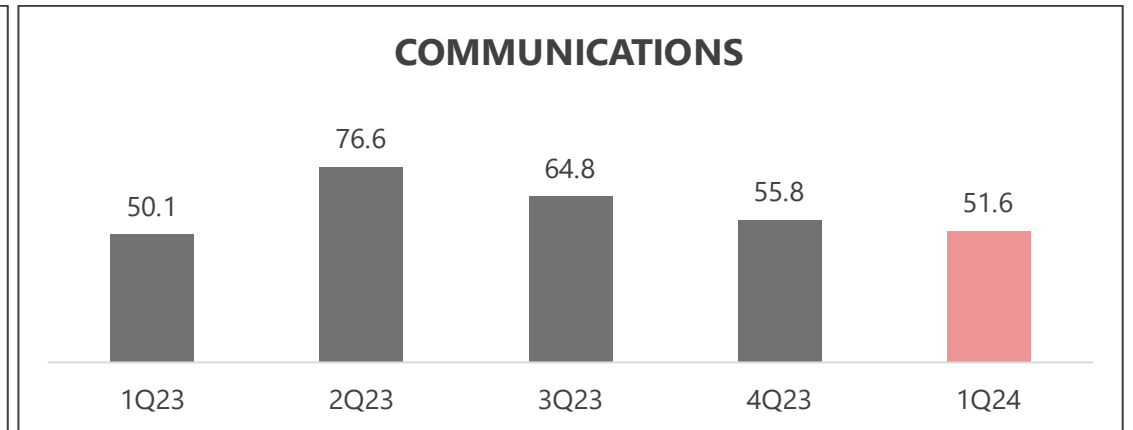
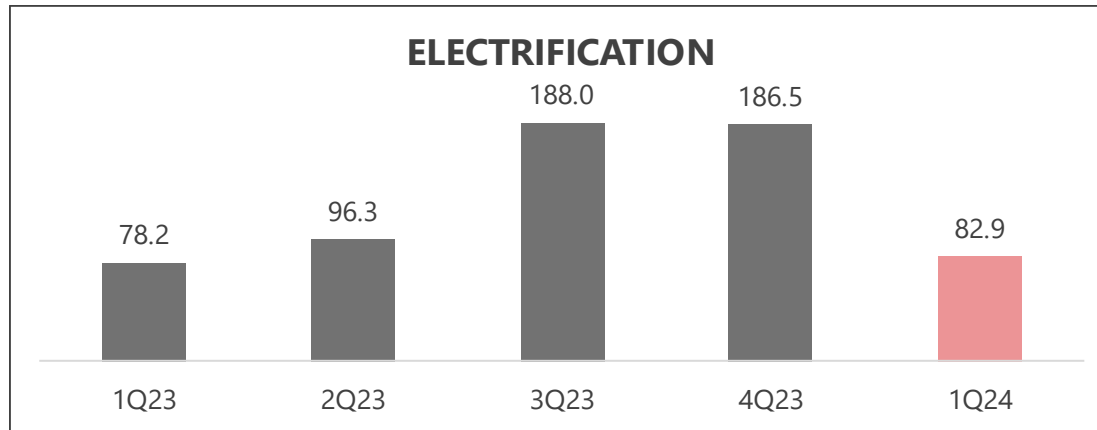
## Order Book from Continuing Operations



# Order Intake

## By Business, Q-o-Q

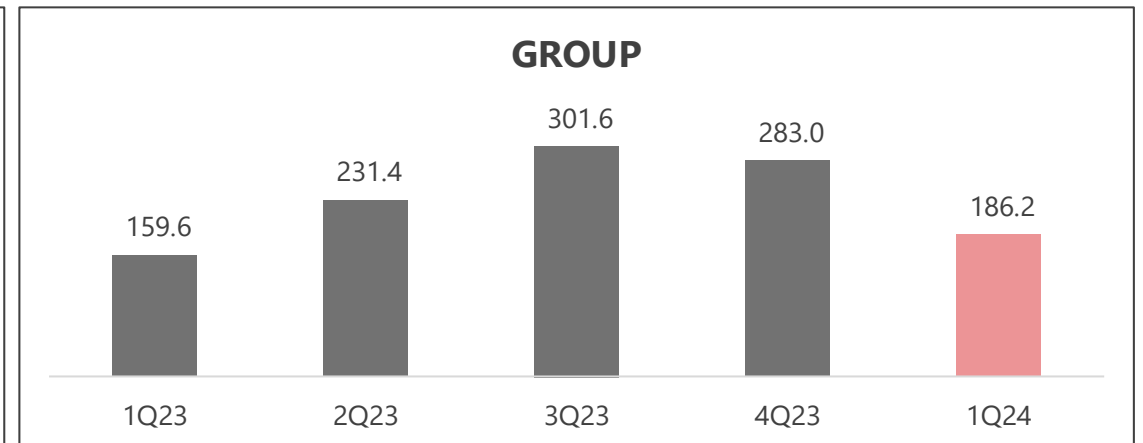
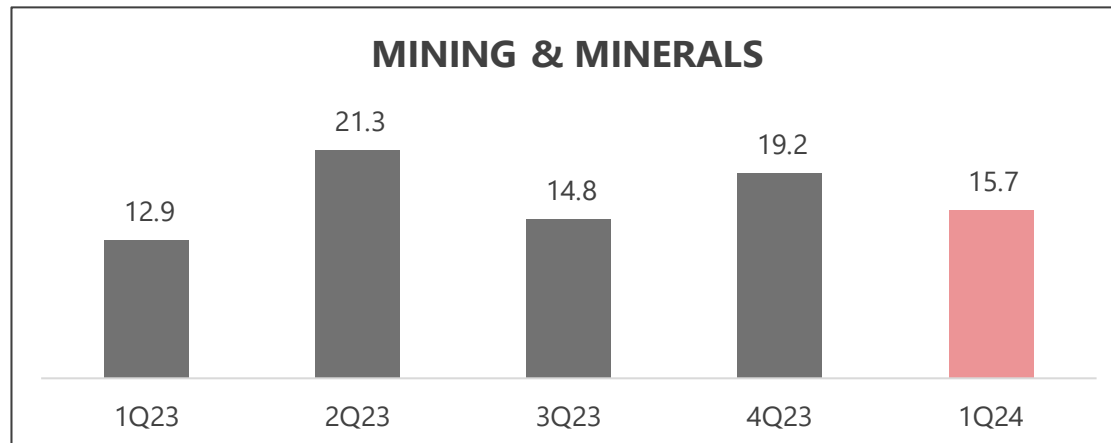
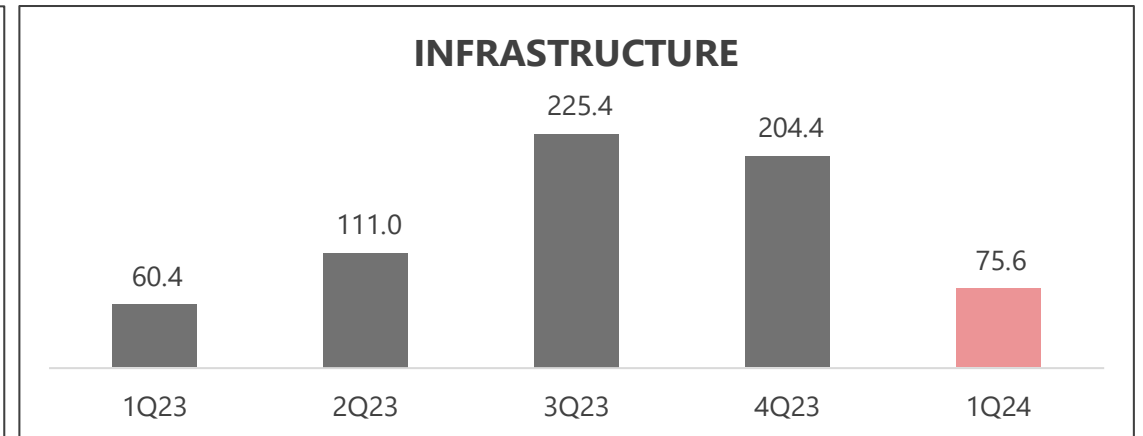
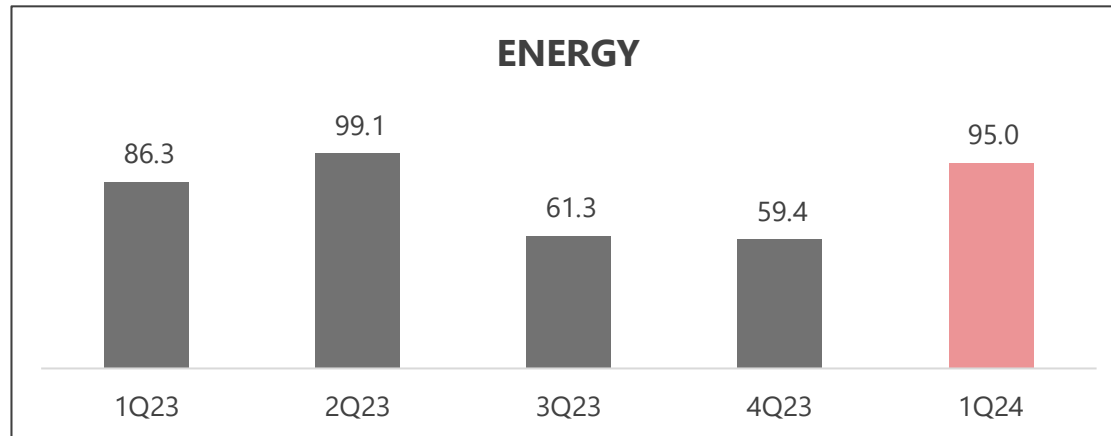
(S\$ million)



# Order Intake

## By Industry, Q-o-Q

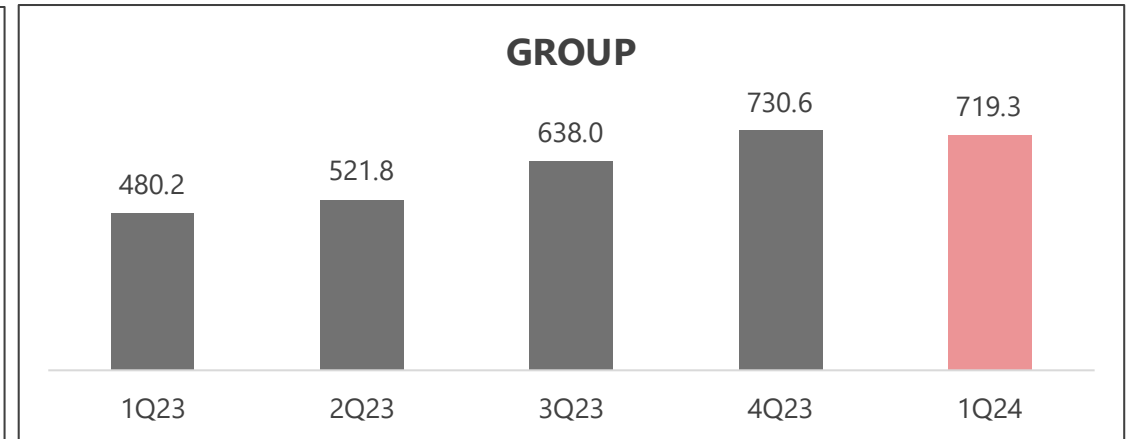
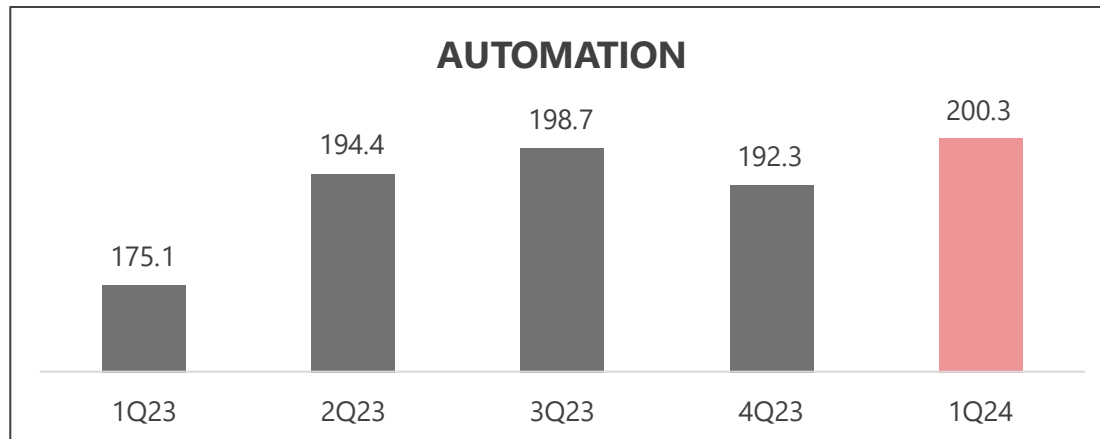
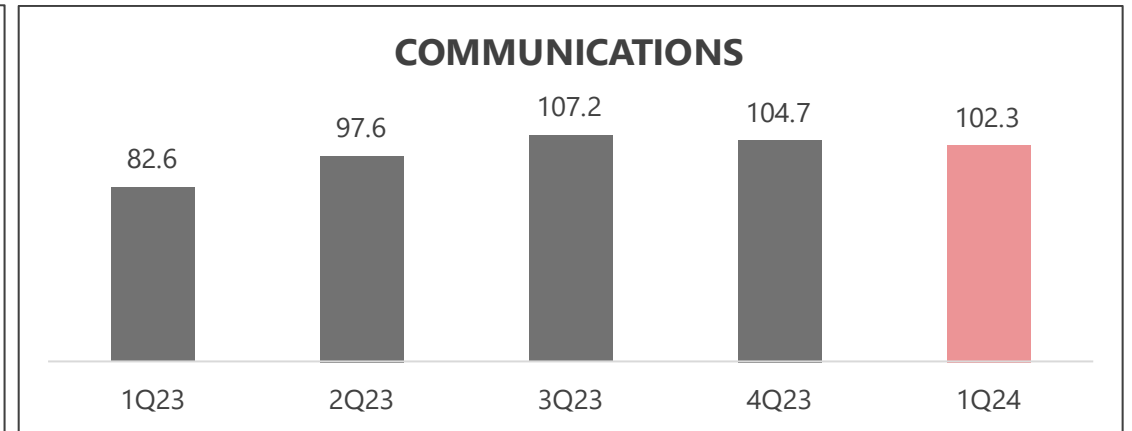
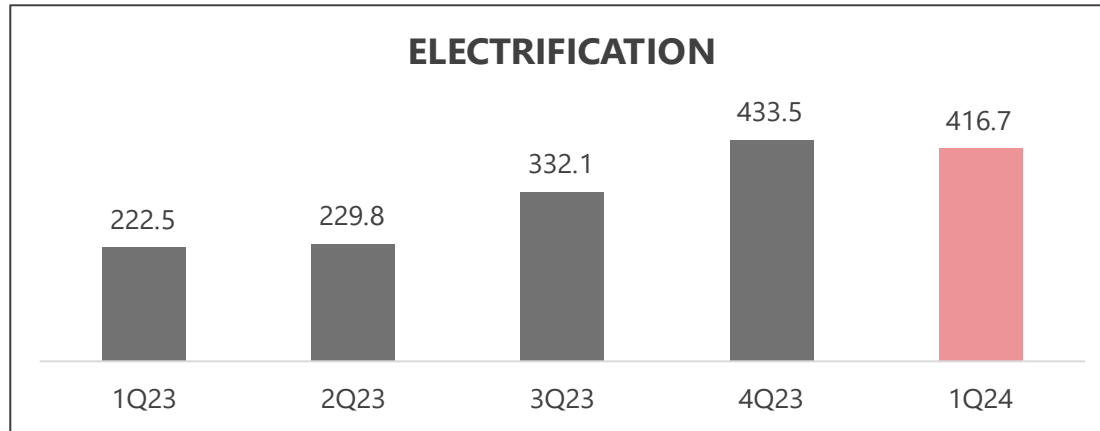
(S\$ million)



# Order Book

## By Business, Q-o-Q

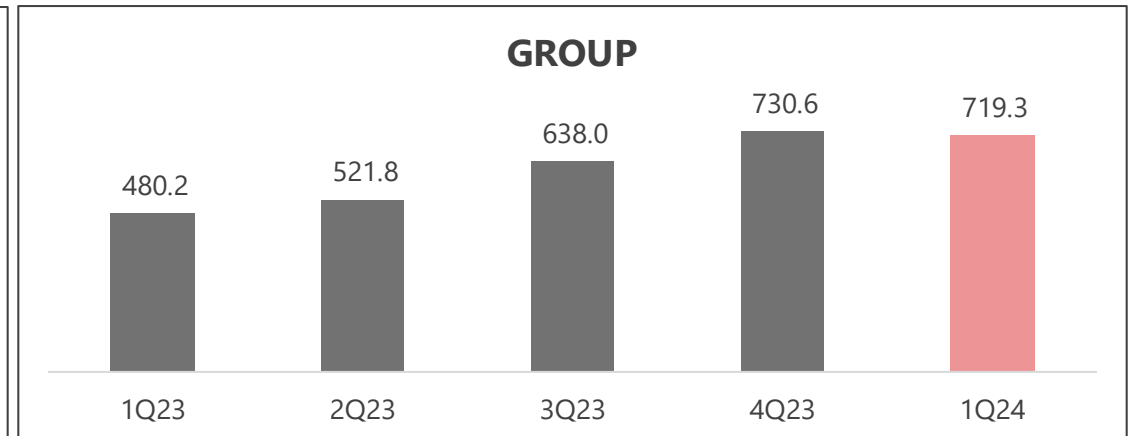
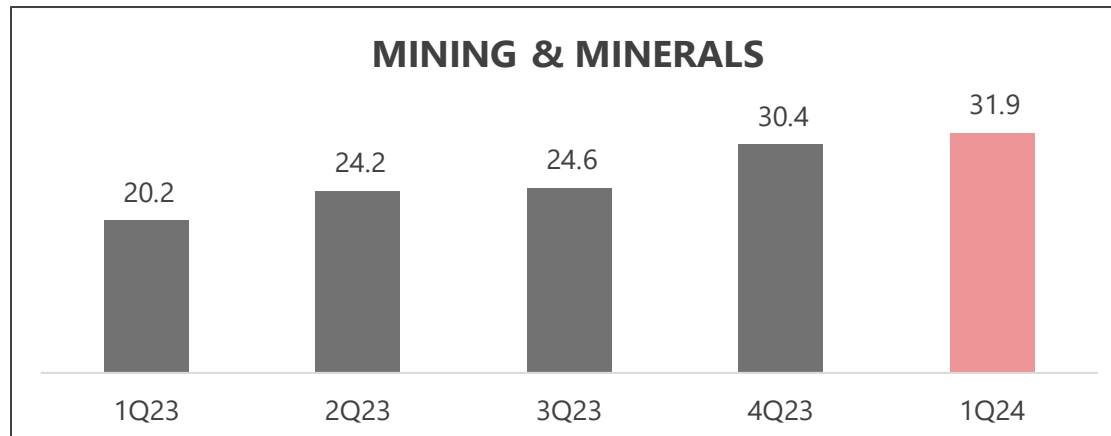
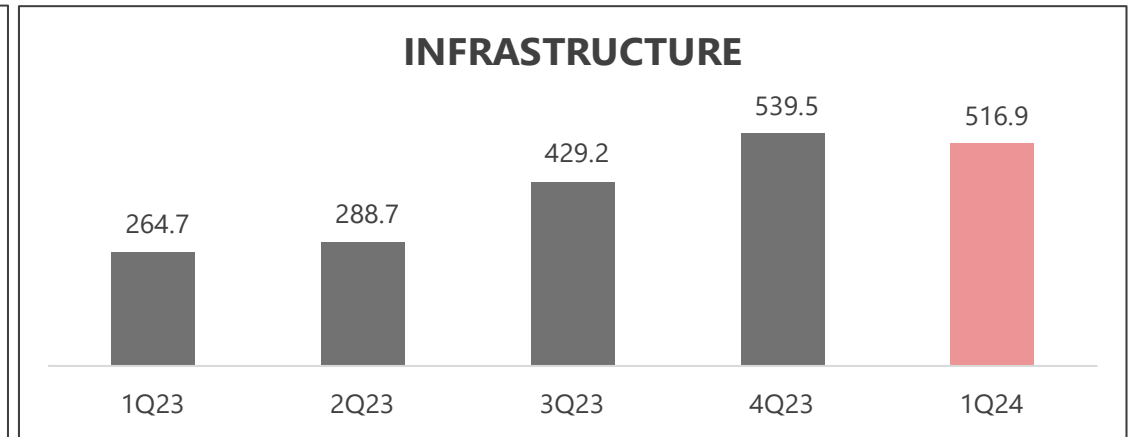
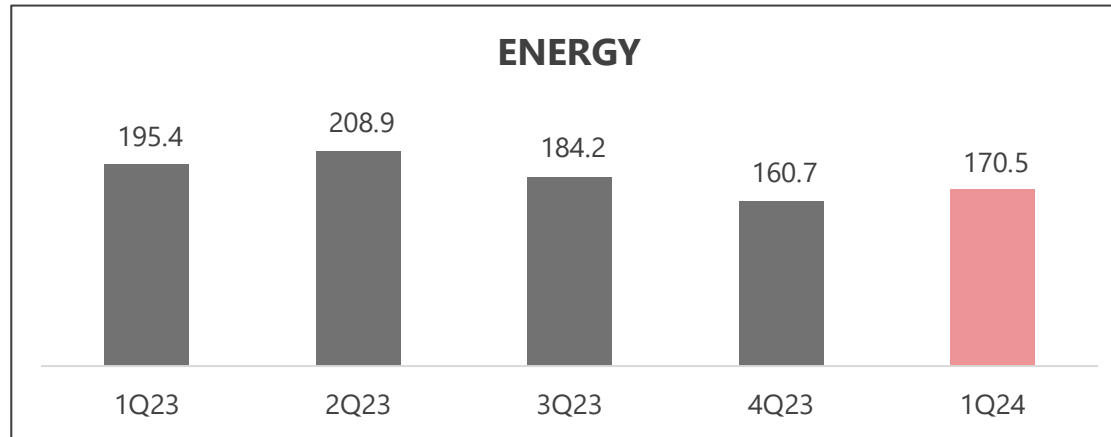
(S\$ million)



# Order Book

## By Industry, Q-o-Q

(S\$ million)



# Business Overview

- 1Q2024 – overall a good performance
- Strong growth in revenue of 23.9% to S\$197.5 million
- Order intake increased by 16.7% to S\$186.2 million in 1Q2024
- Infrastructure and Mining/Minerals revenues contribute to more than 50% of the revenue
- Order book stood robust at S\$719.3 million as at 31 March 2024



# Growth Strategy – Diversification and Expansion

## Diversification into new markets brought about by emerging trends

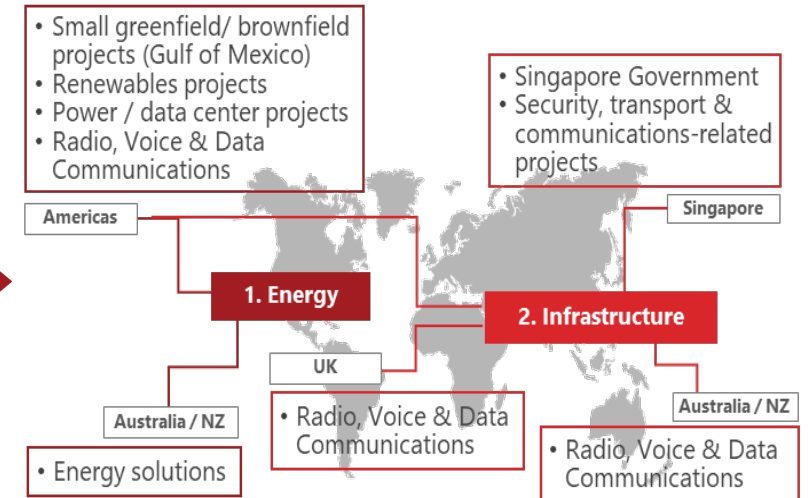


- Increasing demand for key products such as:
  - ✓ Power systems protection and control solutions
  - ✓ Critical communications
  - ✓ Wind and Solar Systems
  - ✓ Battery energy storage systems
  - ✓ Electric-vehicle charging infrastructure

Diversification

Expansion

## Expansion of engineering capabilities in key markets



- Acquisition remains a key growth strategy
- Focus areas will be in complementary and adjacent capabilities:
  - Energy and Infrastructure segments
  - USA, Europe and Australia/New Zealand
- Will acquire within means, whenever suitable opportunities arise

# Growth Plans - Critical Communications

## Our Solutions

- Private network
- Provides push-to-talk (PTT) and public switch telephone network (PSTN) using tetra radio/LTE network

## Where we are today:

- UK
- USA
- Australia & New Zealand
- Singapore

## Where we want to be:

- Operate globally
- Expand into USA



# FY2024 Outlook

The current global economic outlook and inflationary pressures continue to present uncertainties in the markets we operate. Subject to these uncertainties in the macroeconomic environment, CSE is well positioned to achieve a healthy financial performance in 2024 with an order book of S\$719.3 million as at 31 March 2024.

Going forward, our strategy to focus on Electrification and Communications businesses is expected to yield positive outcomes for the Group. We will expand our engineering capabilities and technology solutions to pursue new market opportunities brought about by the emerging trends towards urbanization, electrification and decarbonisation.



**CSE**

**Q&A**