

# 9M23 Business Update

15 November 2023



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# Financial Update

Group revenue of S\$82.4m

**Life Sciences: 12.2% improvement YoY to S\$15.7m**

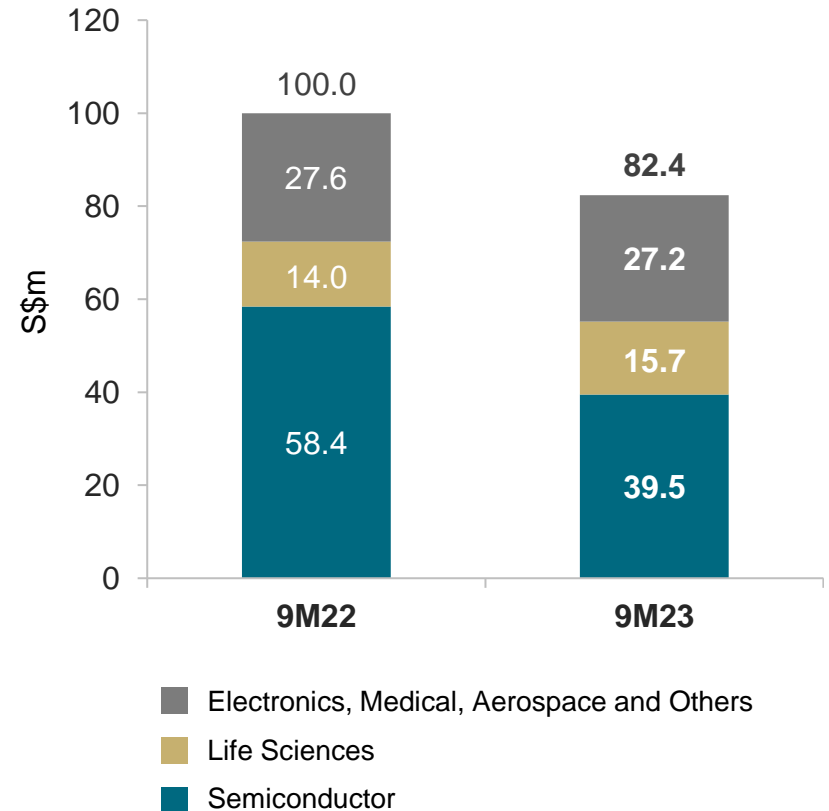
- Wallet share expansion with customers
- Higher number of first-article inspections

**Electronics, Aerospace, Medical and Others: stable YoY at S\$27.2m**

- Higher contribution from aerospace customer, on the back of global aviation industry recovery
- Lower activity in Electronics and Others segment

**Semiconductor: 32.5% decrease YoY to S\$39.5m**

- Back-end semiconductor activity contraction with continued digestion of excess inventories
- Continued onboarding of new front-end semiconductor customers, with more first-article inspections in 3Q23
- Onboarding of new back-end semiconductor customer



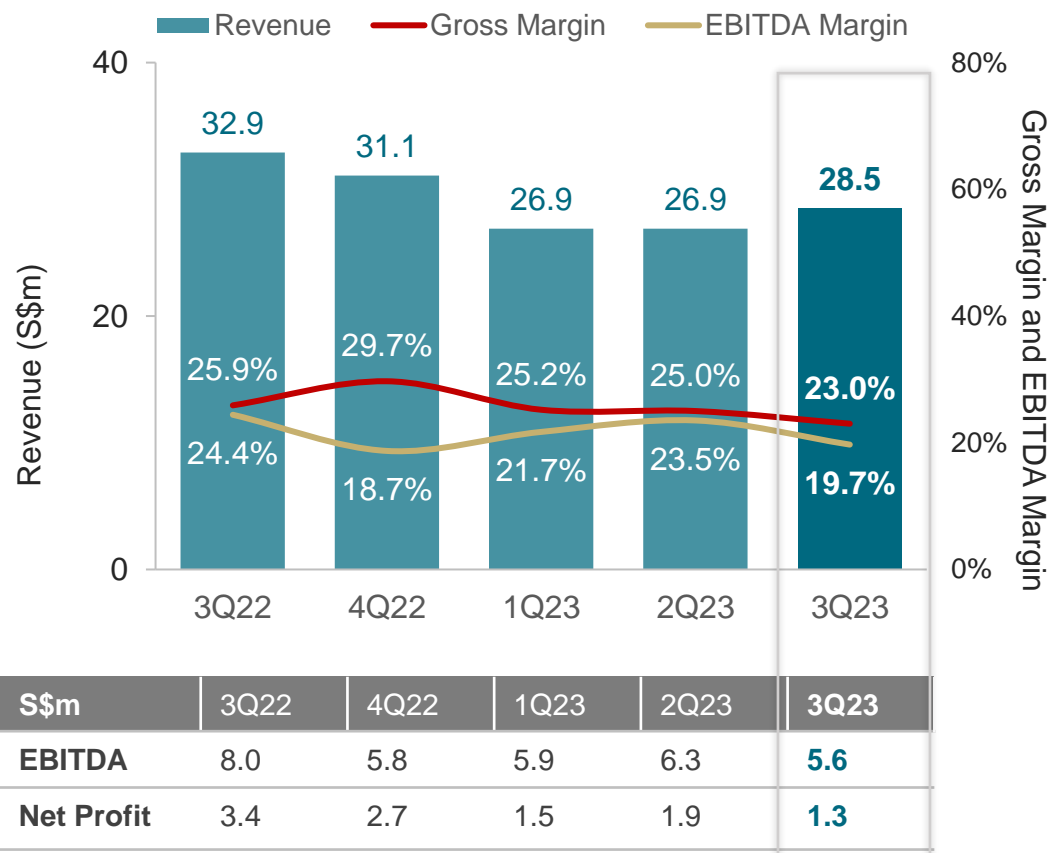
# Financial Update

## Q-o-Q improvement in revenue

- Lifted by higher contribution from Life Sciences, Aerospace and Others segment
- Semiconductor segment remained flattish

## Y-o-Y contraction in gross profit and EBITDA margins

- Lower business activity in the Semiconductor segment
- Reduced capacity utilisation in Suzhou amid lower Electronics segment business activity in line with industry downturn
- Continued absorption of capacities invested for future growth



# Progress in Strategic Initiatives

## **Penang facility dedicated to front-end semiconductor activities**

- Completed installation of large-format machinery
- To be operationally ready by end-2023 for potential uptick in order momentum in 2024
- Making strides in onboarding such customers in the metrology, inspection, etch and wafer deposition sectors and executing first-article inspections ahead of full orders

## **Engineering capabilities**

- Commenced development of capabilities in advanced materials to carry out new projects for a key life sciences customer

## **Organisational competencies, systems and processes**

- Appointment of Chief Technology Officer to help enhance and align operational capabilities across its facilities, to enable continued support of customers' technological innovations
- Strategic review of capabilities and production capacities across its facilities and business segments

# Looking Ahead

## **Semiconductor and Electronics**

- Industry downturn expected to bottom out towards the end of 2023
- Cautious optimism of a gradual improvement in operating conditions from 2024, with more pronounced uptick from the second half of the year
- Supported by global semiconductor demand for artificial intelligence and higher-performance computing, and the need for industry inventory replenishment

## **Life Sciences, Medical and Aerospace**

- Expected healthy demand in the Life Sciences segment on the back of positive industry fundamentals
- Aviation industry's efforts to increase aircraft production to meet strong demand augurs well for the aerospace segment
- Supply chain diversification effort into the Southeast Asian region to generate strategic opportunities for GVT

# Appendix



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## What we do



### Value engineering

Early customer engagement and participating in the design process to maximize manufacturability and streamline assembly (DFM / DFA)



### Produce, assemble & test

One-stop solution with fully integrated and end-to-end manufacturing capabilities, ranging from precision machining, sheet metal fabrication, assembly & testing



### Deliver, support & upgrade

Provides product life cycle management to customers, allowing for strong and lasting customer relationships to be formed

## Markets we serve



### Global Presence & Exposure

- **Southeast Asia**  
Up-and-coming manufacturing and R&D hub for global customers
- **Asia (ex. Southeast Asia)**  
Existing manufacturing powerhouse
- **North America & Europe**  
Existing R&D nexus for customers



### End-Markets (Key Modules)

- **Semiconductor**  
Capital equipment for front-end (CVD etc.) and back-end (wire bonder, DRAM/Analog test etc.)
- **Life Sciences**  
Single & hybrid mass spectrometer etc.
- **Medical**  
Surgical microscope etc.
- **Aerospace**  
Landing gear systems
- **Electronics Manufacturing**  
Surface mount technology etc.
- **Industrial Automation**  
Hard drive assembly automation etc.

## The GVT advantage



### Experience & expertise

- Average 27+ years of precision engineering experience across mgmt.
- Award-winning and qualified supplier to top global OEMs
- Strong competencies in ultra-high precision machining, complex mechatronics and sub-assembly



### Market & customer access

- Sticky customer base across diff high-tech industries
- 5 highly strategic facilities (Singapore, Malaysia, China) near customers
- Well-positioned to benefit from industry trends (supply chain shift to Asia and capabilities integration etc.)



### Scaling with profitability

- Profitable since 2016
- Healthy cash flow generation allowing for reinvestment into capacity growth and capability enhancement

# Selected core competency: Submicron precision machining

## What is Sub-Micron Machining?

- Also known as “ultra-precision machining”
- A high-precision manufacturing process: materials are processed at an atomic scale, in the vicinity of one micron
- Requires the use of single crystal diamond tools for ultrafine cutting or very fine abrasives for lapping or polishing

## Selected Sub-micron Machining Applications

### Analytical Life Sciences Instruments

- Mass spectrometers is used to identify the kinds of particles present in any given substance
- Used in analytical life sciences research, environmental testing, F&B testing, forensic analysis, pharma applications and clinical diagnosis
- GVT supplies key components to single and hybrid mass spectrometers, such as vacuum chambers and interfaces, complex parts of the mass filters and the ion source, which requires ultra high precision machining to manufacture

### End Application: Mass Spectrometer



### Selected Components that GVT Manufactures



Quadrupole Mass Filter

Ion Source

Q2 & Entrance Lens

### GVT Value Proposition

Provides one stop solution from ultra-precision mechanical component fabrication and sub-micron measurement, design and fabrication of assembly jigs for laser welding and precision assembly alignment requirement down to **tenths of a micron in a clean room environment.**



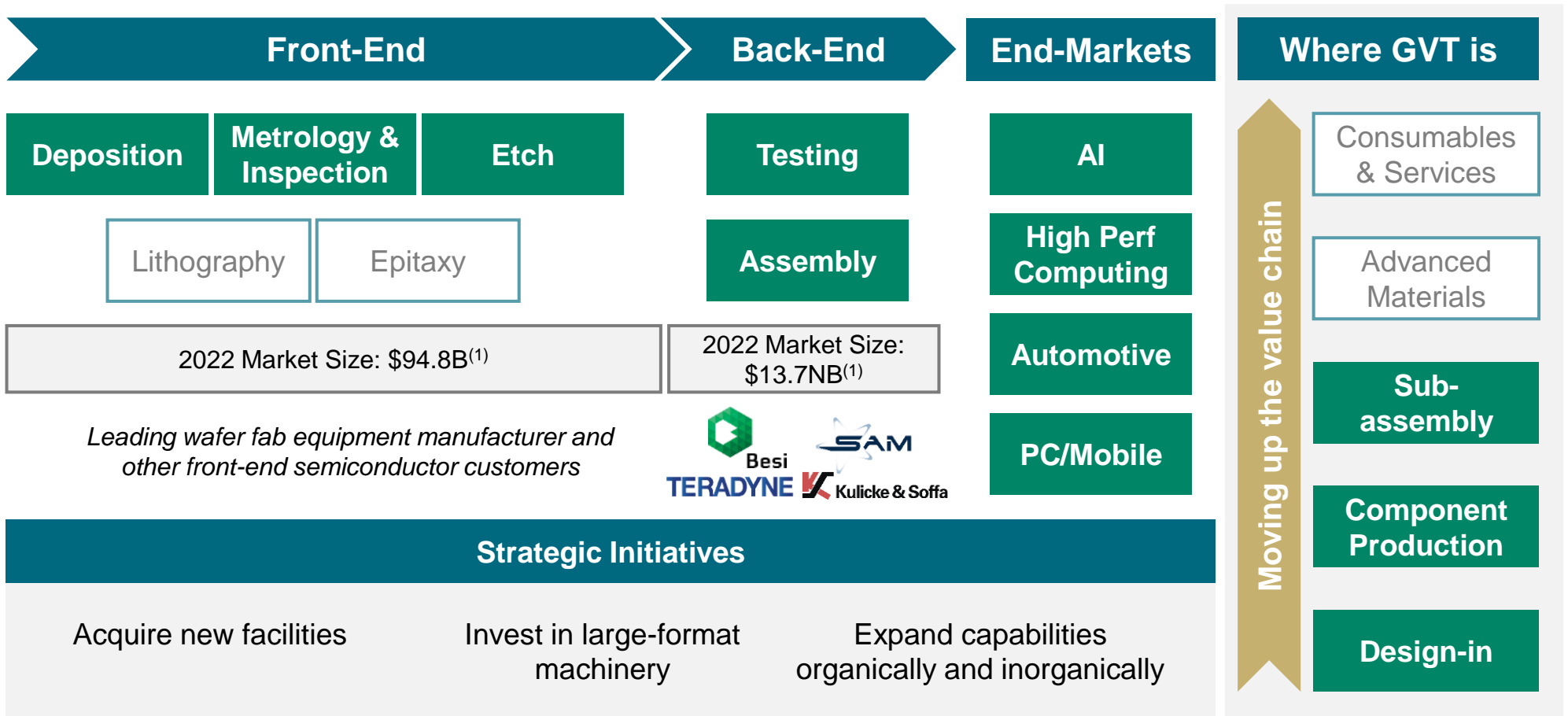
# Differentiated capabilities to serve and cross-sell to a differentiated blue-chip customer base



Capabilities	Semiconductor	Life Sciences	Aerospace	Electronics, Medical & Others
Design for Manufacturability / Assembly	✓	✓	✓	✓
Ultra Precision Machining (Sub-micron)	✓	✓		●
High Precision Machining	✓	✓	✓	✓
Vacuum Parts Manufacturing	✓	✓		
Ultra-high Vacuum Production Processing	✓	✓		
Engineering Plastic, Ceramics & Quartz Machining	✓	✓	●	✓
Complex Sheet Metal Fabrication	✓	✓	●	✓
Assembly (Medium / High Complexity)	✓	✓	●	✓
Assembly (High Complexity in Class 10K Cleanrooms)	●	✓		
Customized Engineering Solutions	✓	✓	✓	✓
<b>Examples of mission critical end-products which GVT produces components &amp; key modules for</b>	<b>Equipment for Front &amp; Back-end Processes</b>	<b>Single &amp; Hybrid Mass Spectrometers</b>	<b>Landing Gear Systems</b>	<b>Surgical Microscopes, SMT Feeder Systems</b>
<b>Examples of key customers who are blue-chip companies and leaders in their respective industries</b>	<p><i>Onboarded front-end semiconductor customers</i></p>	<p><i>Leading North American life sciences company</i></p>		<p><i>Global Producer of Surgical Microscopes</i> <i>Large-scale industrial automation customers</i></p>

✓ Existing services provided
 ● Cross-selling opportunity from existing capabilities

# Semiconductor Value Chain Expansion



<sup>(1)</sup> SEMI



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