



LMS COMPLIANCE LTD. CORPORATE PRESENTATION (SGX: LMS)

Corporate Insights Presentation



GLOBAL LOCAL LABORATORIES

Enabler

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The contact person for the Sponsor is Mr Alex Tan, Chief Executive Officer, ZICO Capital Pte. Ltd. at 77 Robinson Road, #06-03 Robinson 77, Singapore 068896, telephone (65) 6636 4201.

Agenda



01 **Company Overview**

02 **Financial Highlights**

03 **Competitive Strengths**

04 **Business Strategies and
Future Plans**



| Company Overview



Who Are We?



Independent
Testing, Certification, Assessment, and Assurance
services provider and accredited by
Standards Malaysia and Accountability.

STANDARDS
MALAYSIA

SAMM NO: 384, 564, 752
MY CO2 (PG) SDN BHD
MY CO2 (KL) SDN BHD
MY CO2 (JB) SDN BHD

ACB: QMS-26, FSMS-09, OSH-10, HACCP-07
MY CO2 CERTIFICATION SDN BHD



AA1000
Licensed Assurance Provider
000-460

AA1000AS (000-046)
MY CO2 CERTIFICATION SDN BHD
Malaysia; Singapore; China; Thailand; Indonesia

At a Glance



2006

Founded



41

Countries

for Conformity Assessment
Technology



>13,700

Clients



>24,000

Online Users
for Conformity Assessment
Technology



>1,100

Accredited tests



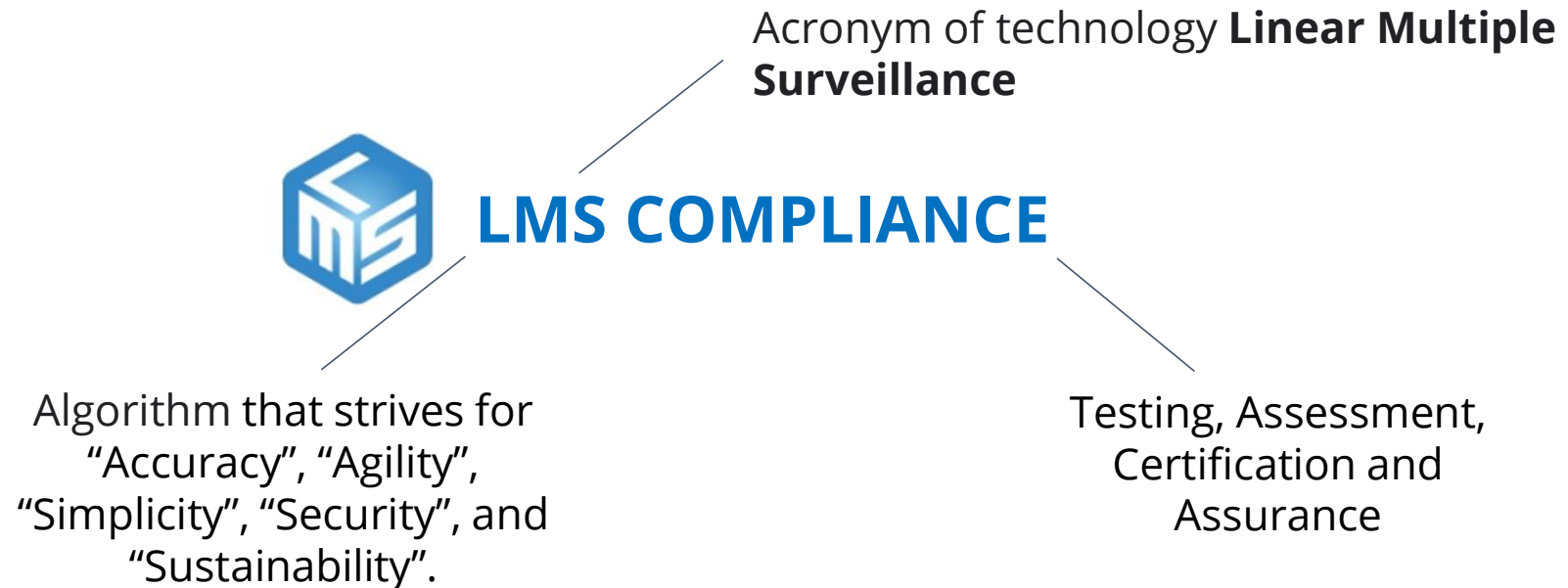
>1,000,000

**Conformity Assessment
Activities since 2006**

Our Brand



Company Overview: **LMS Compliance Ltd.** offers quality [testing and certification services](#) for its customers across a gamut of industries, ranging from food and healthcare to industrial and Greentech



Corporate Video



What Do We Do?



We certify **product safety and quality** to meet the international standards of bilateral trade that could reduce **technical barriers to trade**.

Our Competitors



SGS

eurofins

intertek

AGAINST WHOM DO WE COMPETE



Now & Moving Forward



We provide **limited assurance** for organisation **GHG inventory**, validate **emission reduction projects**, verify **sustainability reports**, assess **carbon lifecycle**, and determine the **product carbon footprint** to support the Carbon Pricing eco-system



AA1000

Licensed Assurance Provider

257

000-460

MY CO2 CERTIFICATION SDN BHD

NOW

2024 H2

**STANDARDS
MALAYSIA**



**Singapore
Accreditation
Council**

VERIFICATION AND VALIDATION BODY


<https://www.myco2.com.my/services/assurance.html>

Assurance Services



MyCO2 holds an AA1000AS License ([000-460](#)) for Assurance Provision and can verify Scope 1, 2, and/or 3 greenhouse gas (GHG) emissions for organisations.

Assurance services provided include:

 <p>AA1000 Licensed Assurance Provider 000-460</p>	 <p>SUSTAINABLE DEVELOPMENT GOALS</p>	 <p>NET ZERO CARBON CCF FOOTPRINT</p>	 <p>SUSTAINABLE DEVELOPMENT GOALS</p>	 <p>TCFD</p>	 <p>2015</p>	 <p>Biodegradable Ecolabelling Program (Type I)</p>	 <p>LCA</p>
<p>Assurance</p> <p>AA1000AS: Assurance Provision</p>	<p>GHG Inventory Verification</p> <p>ISO 14064-1: Organisation Quantification of Greenhouse Gases (GHG)</p>	<p>GHG Removal Validation & Verification</p> <p>ISO 14064-2: Carbon offsetting, removal, and reduction projects</p>	<p>Product Carbon Footprint (PCF)</p> <p>ISO 14067: Cradle-to-Gate Life Cycle Assessment</p>	<p>Sustainability Report (ESG)</p> <p>ESG Assurance: Ensuring Confidence in Your Sustainability Journey</p>	<p>Self-Declared Environmental Claims (Type II)</p> <p>ISO 14021: Claims on "Eco-Friendly, Compostable, Energy Efficiency"</p>	<p>Biodegradable Ecolabelling Program (Type I)</p> <p>ISO 14024: Type I environmental labelling</p>	<p>Life Cycle Assessment (LCA)</p> <p>ISO 14044: Environmental Management</p>

Five Business Segments



LMS Compliance Ltd.

TESTING & ASSESSMENT

ISO/IEC 17025 accredited laboratories provide laboratory testing and assessment services to assist customers in achieving compliance with industry standards and ensure consumer products' safety



95.8%
FY2023
Revenue

CERTIFICATION

ISO17021 accredited certification body provides audit and management system certification services such as ISO9001-2015, ISO22000-2018, ISO45001-2018, and MS1480-2019.



1.5%
FY2023
Revenue

TRADING

Trading and distribution of chemicals, testing equipment, laboratory consumable items, and other products



2.0%
FY2023
Revenue

CONFORMITY ASSESSMENT TECHNOLOGY

Marketing and distribution of the Group's online cloud-based applications, which are developed in-house



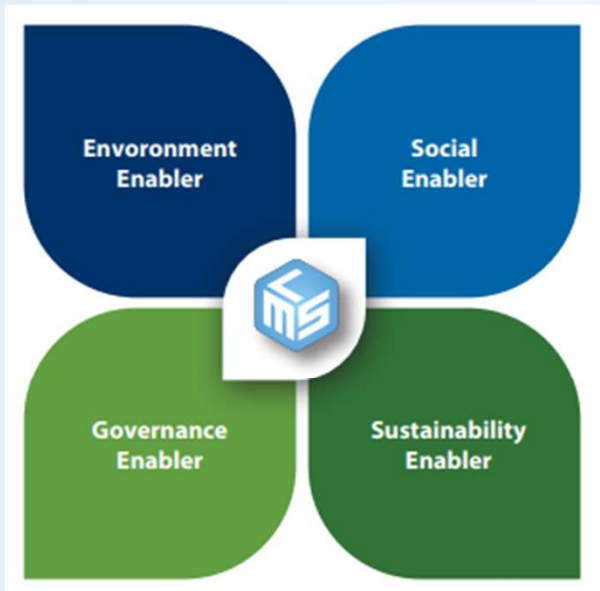
0.7%
FY2023
Revenue

ASSURANCE, VALIDATION & VERIFICATION

Partnering with legal experts and enlisting the help of chartered accountants, ESG (Sustainability) reporting service will be made available to the global market subject to the GRI, SASB, TCFD, and SGX 27 Core Metrics.



ESG Enabler



Testing Services



Environment



Environmental Pollutant Monitoring



Scheduled Waste Analysis



Waste Characteristics Analysis



Boundary Noise



Impacts of projects on the environment



Water Quality

E Enabler

Food and Product Safety and Quality



Microbiological testing



Nutrition Facts Testing



Food Packaging Materials Testing



Pharmaceutical & Traditional Herbs Testing



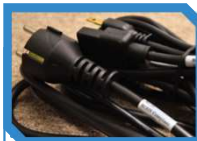
Halal and Nuclei Acid Testing



Free Sales certification application for exports

S Enabler

Industry Compliance



Use of hazardous substances in electronic equipment



Lubricant



Calibration & Maintenance



Hand Sanitizer Testing



Failure Analysis in electronic circuit boards




Medical Face Mask Testing

S Enabler


Assessment Services




Workplace Safety and Hygiene



Mobile Audiometric



LEV (Local Exhaust Ventilation)




CHRA (Chemical Health Risk Assessment)



Noise Exposure Monitoring



Personal Exposure Monitoring



OHD services



Testing and Assessment Services

The Group's Testing and Assessment services provide fundamental scientific data such as but not limited to carbon footprint, water quality, air quality, noise pollution, workplace safety and hygiene for ESG reporting that orchestrate the below Sustainability Developments Goals (SDGs).



Environment

Social

Certification Services



Certification audits that orchestrate the ESG compliance

ISO 14001: 2015
Environmental Management
System Certification*



ISO 45001: 2018
Occupational Health &
Safety Management
System Certification



ISO 22000: 2018 Food
Safety Management
System Certification



MS1480: 2019 Food Safety
according to the Hazard
Analysis Critical Control
Points (HACCP) System



* Audit under licensing ** Training and workshop

ISO 26000: 2010 Social
Responsibility*
ISO 37000: 2020 Governance
of Organization*

ISO 37001: 2016 Anti-
Bribery Management
System Certification*

ISO 27001: 2022
Information Security
Management System
Certification*

Social Audit: RBA,
SEDEX, SA8000, SMITA
certification**



Certification Services



MY CO2 Certification is an ISO/IEC 17021 accredited certification body providing audit and management system certification services accredited by the Department of Standards Malaysia.

Certification audits provided include:



ISO 9001: 2015 Quality Management Systems Certification



ISO 45001: 2018 Occupational Health & Safety Management System Certification



ISO 22000: 2018 Food Safety Management System Certification



MS1480: 2019 Food Safety according to the Hazard Analysis Critical Control Points (HACCP) System



Assurance, Validation and Verification on sustainability information certification

ISO 14001: 2015 Environmental Management System Certification*

ISO 27001: 2022 Information Security Management System Certification*

Social Audit: RBA, SEDEX, SA8000, SMITA certification**

Our certification logos are used to show that the organization has been certificated by our Group to be in compliance with the applicable ISO standards.

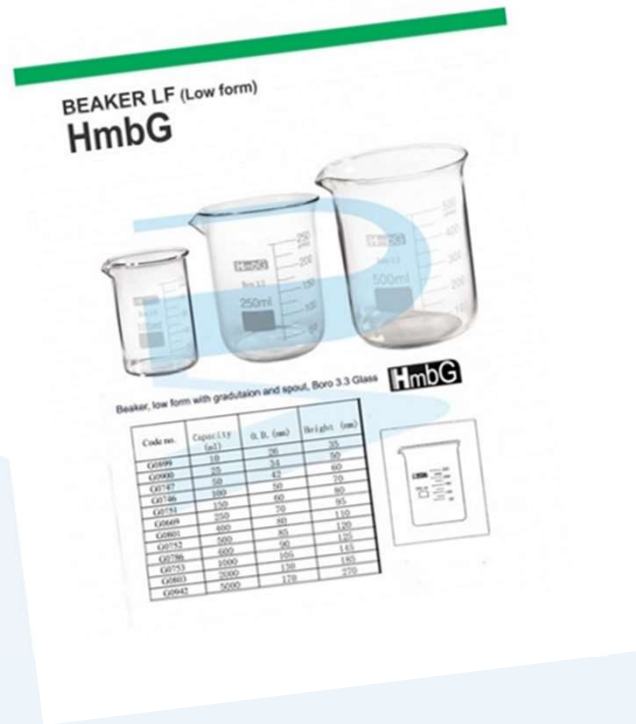


* Audit under licensing ** Training and workshop

Trading



Trading and distribution of broad range of analytical instruments, testing equipment, chemicals, glassware and laboratory consumable items



Conformity Assessment Technology



ikin

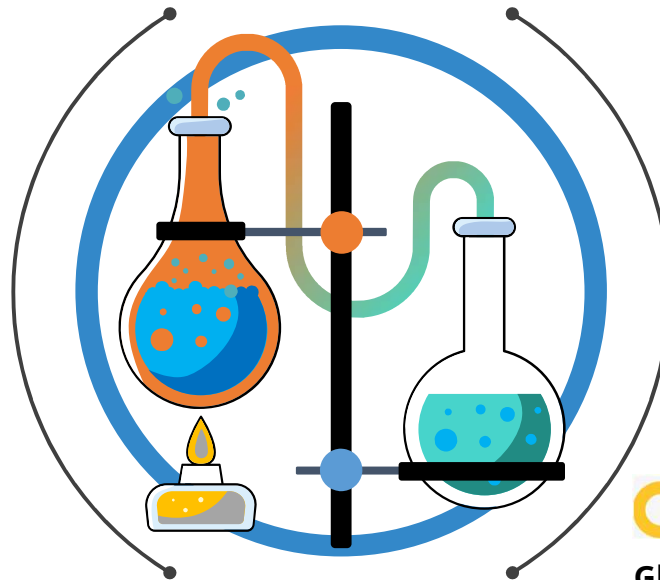
Digital **laboratory information management system** to streamline and digitalise laboratory operations

 **2** ENTERPRISE USERS

 **24,000** LITE USERS
online users

 **41** Countries

*for the period of 1 year up to 16 September 2022.
Free cloud-based version available*



 **21** ENTERPRISE USERS

izen

Document Management System:
Cloud-based one-stop automated workflow ISO certification platform that enhances the efficiency of certification process for businesses

 **50** products (tier 1)

isinz

Global real-time surveillance and access to data (such as safety and hygiene information about products or premises) through QR code.



Industries and Footprint



As of 31 December 2023, for clients in a multitude of sectors:

- 1 Food
- 2 Feed
- 3 Fertiliser
- 4 Pharmaceutical
- 5 Medical devices
- 6 Healthcare
- 7 Industrial
- 8 Greentech

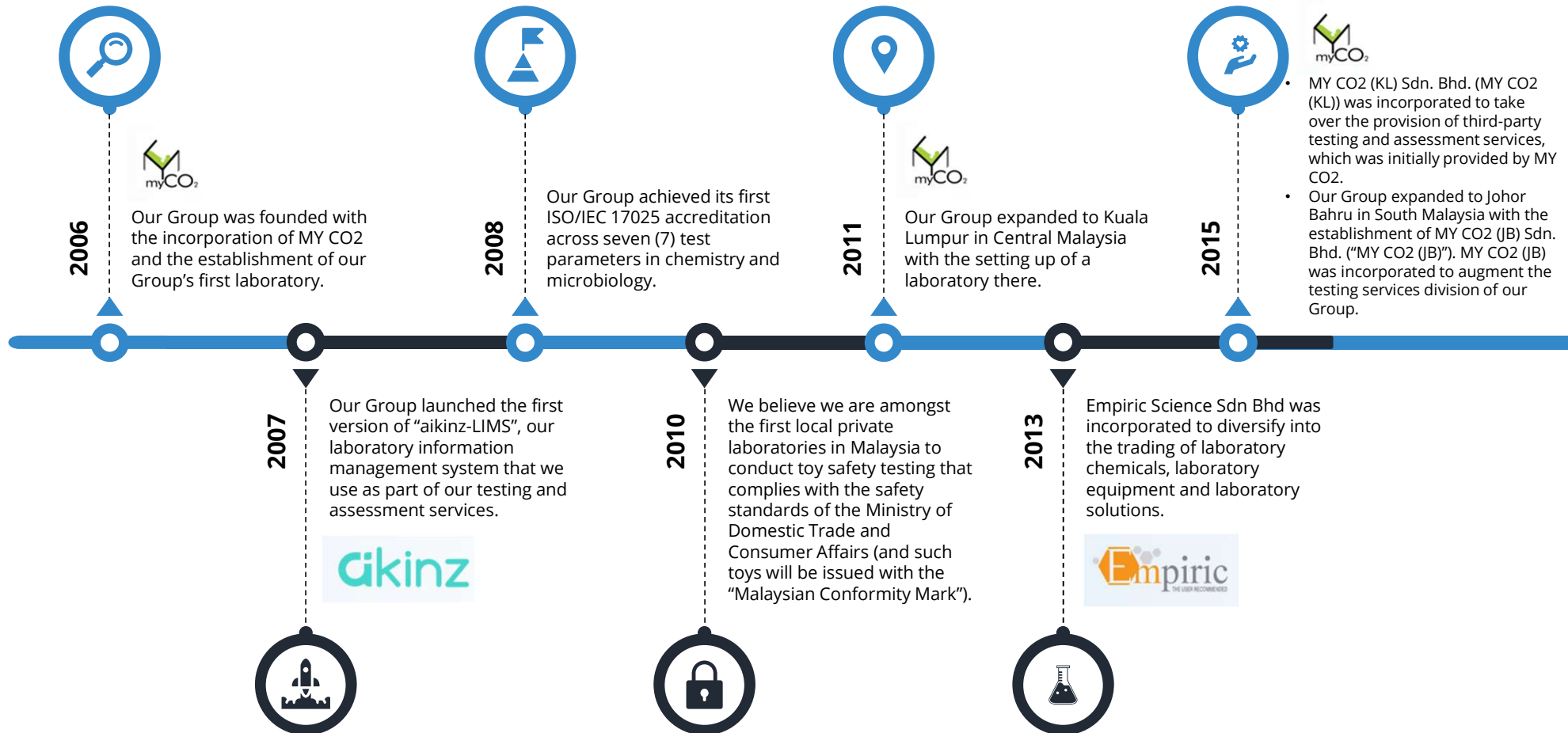
3 accredited laboratories, 1 sales office, and 2 aikinz labs across Malaysia



- Accredited Laboratories
- Sales Office
- Third-party laboratories licensed AikinZ-LIMS

Our testing services allow businesses, their customers, regulators and other stakeholders to assess the quality and safety of products or materials, validate if the manufacturing process is achieving intended outcomes, as well as check for compliance with the applicable standards and regulations.

Key Milestones



Key Milestones



azeinz

2016

- Our Group launched the first version of "azeinz", our cloud-based automated workflow ISO certification platform.
- Our Group incorporated MY CO2 Certification Sdn Bhd. ("MY CO2 Certification"), which provides audit and management system certification services to our customers.



2018

To complement our testing and assessment services, our Group introduced its first electronic certificate of analysis (which allows test results to be accessed via an embedded QR code). This improves security and traceability of the certificates, as well as reduces costs and likelihood of forgery.



aikinz azeinz

2021

Our Group began licensing our applications such as "aikinz-LIMS" and "azeinz" to third party laboratories operating in Kuching.

2017

As part of the ongoing consolidation of our testing and assessment division, our Group established MY CO2 (PG) Sdn. Bhd. ("MY CO2 (PG)") to provide testing services, in addition to MY CO2 (KL) and MY CO2 (JB).



2020

- Our Group first conducted face mask testing that complies with ASTM 2100 and EN 14683:2019 specifications.
- After continually updating versions of "aikinz-LIMS" and "azeinz" over the years, our Group commercialised these digital systems and applications by licensing and/or selling these to third party users.



2022

- Our Group established a sales office in Kota Bahru to market and promote our services.
- Our Group launched a digital product, "aisinz", that provides global real-time surveillance and access to data (such as safety and hygiene information about products or premises) through QR code.



aisinz

Key Milestones



0kgCO₂e/COA

- Our Group has launched ESG assurance services focusing on sustainability reporting, carbon accounting, and carbon credits. Additionally, we have begun to report the Product Carbon Footprint (PCF) on each conformity assessment activity.

2023



0kgCO₂e/COA



This report is strictly not for circulation, advertising or legal proceeding purpose and cannot be reproduced except in full without written approval of the laboratory. **Test report issued by MY CO2 (PG) Sdn. Bhd.** Symbol * denote test not accredited. Symbol + denote test externally provided and accredited at SAMM564. Symbol ++ denote test externally provided and accredited at SAMM752. Symbol # denote test externally provided and accredited. The replacement report is indicated with Tr suffix to the original lab ref. no. Symbol 'y' denote the designated revision number. The latest revision number shall deem to be the final replacement report. Electronic signature is compliance to 21 CFR Part 11.

0.0449kgCO₂e/COA



Authentication

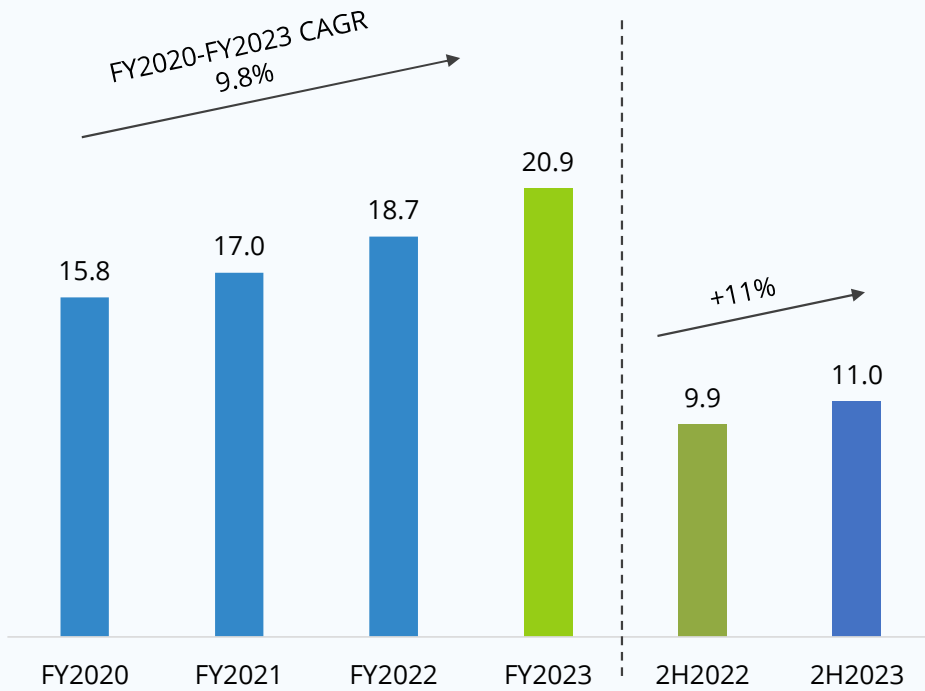
Financial Highlights



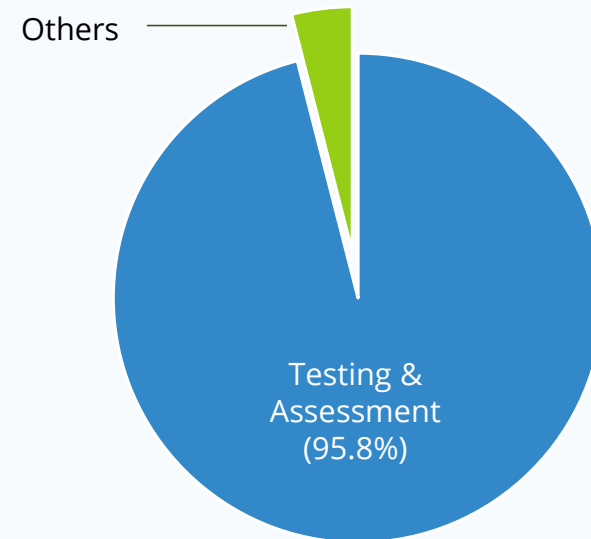
Financial Highlights – Revenue Growth



Revenue (RM million)



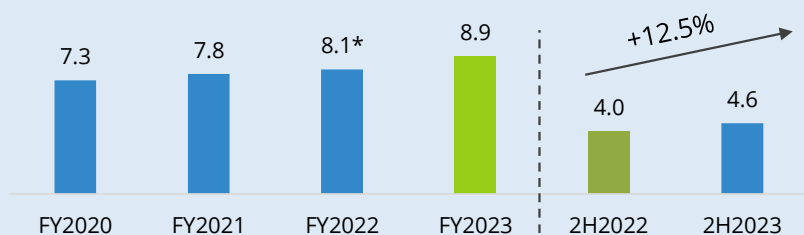
Revenue Breakdown by Segment (FY2023)



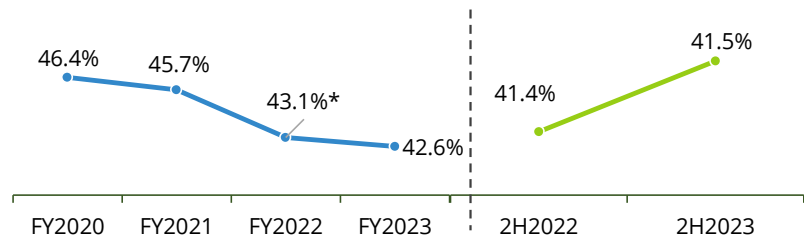
Financial Highlights - Profitability



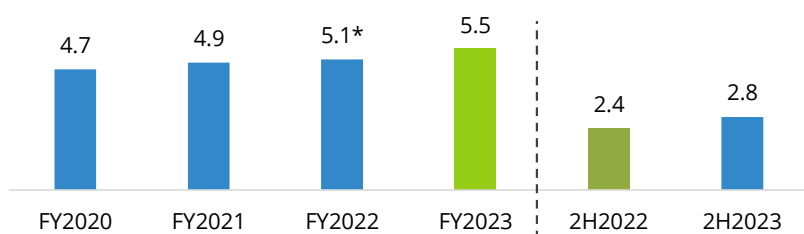
EBITDA (RM million)



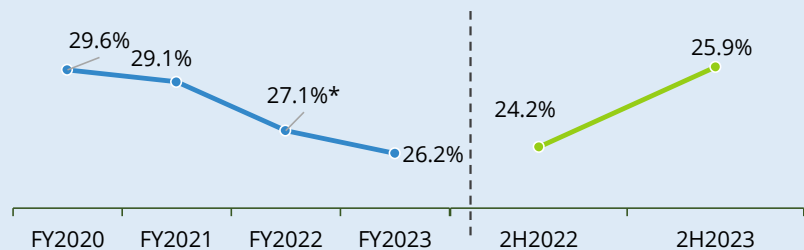
EBITDA Margin



Net Profit (RM million)



Adjusted Net Profit Margin



*Not including one-off listing expenses of RM4.35 million in FY2022

Quick Glance at Financial Ratios



Selected Financial Highlights / Metrics	FY2022	FY2023
Revenue	RM\$18.68 million	RM\$20.9 million
Adjusted EPS*	5.80 RM Cents	6.27 RM Cents
Net Cash	RM\$9.31 million	RM\$14.53 million
Dividend / Share	0.15 Singapore cents	0.35 Singapore cents 0.97 Singapore cents (Special Dividend)
Return on Equity (ROE) **	19%	18%
Net Debt-to-equity (D/E)***	(35.6%)	(35.6%)

*Not including one-off listing expenses of RM4.35 million in FY2022

** Return on Equity was calculated using adjusted net income

***Net Debt to Equity is negative due to the Company's net cash position

Business Strategies and Future Plans



Moving Forward



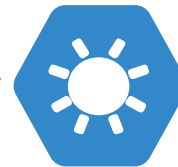
Digitalisation and Digital Transformation



Strategic Alliances and Regional Expansion



**Corporation Governance
[Independence + Diversity]**



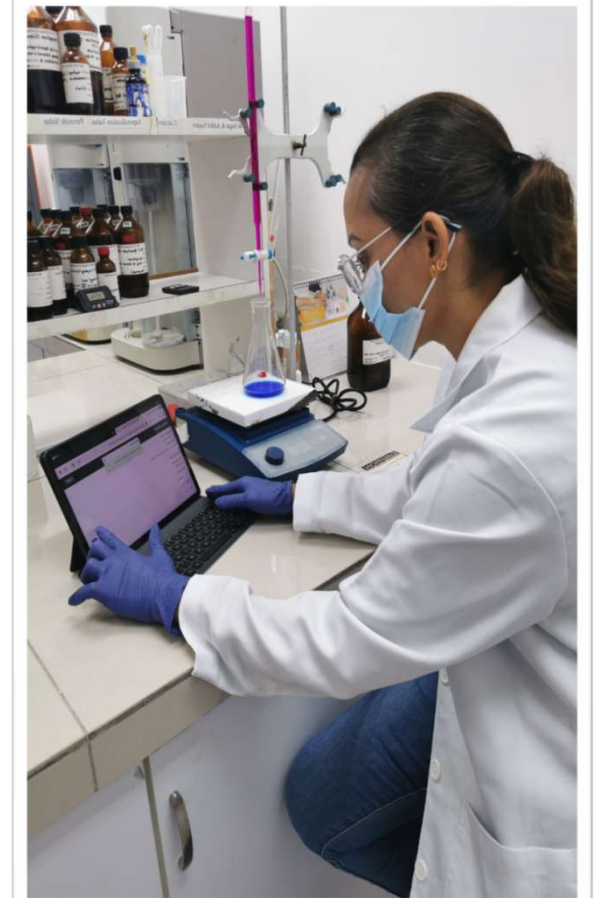
**Sustainability
[E.S.G.D]**

Business Strategies And Future Plans



Digitalisation and Digital Transformation

Focuses on accuracy, agility, simplicity, security and sustainability.



Business Strategies And Future Plans



Strategic Alliances and Regional Expansion

Actively pursuing APAC region



Business Strategies And Future Plans

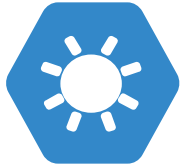


Corporation Governance [Independence + Diversity]

Board Independence: 71.4%
Board diversity (Ethnicity:57.1%)
Percentage of women directors:
42.9%



Business Strategies And Future Plans



Sustainability
[E.S.G.D]

TCFD



OUR BOARD



DATUK FADILAH BT BAHARIN
Independent Chairman

Datuk Fadilah served as the Director General of the Department of **Standards Malaysia** from 2006 to 2020. She was elected at the General Assembly of the International Organisation for Standardisation ("ISO") from 2017 to 2019 to represent Malaysia at the ISO council. She is also a fellow of The Academy of Sciences Malaysia



TAN SRI (DR) GOOI HOE SOON
INED (Chairman of NC)

Tan Sri Gooi is a member of the investment panel of the Employees Provident Fund of Malaysia. He is also a director of the **Securities Commission** of Malaysia. Tan Sri Gooi is a chartered accountant under the Malaysian Institute of Accountants and a member of the Malaysian Institute of Certified Public Accountants.



MS WONG WAN CHIN
INED (Chairman of RC)

Ms Wong is the managing partner of the law firm, Wong & Loh, which has 7 offices in Malaysia. She is also the non-executive chairman of Volcano Berhad, listed on the ACE market of Bursa Malaysia. Ms Wong was admitted as an **Advocate & Solicitor** of the Bar Council Malaysia in 2000



MR ONG BENG CHYE
INED (Chairman of AC)

Mr Ong has more than 27 years of experience in areas such as **accounting, auditing, due diligence,** mergers and acquisitions, and business advisory. He is also currently an independent director of 4 other companies listed on the Singapore Exchange.



DR CHONG JUIN KUAN
Non-INED

Dr Chong holds a PhD in management. He is an associate professor of marketing at the **National University of Singapore**, where he has been working for over 30 years. From 2016 to 2019, he served as the Vice Dean of Research and PhD at NUS Business School.



DR OOI SHU GEOK
Executive Director and
Chief Executive Officer



MS CHONG MOI ME
Executive Director and
Chief Development Officer



Thank You!



emily@gem-comm.com
raymond@gem-comm.com