

The background features a digital globe held in two hands, with a green arrow pointing downwards from the top left. The globe is composed of a grid of white dots and lines, with some blue and orange highlights. The hands are positioned at the bottom, holding the globe. The overall color scheme is dark blue with green and white accents.

**Aztech Global Ltd.**

**1Q 2024 Business Performance Update  
Presentation**

**23 April 2024**

***Aztech***

## Note on Forward-Looking Statements

This presentation may contain certain forward-looking statements including, but not limited to, statements as to future operating results and plans.

These statements are based on our assumptions and estimates and are subject to known and unknown risks and uncertainties and other factors which may cause the actual results, performance or achievements of the Group to differ materially from any future results, performance or achievements expressed or implied by those projected in the forward-looking statements.

Consequently, readers are cautioned not to place undue reliance on any forward-looking statements.

# 1Q 2024 Business Performance Update

1. Financial Performance Review
2. Order Book
3. Outlook

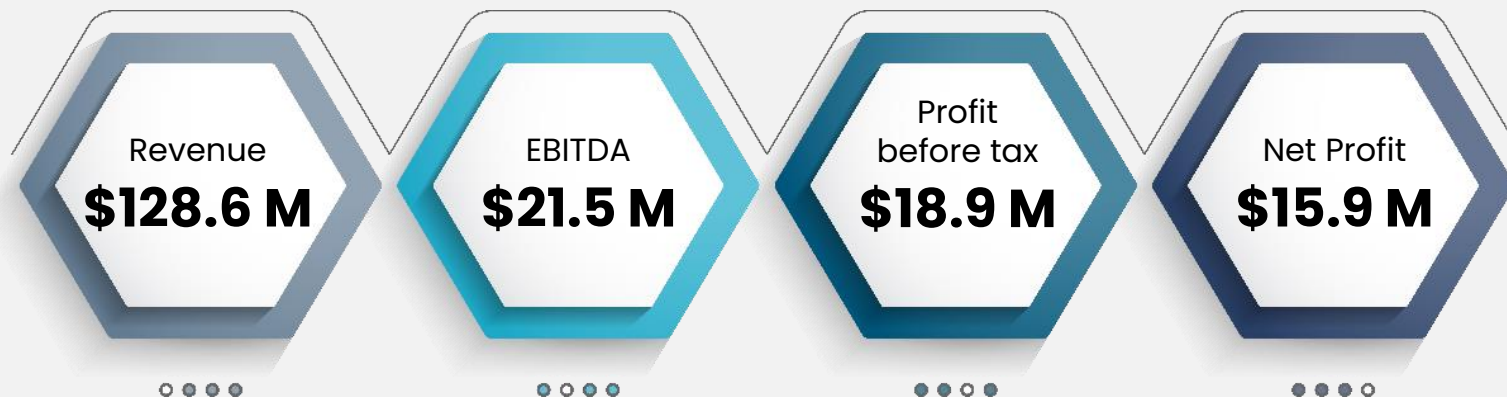
# Financial Performance Review

Delighting people with smarter solutions

**Aztech**

# 1Q 2024 Financial Performance Summary

## Achieved 1Q 2024 Net Profit of \$15.9 Million



## Increase in Profit Margins, Net Cash and NAV Per Share



As at 31 March 2024

**Net Cash**  
**\$302 M**

31 December  
2023: \$249.8M

**NAV/Share**  
**47 Cents**

31 December  
2023: 45 Cents

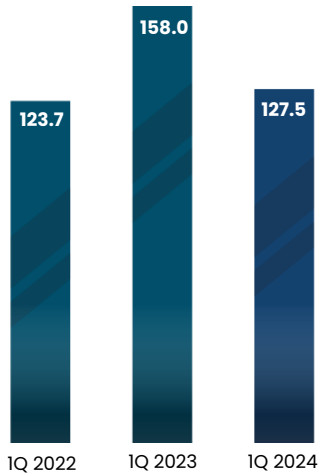
- (1) Weighted average number of 771,952,945 (1Q 2023: 771,952,945) shares and 772,218,443 (1Q 2023: 771,952,945) shares were used for the computation of basic and diluted EPS for 1Q 2024 (1Q 2023), respectively.
- (2) 771,952,945 (excluding Treasury Shares) ordinary shares were used to compute NAV per share as at 31 March 2024 & 31 December 2023.
- (3) Net cash of \$302 million includes \$50.4 million of short-term investments comprising MAS bills (31 December 2023: \$40.6 million), after netting off bank borrowing and lease liabilities.

# 1Q 2024 Revenue by Segments

## IoT Devices & Data-Communications Products – Key Revenue Contributor

### IoT Devices and Data-Comm Products

(\$ Million)



The rescheduling of customers orders and negative impact resulting from heavy snowstorms in China resulted in lower revenue for the quarter.

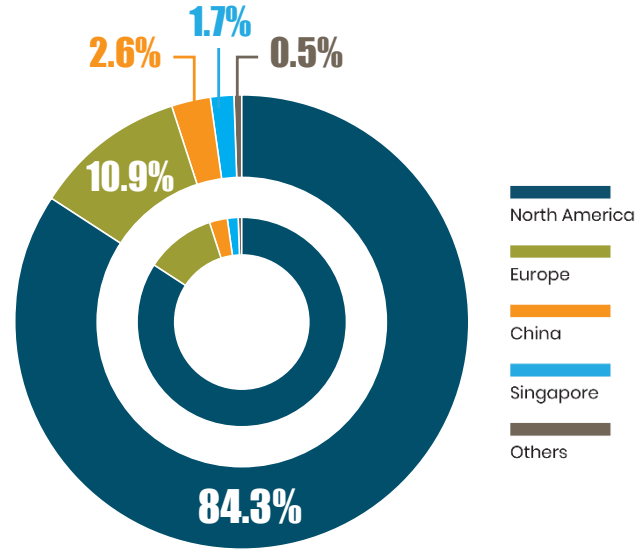
### Segment Revenue

(%)



### Revenue by Countries

(%)



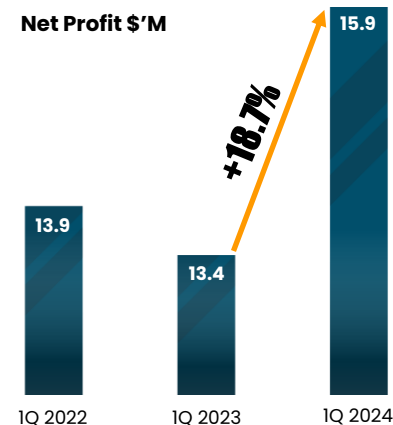
## Net Profit Increased by 18.7% YoY in 1Q 2024

\$ Million	1Q 2024	1Q 2023	% Change
<b>Revenue</b>	<b>128.6</b>	<b>161.6</b>	<b>(20.4)</b>
EBITDA	21.5	17.6	22.2
<b>Profit Before Tax</b>	<b>18.9</b>	<b>15.5</b>	<b>21.9</b>
PBT Margin (%)	14.7	9.6	510bps
Income Tax Expense	(3.0)	(2.1)	n.m.
Effective Tax Rate (%)	15.9	13.5	240bps
<b>Net Profit</b>	<b>15.9</b>	<b>13.4</b>	<b>18.7</b>
Net Profit Margin (%)	12.4	8.3	410bps
<b>Basic EPS (cents)</b>	<b>2.06</b>	<b>1.73</b>	<b>19.1</b>
<b>Diluted EPS (cents)</b>	<b>2.05</b>	<b>1.73</b>	<b>18.5</b>

(1) Weighted average number of 771,952,945 (1Q 2023: 771,952,945) shares and 772,218,443 (1Q 2023: 771,952,945) shares were used for the computation of basic and diluted EPS for 1Q 2024, respectively.

Higher net profit mainly attributable to:

- net fair value gain on foreign exchange of \$2.3 million (1Q 2023: loss \$3.1 million); and
- write-back of provision for loss of trade receivables amounting to \$1.2 million.





# Balance Sheet Summary as at 31 March 2024

## Healthy Balance Sheet with Net Cash of \$302 Million

(\$ Million)	31 March 2024	31 December 2023
Cash & Bank Balances	272.6	231.4
Short-term Investments	50.4	40.6
Lease Liabilities	(4.4)	(4.9)
Total Bank Borrowings	(16.6)	(17.3)
<b>Net Cash</b>	<b>302.0</b>	<b>249.8</b>
Current Assets	547.9	551.5
Current Liabilities	(207.0)	(227.2)
<b>Working Capital</b>	<b>340.9</b>	<b>324.3</b>
<b>Total Net Assets</b>	<b>362.2</b>	<b>344.9</b>
Accumulated Profits	177.8	162.0
Share Capital & Reserves	184.4	182.9
<b>Total Equity</b>	<b>362.2</b>	<b>344.9</b>
<b>Net Asset Value per Share (cents)</b>	<b>47.0</b>	<b>45.0</b>

NAV per share as at 31 March 2024 and 31 December 2023 were computed based on the net assets of the Group and number of ordinary shares of 771,952,945 (excluding Treasury Shares).

As at 31 March 2024, the Group reported:

- a strong net cash of \$302 million; while
- accumulated profits increased by 9.8% to \$177.8 million before dividend payable of \$38.6 million on 30 April 2024.

The Group has also generated a positive free cash flow of \$49.6 million for 1Q 2024:

(\$ million)	1Q 2024
Cash Flow From Operating Activities	51.1
Less Capital Expenditure	(1.5)
<b>Free Cash Flow</b>	<b>49.6</b>

# Order Book

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## Secured Order Book of \$456 Million & Growing our Customer Base

- Order book secured as at 23 April 2024 was \$456 million.
- Built on the momentum to secure new customers for the following products:-
  - (i) sound and light IoT product
  - (ii) visual IoT display product
- In addition to secured orders for production in the second quarter, the Group will be focusing on fulfilling the deferred 1Q 2024 orders.
- Capturing new opportunities by expanding Vision Technology segment with innovative A.I. technology.



1. Verified Market Research, March 2024: The global video surveillance market was valued at US\$54.21 billion in 2023 and is projected to grow at a 2024-2030 CAGR of 12.5% to US\$108.4 billion by 2030.

# Outlook

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## Cautiously Optimistic of Business Prospects for FY2024

### Risk factors:

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- Supply chain and managing customers' forecasts
  - Inflationary cost pressures
  - Foreign currency fluctuations
  - High interest rate environment
  - Macroeconomic uncertainties
  - Geopolitical tensions
-

## Strengthening our business through

- lean and efficient network of design, engineering, R&D and manufacturing capabilities enabled by A.I. technology
- close collaboration with customers and suppliers to manage forecasts, component and production requirements
- disciplined balance sheet and cost management
- conservative & stringent management of the Group's foreign exchange rate risk across its major currencies exposure in the US Dollar, Chinese Yuan, Malaysia Ringgit and Singapore Dollar



**Dongguan,  
China**

Built-up Area ~ 460,000 sq. ft



**Pasir Gudang,  
Johor, Malaysia**

Built-up Area ~ 300,000 sq. ft



**Gelang Patah,  
Johor, Malaysia**

Built-up Area ~ 86,000 sq. ft



# Thank You

23 April 2023



*Aztech*