

# Nanofilm Corporate Presentation

24th Credit Suisse Asian  
Investment Conference



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**Nanofilm Group**  
Introduction



# Leading Deep-tech Nanotechnology Solutions Provider

## Differentiated technology-based solutions provider

- **Advanced Materials**, via proprietary vacuum deposition process, with superior surface properties
- **Proprietary nanofabrication** technologies for affordable mass-production of critical components
- **Redrawing the boundaries** of materials science to enable new end-product possibilities

## Mission-critical products to enable our customers

- **Joint collaboration and R&D** with customers
- **Single source supplier** to many of our top customers

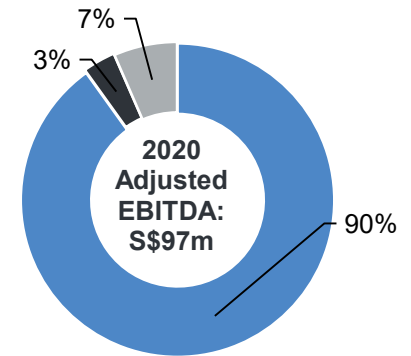
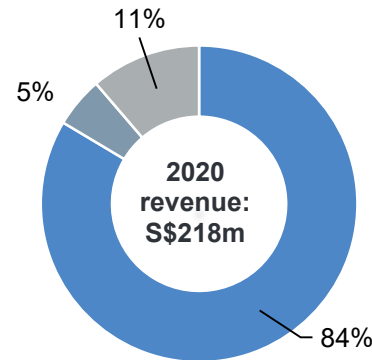
**Multiple avenues of growth** with projected TAM<sup>(3)</sup> for advanced materials of **US\$24.3bn** by 2023F with additional **US\$423.0bn** components manufacturing TAM

**Proprietary and versatile in-house nanotechnology platform**

**Listed on SGX Mainboard in 2020**  
**Track record of strong financial performance**

- High quality revenues growth

## Focused on BU Strategy Execution to Deliver Growth



■ Advanced Materials BU ■ Nanofabrication BU ■ Industrial Equipment BU



**>70** (ex. >20 pending)  
 Patents and Trademarks<sup>(2)</sup>



**>270**  
 Employees engaged in R&D and Engineering



**>5,000,000**  
 Daily turn-around parts capacity with flexibility to handle close to 300 product types

Source: Company Information.

# BU's Demonstrated Strong Track Record & Capabilities

## Advanced Materials BU ("AMBU")



- Provides mission critical surface solution services based on vacuum coating technologies and processes

## Nanofabrication BU ("NFBU")



- Combining our proprietary synergistic nanofabrication and coating technologies to cement our market place position

## Industrial Equipment BU ("IEBU")



- Manufactures turnkey equipment systems for AMBU and for sale to selected customers<sup>(1)</sup>

### Technology & Footprint

- Patented materials like TAC-ON®, iTAC® and MICC®
- Singapore and China facilities

- CAM software
- FCVA (Tooling)
- China, Japan, Vietnam facilities

- FCVA in-line coating systems
- PVD in-line coating systems

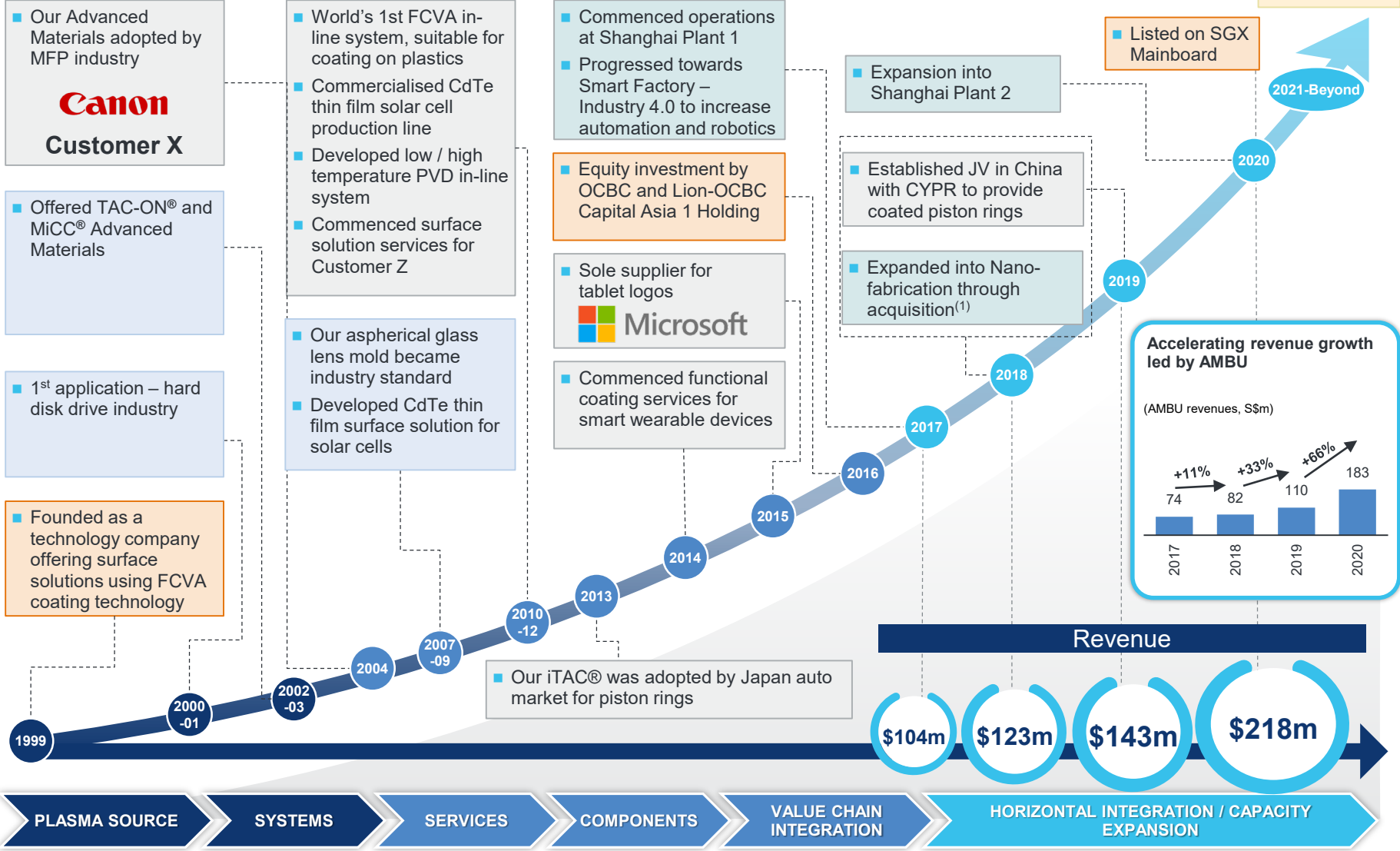
### End-Markets

- 3C
- Automotive
- Precision Engineering
- Printing & Imaging

- Optical Lens
- Optical Sensory Components

- Automotive Components
- Aspherical Glass Lens and Plastic Lens mold
- Solar Cells

# We have Leveraged our Technology know-how to Evolve Over Time



Source: Company information.

(1) We acquired a majority stake in ManGo Nanofab Group and renamed it Nanofab Technologies Pte Ltd. ("NFT")

Mass production of mission critical products / innovation

Capacity expansion

Corporate actions

# Company's Nanotechnology Solutions are Being Used in Our Daily Lives Across a Range of Industries



**Industries:** Automotive (Blue), Bio-medical (Grey), High Frequency Component and Equipment (Light Blue), 3C (Teal), Office automation & productivity modules (Dark Teal), FMCG (Purple), Others (Orange)

**Business units:** AM (Advanced Materials), NF (Nanofabrication)

**Our nanotechnology solutions are adaptable for use across a wide range of industries**

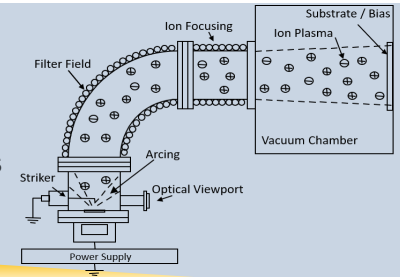
Source: Company information.

# Spectrum Technology Pillars Leveraging FCVA Platform

*Complementary pillars built upon an enabling technology solution*

## FCVA – Filtered Cathodic Vacuum Arc

- ✓ Significant advantages to conventional products (e.g., superior density, less impurities)
- ✓ Guarded by Patents and Trade Secrets, with proven applications across end-markets
- ✓ Global leader in providing surface solutions using FCVA and FCVA-hybrid technologies



### Advanced Materials

**TAC-ON®**  
(Tetrahedral Amorphous Carbon)

**iTAC®**  
(Thick Tetrahedral Amorphous Carbon)

**MiCC®**  
(Nano-crystalline chromium nitride)

**FCVA Metals**

### Deposition Technologies

**In-house Equipment**

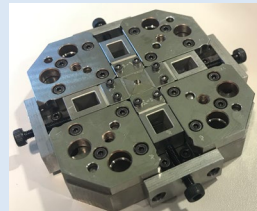
**Single & Hybrid**  
FCVA + PVD  
FCVA + CVD

**Full Body & Select Surface**

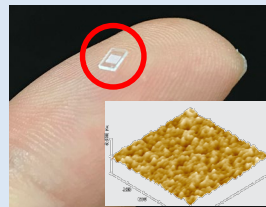


### Nano Tooling & Fabrication

**Single Point Diamond CNC**



**Nano Molding & Wafer Impression**



### System Level Integrations

**Assembly & Testing**



**Value Chain Integration**



### Operational Excellence

**Ind. 4.0 & MES**



**Automation**



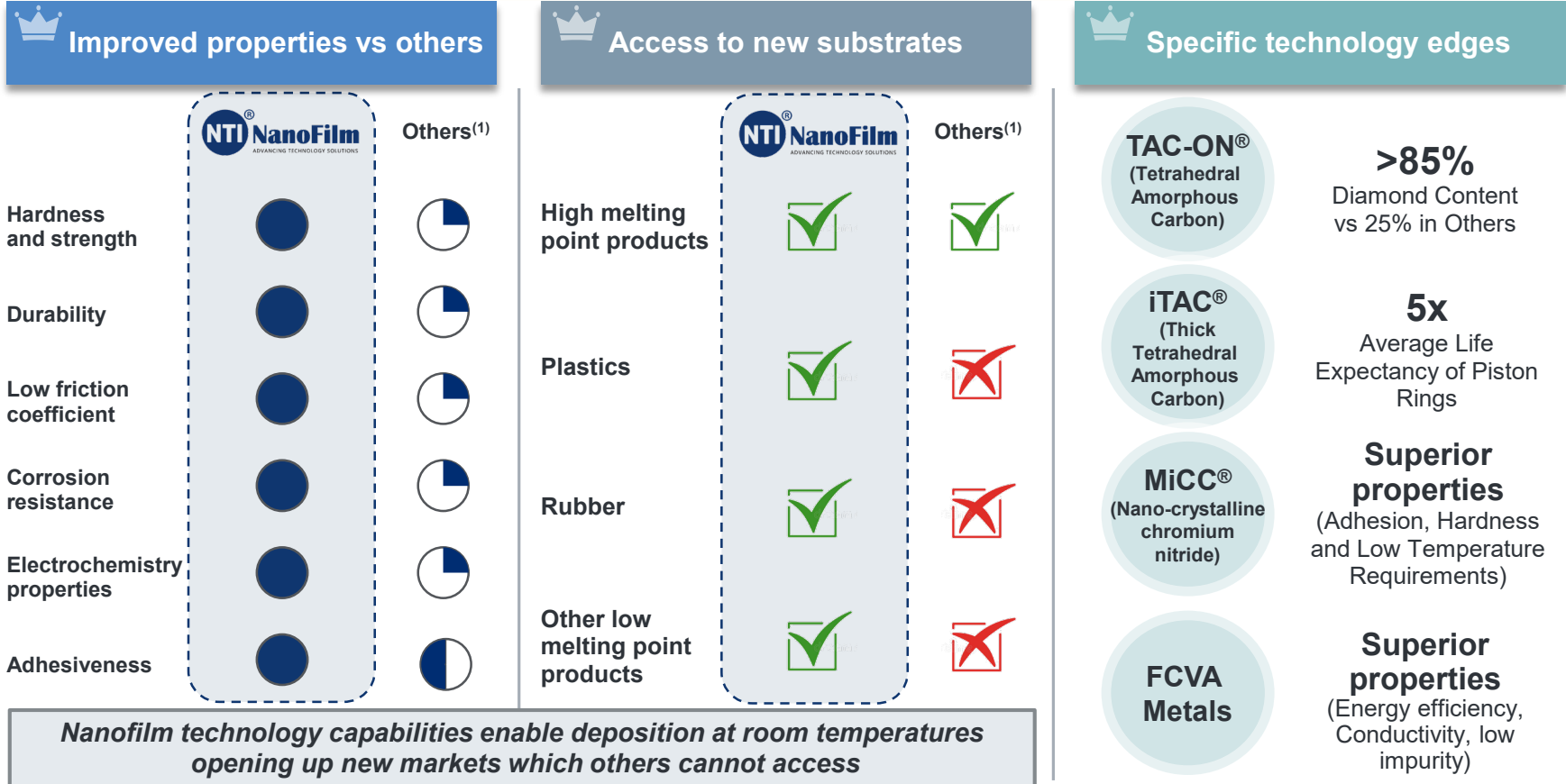
**Resources Optimisation**

Source: Frost & Sullivan, Company information.



# Product Offering Underpinned by Proprietary Technology

Offering significant advantages compared to conventional offerings



Source: Company information.  
 Note: (1) Such as PVD and CVD.

# Current Global Footprint

5

Production facilities

4

R&D centres

~110,000

sqm total gross floor area

3

Sales & technical support offices

>1,500

Employees



Source: Company information.

# Overview of Nanofilm Technology Ecosystem

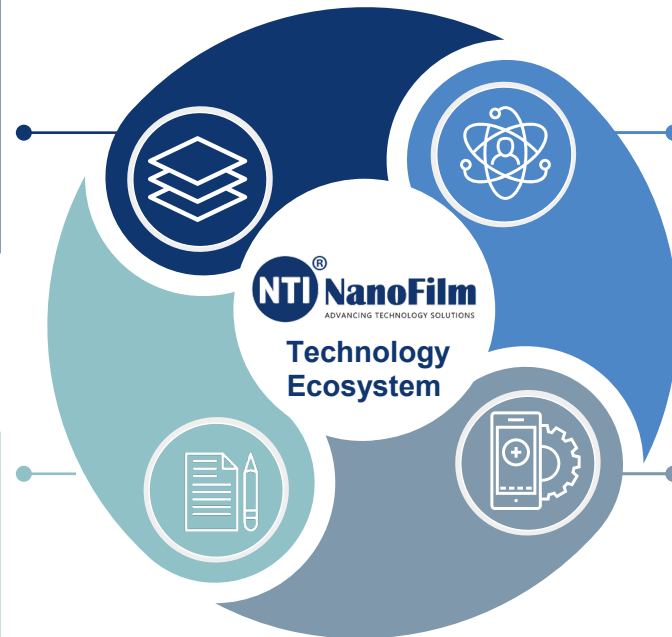
*Blend of In-house Expertise and Client-Driven Customization*

## In-house Proprietary Production Equipment

- ✓ Able to offer **comprehensive end-to-end nanotechnology solutions**
- ✓ **~0.8 years Payback Period** for Coating Equipment<sup>(1)</sup>

## Blend of R&D and Engineering Capabilities

- ✓ **In-house engineering capabilities complements R&D platform** and facilitates mass production



## New & Differentiated Advanced Materials

**TAC-ON®**  
(Tetrahedral Amorphous Carbon)

**iTAC®**  
(Thick Tetrahedral Amorphous Carbon)

**MiCC®**  
(Nano-crystalline chromium nitride)

**FCVA Metals**

## Production Excellence

- ✓ Able to handle **high volume and high mix product demand**
- ✓ **Reduce total cost per unit production**
- ✓ Ability to achieve **mass production of products and services within short lead time**

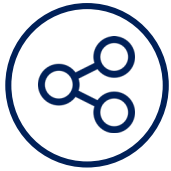
(1) Based on average revenue per equipment and average cost of equipment in the six months ended 30 June, 2020. Please refer to financial section for additional details.  
Source: Company information.



## Nanofilm Group Key Strengths



# Key Strengths



**1 Differentiated Technology-based Solutions Drive Sustainable Competitive Advantage**



**2 Mission-Critical Products Enable Customers and Create Stickiness**



**3 Multiple Avenues for Growth from a Large TAM and Favorable Secular Industry Trends**



**4 Strong in-house R&D, Engineering and Production Capabilities Drive Additional Value Creation**

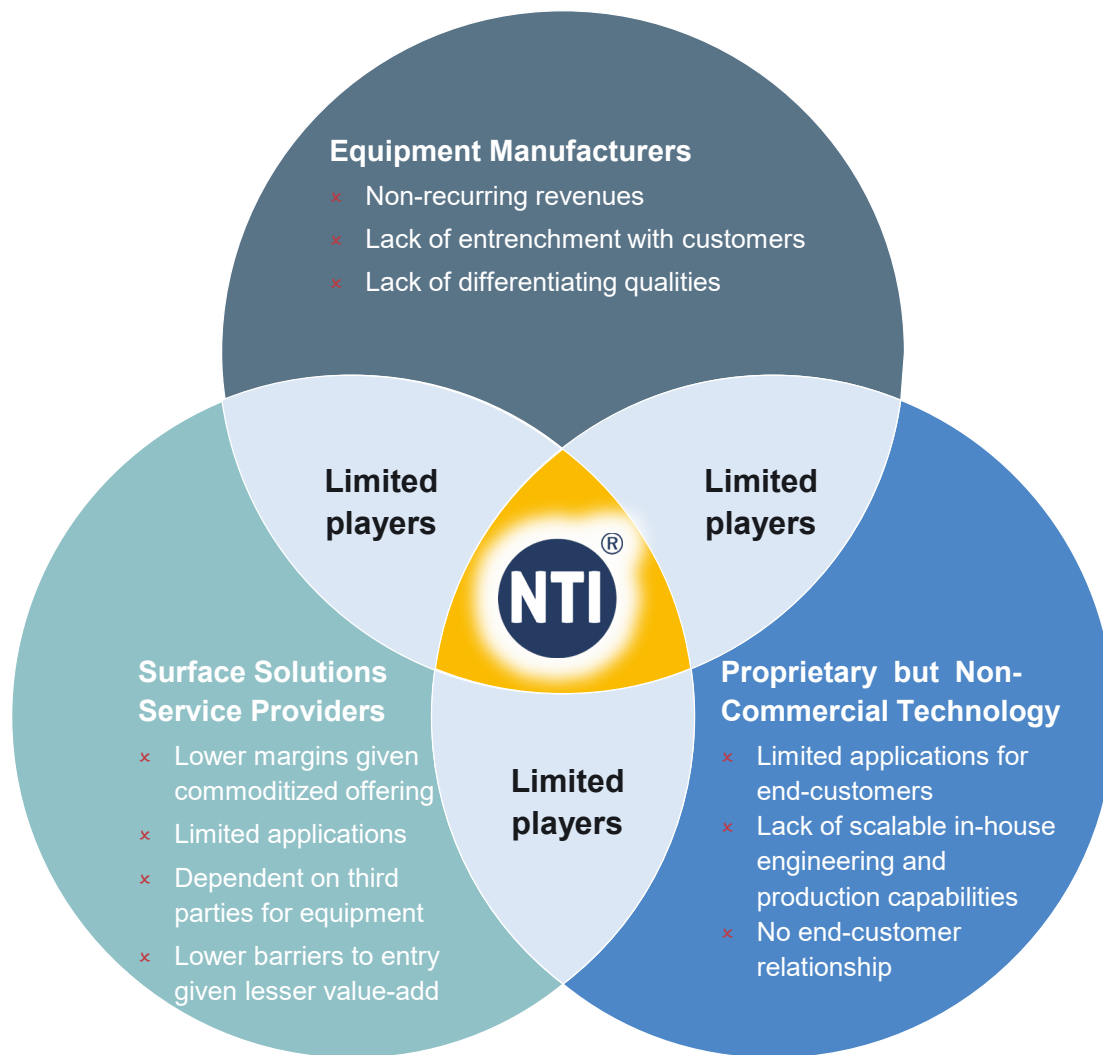


**5 Demonstrated Strong Growth and Resilient Margin Performance**



**6 Experienced Founder and Management Team**

# 1 Differentiated Technology-based Solutions Drive Sustainable Competitive Advantage



**A** Differentiated technology-based solutions enabling mission-critical applications



**B** Full-service in-house Equipment and Surface Solutions Capabilities



**C** Redraws market boundaries opening up broader end-markets exposure



**D** Scalable and Reliable Production Capabilities



**NTI Sustainable Competitive Advantage**



## 2 Mission-Critical Products Enable Customers and Create Stickiness

*Enabling customers to achieve high value-add improvements in their end-products*

### Superior Functional Properties

### Aesthetic Enhancements

### New Applications



Piston Rings



HPLC Components



Tablet Logos



Fuel Cells Bipolar Plates

#### Improved Properties

- Extends useful life via improved corrosion and wear resistance
- Improves Hardness

- Enables laser cutting of thin layer of stainless steel plates, for deposition with a broad range of color choices

- Replace expensive materials
- Functional performance
- Improves aesthetic qualities

#### Applications

- Smartphones, computers and wearables
- Multi functional printers components
- EMI<sup>(1)</sup> coatings on plastics in camera brackets in devices
- Piston Rings
- HPLC Pumps / Valves

- Tablets
- Smartphones

- Engine components
- FMCG applications
- Fuel Cells

### Winning Formula for Customers

1 Differentiated Solutions with Improved Properties

2 Expands Market Possibilities

3 High value-add functional and aesthetic improvements

(1) Electromagnetic Interference

Note: The blue shaded portion of each of the images denotes NTI's contribution. Source: Company Information.

Technology

Mission-Critical

Growth

Execution

Track Record

Team

# 2 Mission-Critical Products Enable Customers and Create Stickiness

Showcasing customers' reliance on our nanotechnology

Segment / Product(s)	3Cs (Wearables)	Automotive (Piston Rings)	Printing & Imaging (Multi function printers components)	Precision Engineering (HPLC Components)
<b>Pain Points</b>	<ul style="list-style-type: none"> <li>Constant movement leads to wear and tear and discoloration etc.</li> </ul>	<ul style="list-style-type: none"> <li>High wear and tear leading to engine friction loss</li> </ul>	<ul style="list-style-type: none"> <li>Wear and tear due to frequent movement and high temperature</li> </ul>	<ul style="list-style-type: none"> <li>Only able to coat on stainless steel reducing optionality for customers</li> </ul>
<b>Our Solution</b>	<ul style="list-style-type: none"> <li>Enabled wearables with higher wear resistance, lower friction and broader color choices</li> </ul>	<ul style="list-style-type: none"> <li>Extended piston ring useful life by &gt;5x</li> <li>Lower emissions and energy loss</li> </ul>	<ul style="list-style-type: none"> <li>Provided components with superior properties (hardness, wear resistance, low temperature deposition)</li> </ul>	<ul style="list-style-type: none"> <li>Deposit on ceramics and plastics</li> <li>Maintain hardness, cohesion, wear resistance</li> </ul>
<b>Our enablement</b>	<ul style="list-style-type: none"> <li>Enabled Customer Z to produce affordable wearables with longer useful life</li> </ul>	<ul style="list-style-type: none"> <li>Enabled auto suppliers to meet Euro VI emission standards</li> </ul>	<ul style="list-style-type: none"> <li>Extended useful life of components and reduced replacement cost for Canon and Customer F</li> </ul>	<ul style="list-style-type: none"> <li>Enabled Customer W to use a wider range of materials for HPLC</li> </ul>
<b>Segment % of 2019 Revenue<sup>(1)</sup></b>	<p>22.5% (Wearables &amp; Accessories)</p>	<p>1.8% (Automotive)</p>	<p>9.0% (Printing &amp; Imaging)</p>	<p>3.6% (Precision Engineering)</p>
<b>Revenues (\$m, YoY Growth)</b>	<p>2019: 32.2 (71% YoY Growth) 1H2020: 20.5 (123% YoY Growth)</p>	<p>2019: 2.6 (521% YoY Growth) 1H2020: 4.8 (1,100% YoY Growth)</p>	<p>2019: 12.9 (19% YoY Growth) 1H2020: 5.6 (11% YoY Growth)</p>	<p>2019: 5.1 (21% YoY Growth) 1H2020: 2.6 (24% YoY Growth)</p>

Source: Company information, Note: (1) Proportion of AMBU revenues by end-markets as a percentage of total revenues for NTI.



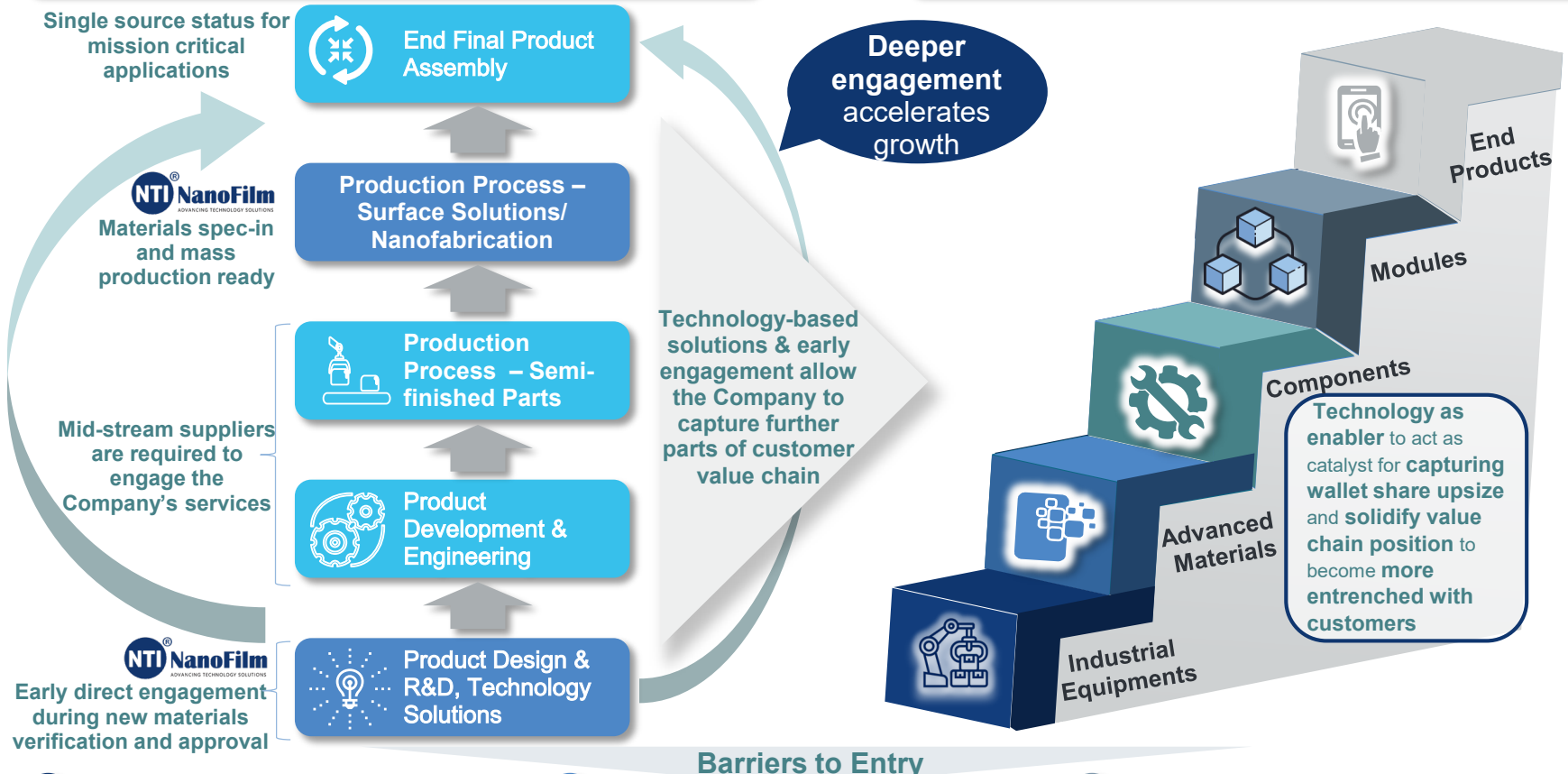


# 2 Mission-Critical Products Enable Customers and Create Stickiness

*Entrenchment with Customers Will Grow Even Stronger With Time*

**Early Direct Engagement with End-Customers in their Product Development and Design Process**

**Demonstrated Upsize Value Chain Creation**

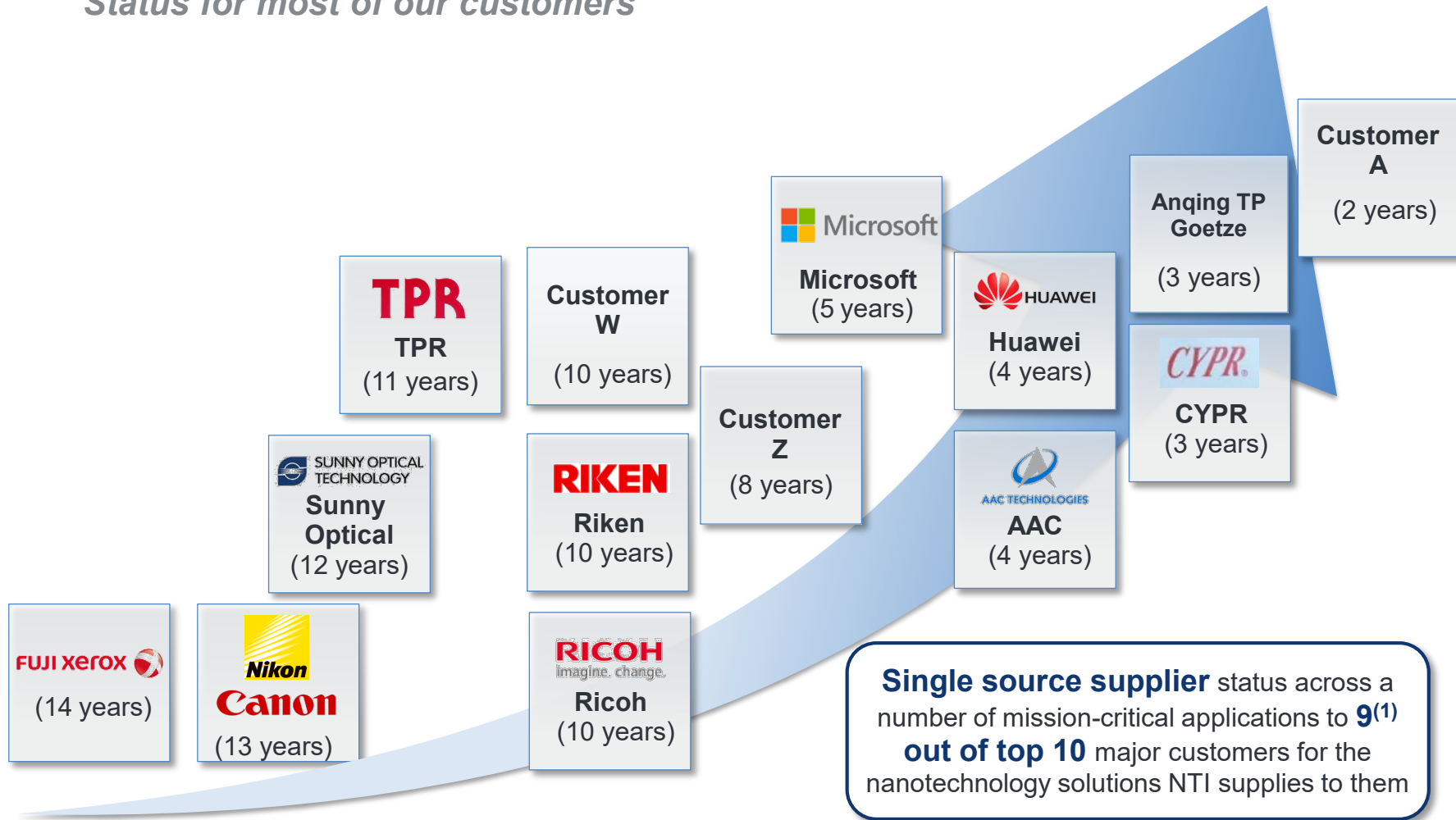


Source: Company information.



## 2 Mission-Critical Products Enable Customers and Create Stickiness

*Strong Track Record with Blue-chip Client Base with Single Source Supplier Status for most of our customers*



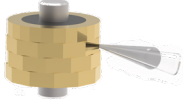
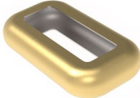
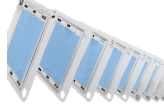


(1) Including customers where Nanofilm is partially sole source. Including 4 direct customers and 5 end-customers.  
Source: Company information.



# 3 Multiple Avenues for Growth from a Large TAM and Favorable Secular Industry Trends

*Selected case studies of value chain integration*

Product(s)	Piston Rings and Engine Parts 	3C / Logo and Button 	Optical Sensing 	Device Modules 	Functional Enablers (MFP, Fuel Cells) 
Customer Pain Point	<ul style="list-style-type: none"> <li>Piston rings account for 30% of engine friction loss</li> </ul>	<ul style="list-style-type: none"> <li>Logos require high aesthetic and functional coating</li> </ul>	<ul style="list-style-type: none"> <li>Requirement for miniaturization while maintaining performance</li> </ul>	<ul style="list-style-type: none"> <li>Demand for vertical integration in FMCG modules</li> </ul>	<ul style="list-style-type: none"> <li>Coatings critical to impart features like electro-chemical properties</li> </ul>
Our Solution	<ul style="list-style-type: none"> <li>Extended piston ring useful life by &gt; 5x</li> <li>Enabled component suppliers to meet Euro VI emission standards</li> </ul>	<ul style="list-style-type: none"> <li>Laser cut stainless steel plates for deposition</li> <li>Thin layer deposition with fashionable color choices</li> </ul>	<ul style="list-style-type: none"> <li>Integrated coatings for electro-mechanical sensor systems</li> </ul>	<ul style="list-style-type: none"> <li>Vertical integration from substrate shaping to polymer molding along with additional color choices, corrosion resistance</li> </ul>	<ul style="list-style-type: none"> <li>Integrated coatings with electronics / electric functions</li> </ul>
Value Chain Integration	<ul style="list-style-type: none"> <li>JV supplies components to CYPR</li> <li>Enables NTI to produce more components for CYPR and diversify to other suppliers</li> </ul>	<ul style="list-style-type: none"> <li>Become one-stop supplier for logos</li> </ul>	<ul style="list-style-type: none"> <li>NTI presence across value chain from mechanical structure molding to coating and testing</li> </ul>	<ul style="list-style-type: none"> <li>New and more effective way to make modules for FMCG products</li> </ul>	<ul style="list-style-type: none"> <li>Facilitate new device architecture through reverse processing of epoxy</li> </ul>

**Value chain integration enables NTI to provide benefits to customers like lower cost, shorter supply chains, higher margins and increased control over procurement while expanding its own addressable market**



Source: Company information.  
 Note: (1) CYPR is one of the leading automotive component supplier for diesel engines in China.

# 4 Strong in-house R&D, Engineering and Production Capabilities

## Drive Additional Value Creation

### Support Manufacturing More Efficiently

#### Common Activities Captured in Manufacturing Execution System (MES)

- ▲ Managing Process Orders & WIP
- ▲ Managing Material
- ▲ Managing Labor
- ▲ Managing Equipment
- ▲ Managing Quality



### Demonstrated Value Creation

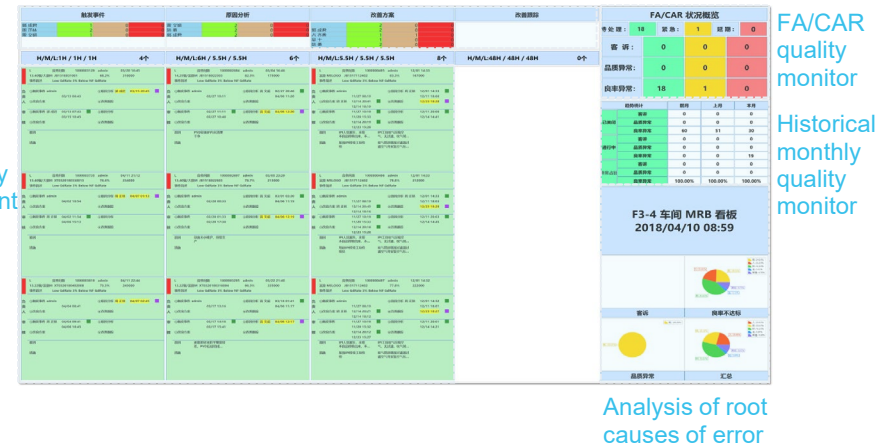
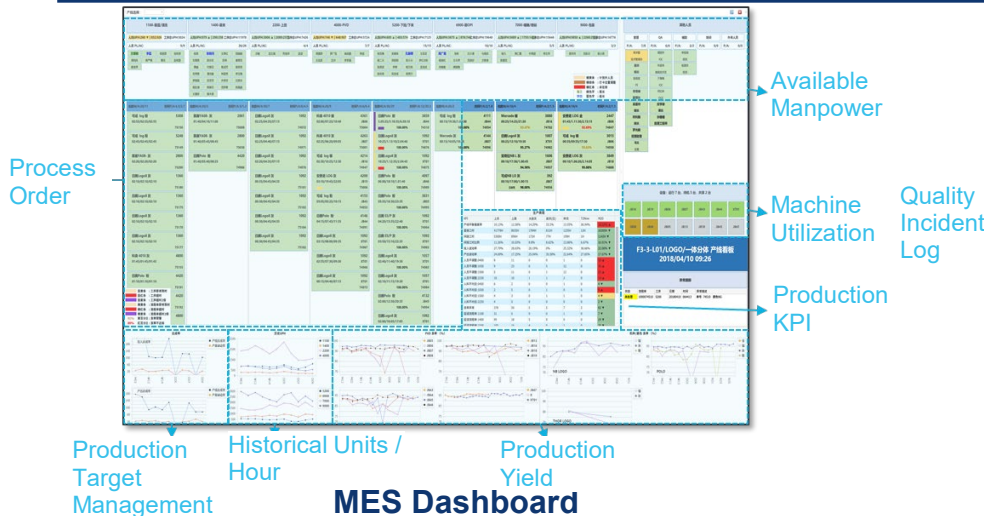
Total Cost Per Unit Reduction  
**13%**

Improve Manufacturing Cycle Time  
**7%**

Improve Overall Equipment Effectiveness  
**6%**

Reduction in Lead Time to Procure Supplies  
**40%**

### Real Time Monitoring of Key Metrics



Source: Company information.



# 5 FY2020: Record Financial Year

## Revenue – Strong and accelerated growth

(S\$m)

## Adjusted EBITDA – Grew at faster pace

(S\$m)

## PATMI – Up 61% YoY

(S\$m)

NTI Group  
YoY  
Growth (%)

16%

53%

13%

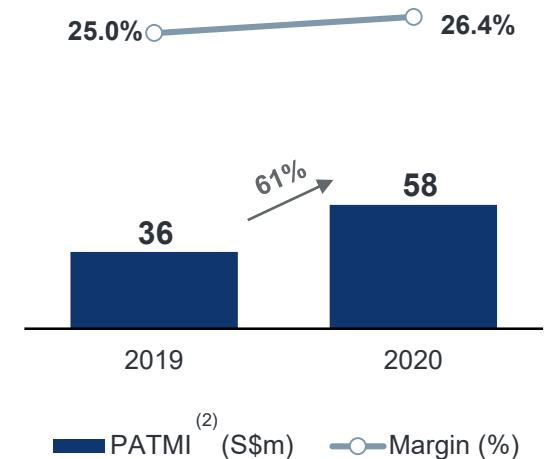
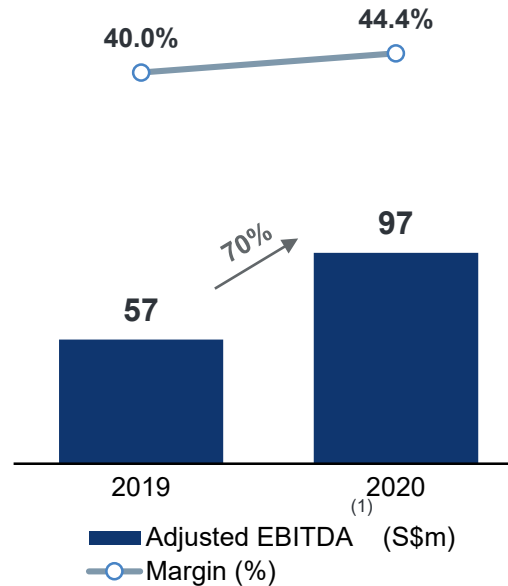
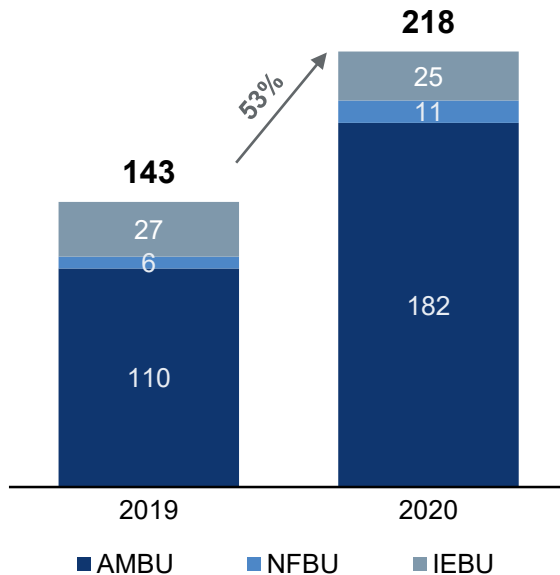
70%

22%

61%

- AMBU strong growth underwritten by 3C and Automotive sub-segments
- Strong growth from NFBU driven by mass production of Fresnel lenses

- Higher rate of growth in income benefited from economies of scale and operational excellence, with increased efficiency and effectiveness of our production processes
- Notwithstanding the incurrence of one-off net listing expenses of S\$2.2 mil and restricted shares award costs of S\$3.2 mil, partially offset by the receipt of Covid-19 related government grants of S\$1.2 mil



Technology

Mission-Critical

Growth

Execution

Track Record

Team

## 6

## Experienced Founder and Management Team

*Significant strategic and operational experience in their respective fields*

### Founder and Executive Chairman



**Dr Shi Xu**

- Founded Nanofilm in 1999, as a technology spin off from NTU
- Visionary founder of NTI who developed the Company's proprietary nanotechnology offering
- Recipient of National Technology Award from National Science and Technology Board in 2000, Innovation Award from Economic Development Board in 2001, EY Entrepreneur of the Year (Singapore) in 2017
- Previously served as Associate Professor at NTU

### Nanofilm Management Team

Name	Position	Industry Experience (Years)	Selected Previous Experience
 <b>Mr Lee Liang Huang</b>	• CEO	c. 33	 MI Holdings Pte Ltd.
 <b>Mr Gary Ho</b>	• CCO	c. 24	
 <b>Mr Ricky Tan</b>	• COO	c. 26	   
 <b>Mr Lars Lieberwirth</b>	• CTO	c. 21	  
 <b>Mr Kay Lim</b>	• CFO	c. 13	   

Technology

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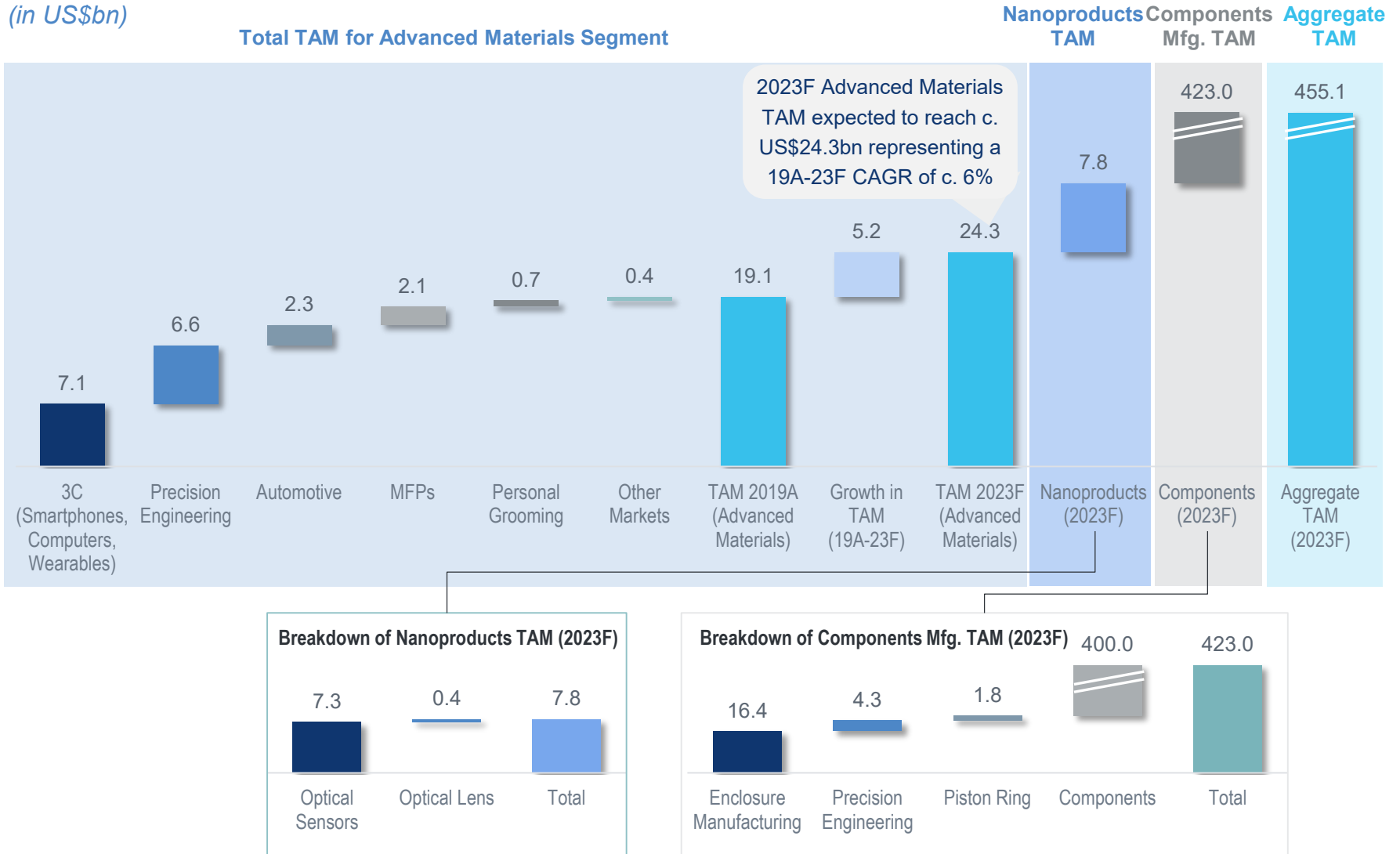
Team

**Nanofilm Group**  
Outlook



# Current Sizeable TAM with Strong Growth Trajectory

Total Addressable Market Size  
(in US\$bn)



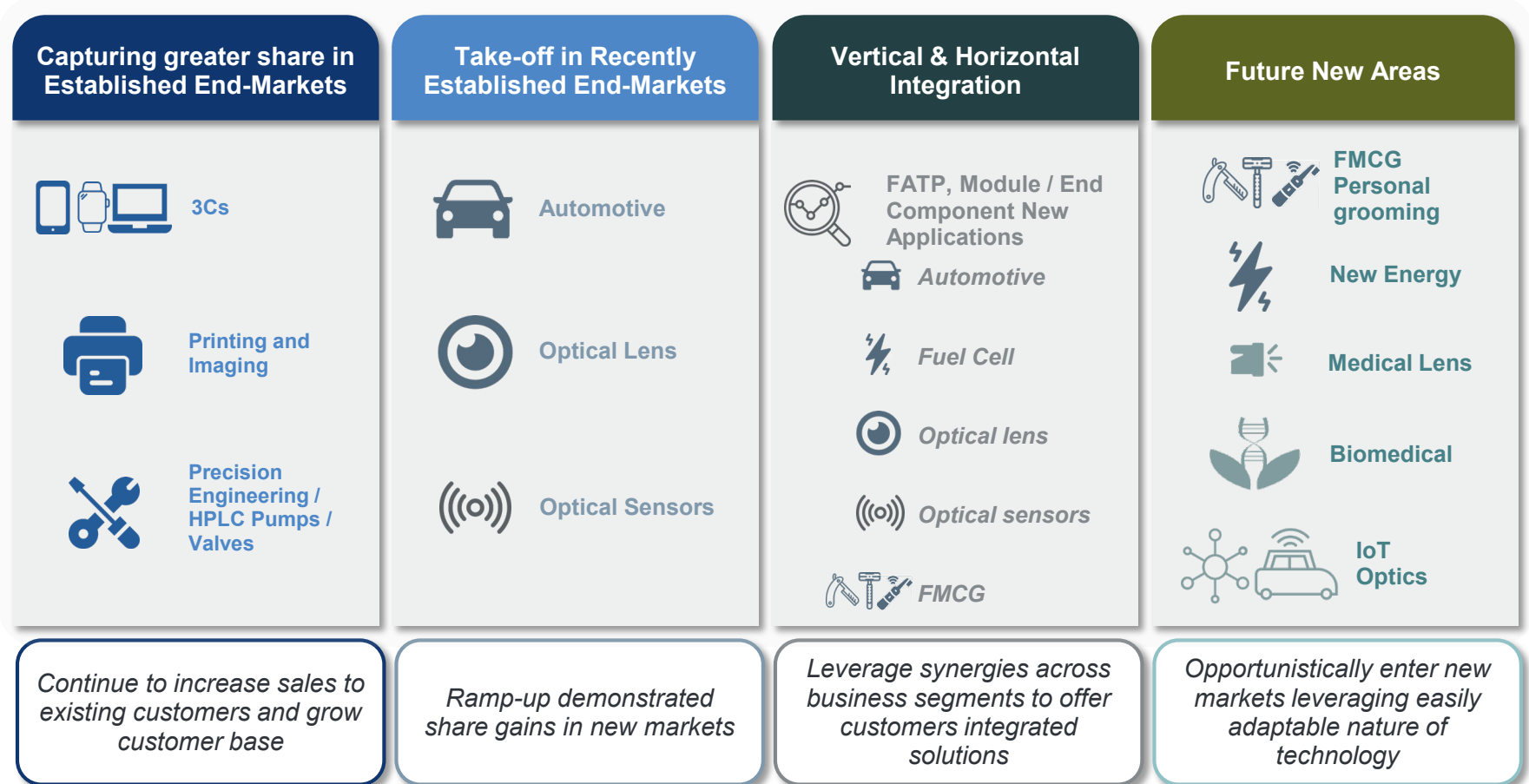
Source: Frost & Sullivan, Company Information.

# Well-Positioned for Multiple Avenues of Growth

Executing Strategy to Maximize our Core Enabling Technologies in Applications & End-Markets to Achieve Sustainable Long-Term Growth

Advanced Materials Market size 2023E: US\$24.3bn<sup>(1)</sup>

Value Chain Integration - Components TAM 2023E: US\$423bn<sup>(1)</sup>



Source: Frost & Sullivan, Company Information.  
 (1) Based on Frost & Sullivan's forecast in its IMR



**Thank You**

