

### MALAYSIAN PACIFIC INDUSTRIES BERHAD

**INVESTOR RELATIONS CONTACT** 



Rohit Kumar

# Malaysian Pacific Industries Berhad

INVESTOR PRESENTATION

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### Business overview



### MPI – A MEMBER OF THE HONG LEONG GROUP

### Hong Leong Group and MPI

- The Hong Leong Group was established over 50 years ago and is one of the largest conglomerates in Asia
- Carsem and Dynacraft are operating companies within Malaysian Pacific Industries, which is a part of the Manufacturing & Distribution Services segment of Hong Leong Group
- Carsem was acquired by Hong Leong over 30 years ago
- Carsem has 49 years experience in semiconductor assembly and testing
- Today, Carsem is one the most trusted and recognized names in the Outsourced Semiconductor Assembly & Test (OSAT) Industry

### Hong Leong Group Holdings

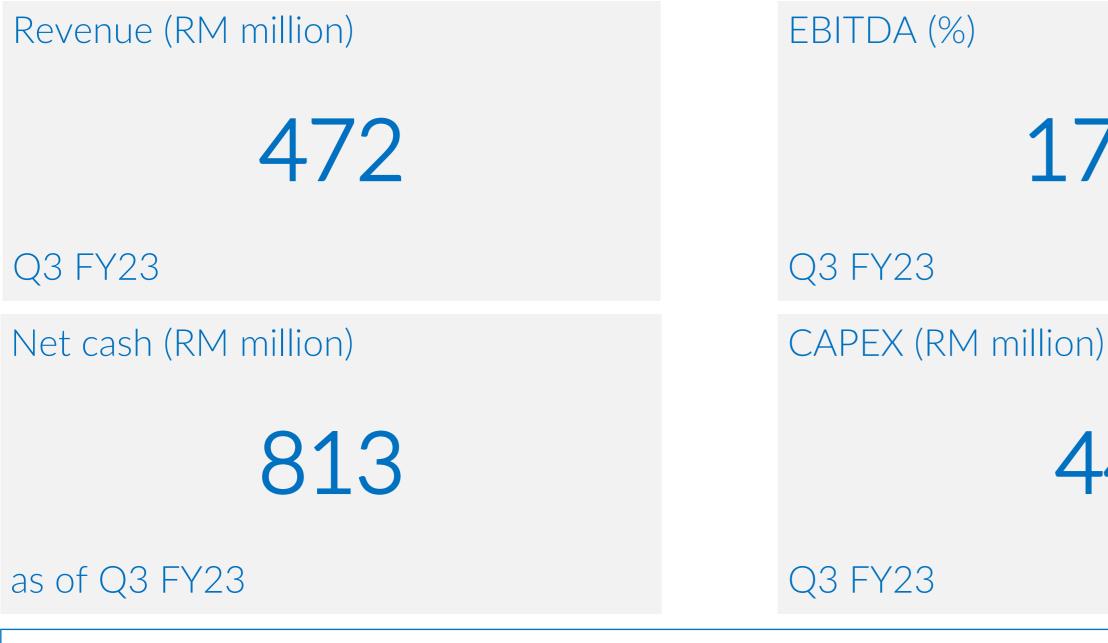
- Banking & Financial Services segment (2) is the largest segment with over 300 banks in Asia including insurance services
- Property Development & Investment segment (3) builds and manages commercial and residential real estate around the world
- Hospitality & Leisure segment (4) is comprised of hotel and casino operators in Macau and Las Vegas
- Hong Leong continues to grow by acquisition and owns more than 50% stake in each of their group companies





# Financial performance snapshot

### STRONG FUNDAMENTALS CREATE BUSINESS RESILIENCE IN TOUGH TIMES



- Focused growth & transformation strategy with execution capabilities  $\bullet$
- Cost prudence •
- Productivity, innovation & sustainability focus with continued investments
- Customer focused business model  $\bullet$
- Strong & experienced leadership  $\bullet$
- Functional & strong company culture •

Note: FY23 = July 2022 – June 2023

17%

44



### Business outlook

Semiconductor industry growth has slowed down

- environment;
- Trends, such as the switch to battery electric vehicles, autonomous driving, vehicle connectivity;

Challenges to MPI's business

- End market demand drop and deferment;

- Prudent cost management measures such as energy consumption optimization, freight cost reduction, etc.;
  - Close collaboration with customers to ensure a healthy overall sales pipeline short & long term;
  - Capacity expansions at China and Malaysia a reliable supply centre based out of Malaysia and China;
- Strong cash position to pursue technology/ company acquisitions to move further into advanced packaging space;



• Weak 2023 outlook with expectations of a 11% drop in semiconductor industry revenue vs. 2022 (Gartner); • Economic headwinds (inflation and recessionary risks) persist leading to sluggish end consumer demand

• Elevated inventory levels and dipping chip prices are fueling the slowdown in semiconductor industry

• Adoption of 5G, artificial intelligence, and sensing devices

Long term growth drivers

• Cost surges – electricity tariff increase, transportation, material and equipment costs;

• Industrywide talent scarcity – upskilling and specialized hiring plans in place

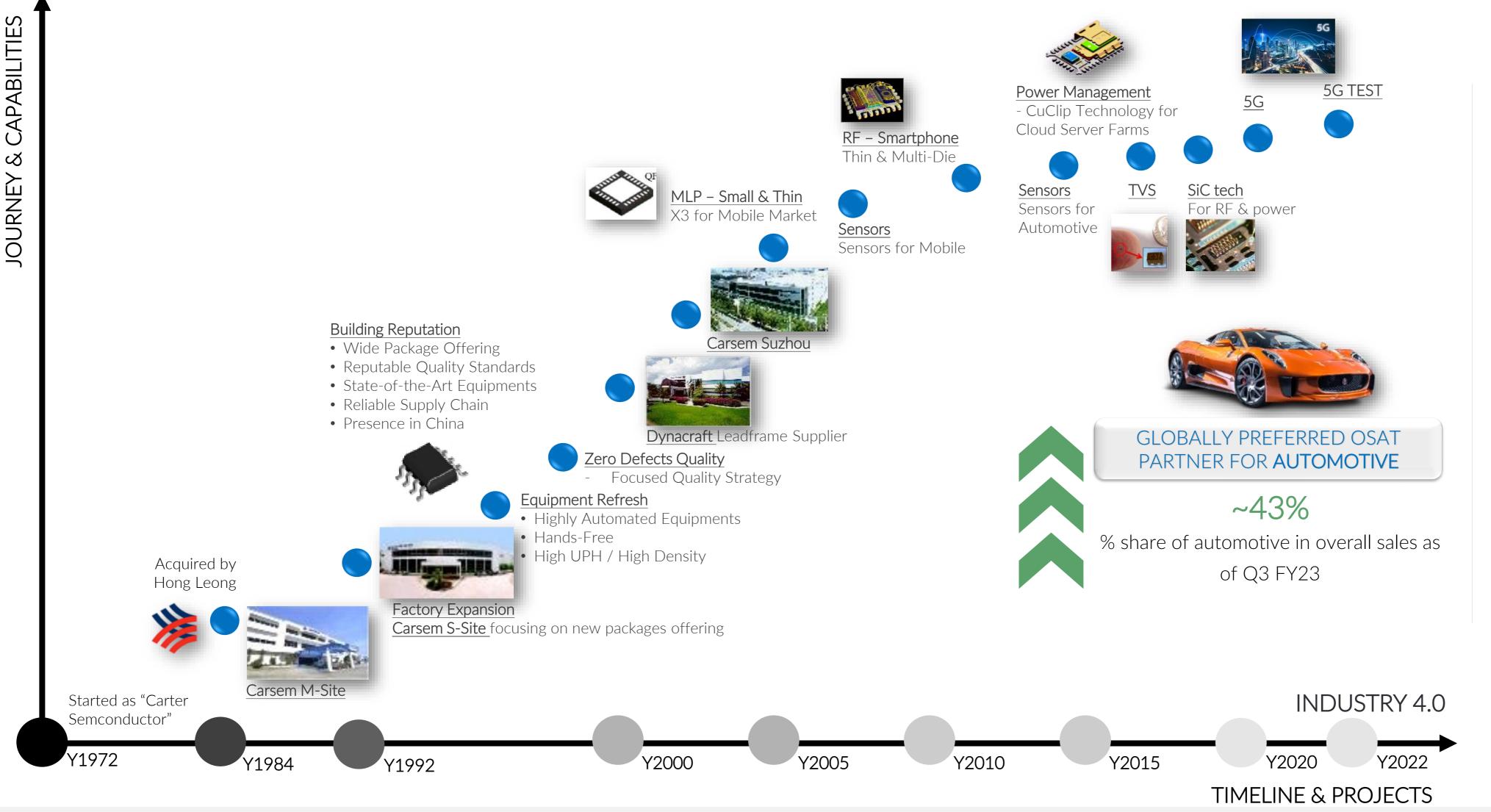
MPI's responsive strategy

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### Our journey

Malaysian Pacific Industries Berhad

### 8

#### Carsem

One of the most trusted OSAT partners globally

100% Malaysian

Healthy Balance Sheet (Equity to debt 100:0)

Semiconductor Experience – 50 years

# Board of Directors

### YBHG DATUK KWEK LENG SAN

#### CHAIRMAN; Non-Executive/ Non-Independent

- Appointed to BoD of MPI in Jul 1990, and as GMD of MPI from Sept 1990-Aug 1993; Member of the nominating committee
- Chairman of Hong Leong Industries Bhd., Hume Industries Bhd., and Southern Steel Bhd.; Director of Hong Leong Company (Malaysia) Bhd

### MANUEL ZARAUZA

#### **GROUP MANAGING DIRECTOR/** Non-Independent

- Over 25 years of experience across various manufacturing sectors
- April 2015-Aug 2016: Joined HLMG Management as its Managing Director
- Aug 2016-Present: Group Managing Director of MPI

### YBHG DATO' MOHAMAD KAMARUDIN **BIN HASSAN**

#### Non-Executive Director/ Independent

- Mar 2015: Appointed to board of MPI, and is a member of the Board Audit & Risk Management Committee of MPI
- Is a Director of Duopharma Biotech Bhd and Muhibbah Engineering (M) Bhd, and ManagePay Systems Bhd

### DR TUNKU ALINA BINTI RAJA MUHD ALIAS

#### Non-Executive Director/Independent

- member of Nominating Committee of MPI Bhd, MBSB Bank Bhd and Raja Alias Foundation Alina); Managing Partner till 2011, Consultant now
- Jan 2018: Appointed to board of MPI, and is a • Is a Director of IJM Corporation Bhd, Batu Kawan • 1992: Set-up legal firm (Wong Lu Peen & Tunku



### **IR. DENNIS ONG LEE KHIAN**

#### Non-Executive Director/ Independent

- Nov 2014: Appointed to board of MPI; is the Chairman of the Nominating Committee and a member of the Board Audit & Risk Management Committee of MPI
- Held directorships in Shell Malaysia Trading Sdn Bhd, Champ Distributors Sdn Bhd, Lubetech Sdn Bhd, Assar Chemical Dua Sdn Bhd and was the Chairman of the Board for UMW Pennzoil Distributors Sdn Bhd.

### MS FOO AI LI

#### Non-Executive Director/ Independent

- Appointed as an Independent Non-Executive Director of the Company on 1 September 2021.
- She is presently attached to CDC Consulting Sdn Bhd providing advisory work.
- Her last position in the energy industry was as the Chief Financial Officer of Hengyuan Refining Company Berhad (formerly Shell Refining Company (FOM) Berhad) from 2016 to 2019.



### Management team



### MANUEL ZARAUZA, GROUP MANAGING DIRECTOR, MPI

Over 25 years of manufacturing sector experience; Previously with Siemens, Osram Opto Semiconductors, and Seoul Semiconductor



**ERIC CHEAH** CFO, MPI

Extensive experience across large-scale semiconductor manufacturing & in KPMG



#### **INDERJEET SINGH** GM, CARSEM S-SITE, MY

Started his career at Carsem & went on to hold various management positions



Previously held senior leadership positions at NXP semiconductors

### MANY YEARS OF CONSOLIDATED EXPERIENCE IN THE INDUSTRY



### **Malaysian Pacific** Industries Berhad



#### MURALITHARAN GM, CARSEM M-SITE, MY



#### **RAYMOND SHI** GM, CARSEM SZ-SITE, CHINA

More than 20 years of experience with Carsem SZ handling operations



#### CK LEE HEAD, CARSEM CHINA

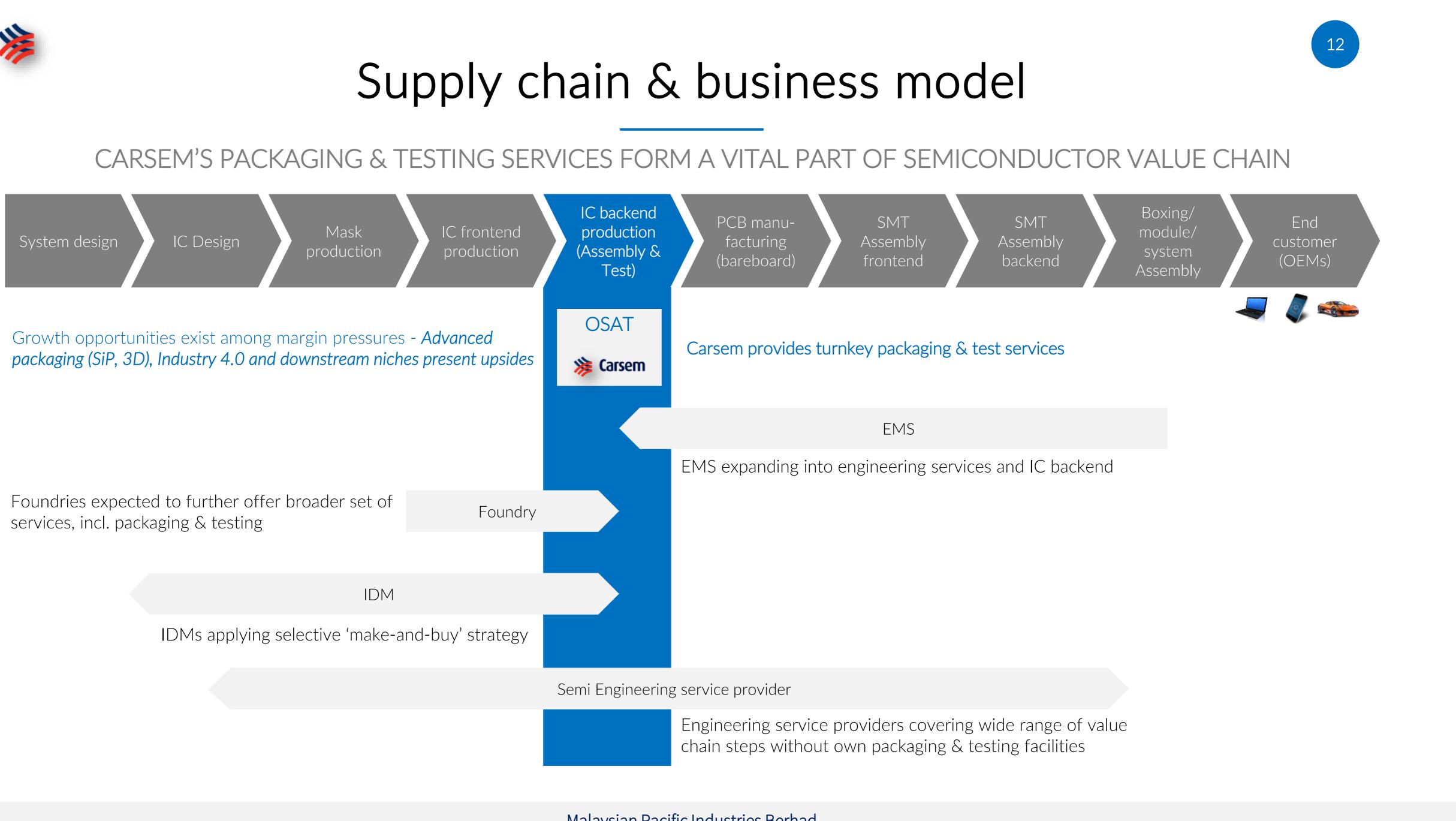
Started his career at Carsem & went on to hold various management positions



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### Wide portfolio

### COMPREHENSIVE TURNKEY PACKAGING & TEST SERVICES



### ACROSS KEY APPLICATIONS



### Industrial





Consumer & Communications

### PC/ Notebook





# Geographic footprint

BROAD GEOGRAPHIC PRESENCE, SERVING A GLOBAL CUSTOMER BASE

### CARSEM NORTH AMERICA

 $\bigcirc$ 

 $\bigcirc$ 



Manufacturing plants & Sales offices

0





# Production facilities

### Carsem (M-Site, Ipoh)

- Floor Space: 436K sq. ft. (40,500 sq. m.)
- Workforce: 2,317 employees
- GM: Muralitharan

### Carsem (S-Site, Ipoh)

- Floor Space: 640K sq. ft. (60,000 sq. m.)
- Workforce: 3,262 employees
- GM: Inderjeet Singh

### Carsem Suzhou, China

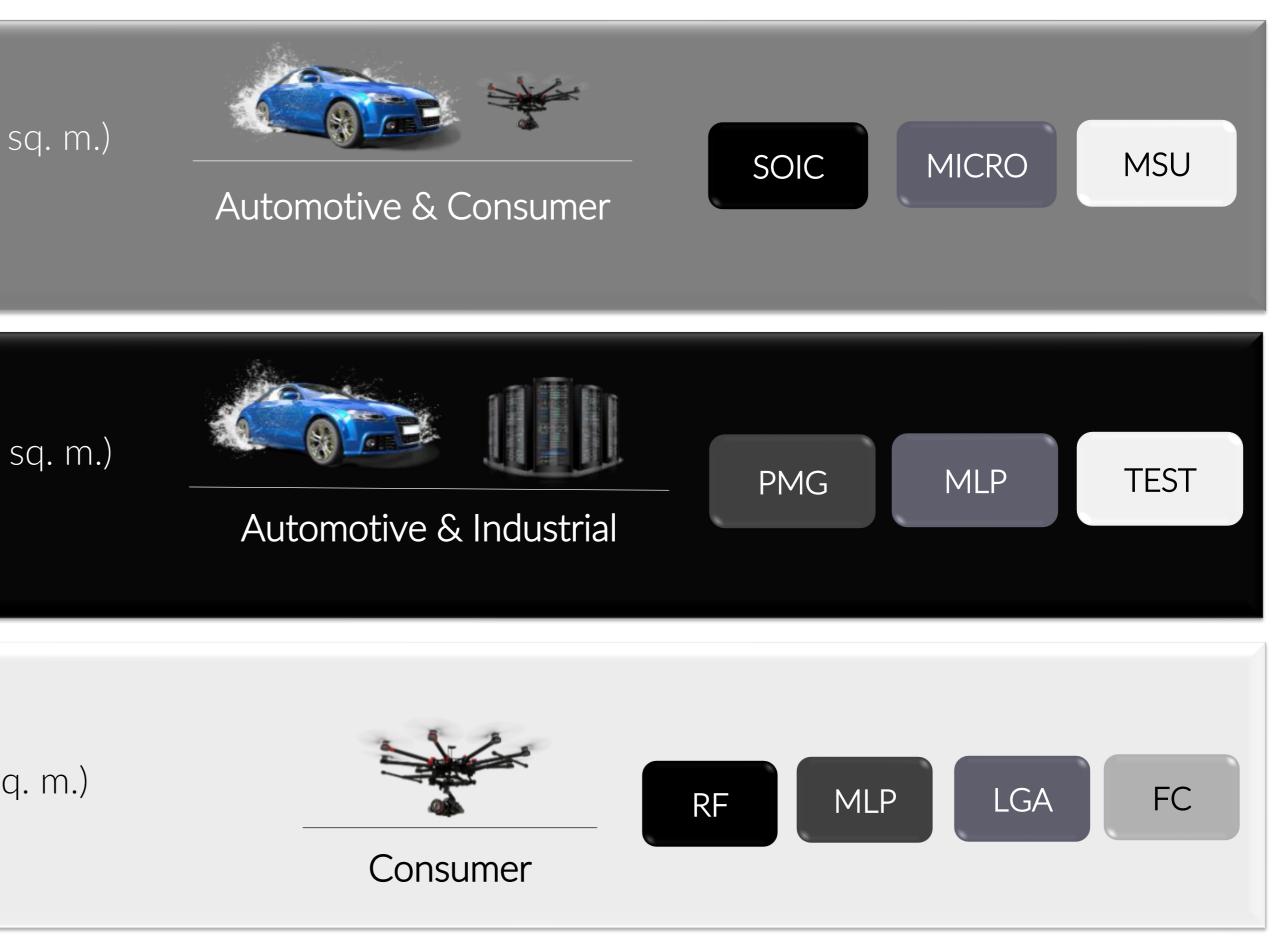
- •Floor Space: 600K sq. ft. (56,000 sq. m.)
- •Workforce: 1,900 employees
- •GM: Raymond Shi







### CARSEM MANUFACTURING SITES & BUSINESS UNITS





# Production facilities

### DESPITE NEAR TERM CHALLENGES, OUR FACTORY EXPANSION PLANS CONTINUE TO CAPTURE LONG TERM OPPORTUNITIES



Construction is progressing as per the plan Production Starting in January 2025\* SUXIANG, CHINA

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Expansion for pipeline, commitments and business growth

Production Starting in August 2024\* MALAYSIA (IN FRONT OF CARSEM M SITE)

\*Depending on the covid situation & global externalities

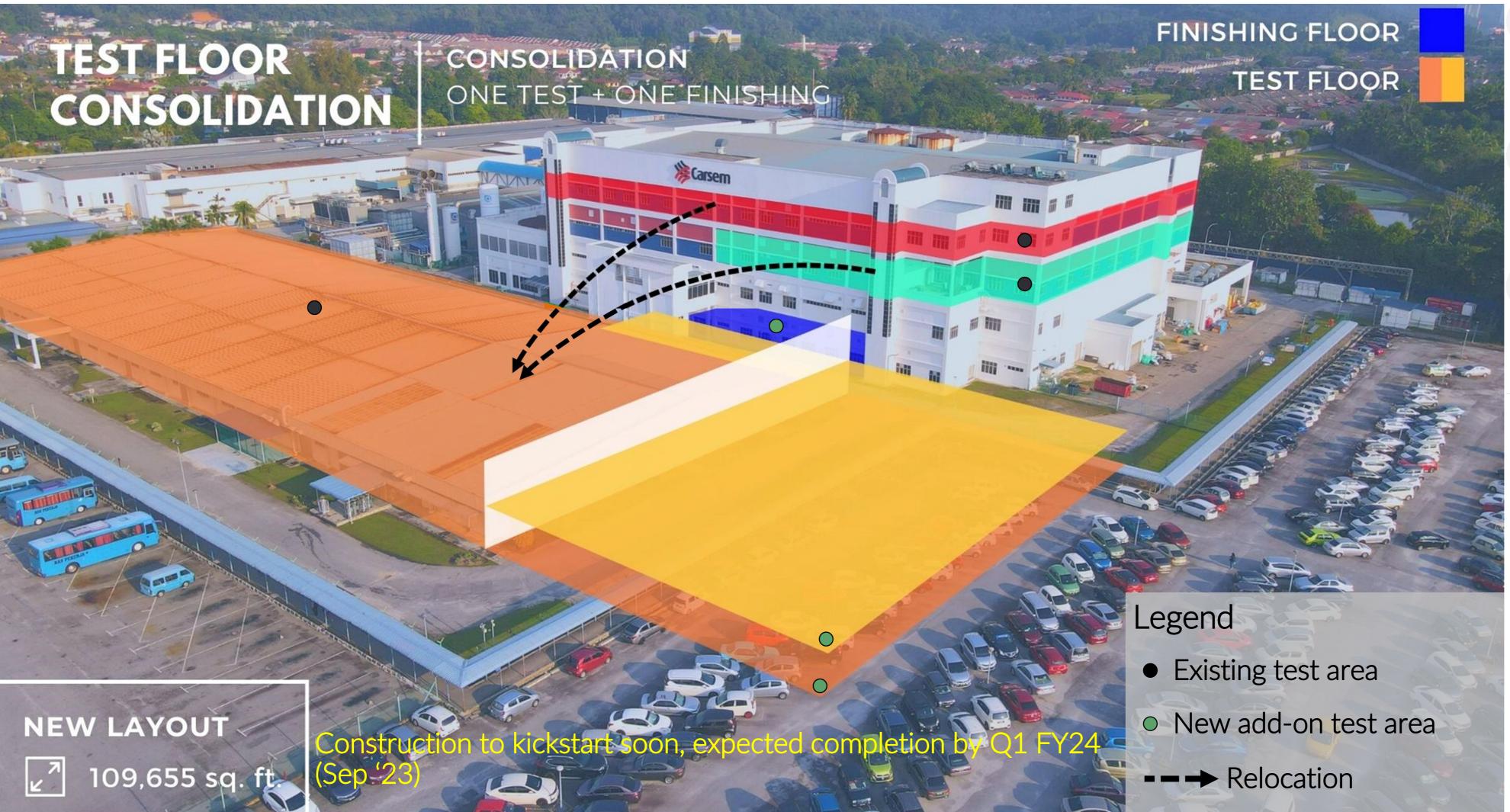






# Production facilities

### INVESTING AT S-SITE TO STRENGTHEN CAPABILITIES FOR THE GROWING AUTOMOTIVE & INDUSTRIAL SEGMENTS



### 1 Equipment standardization

Replacing current legacy handlers with newer high efficiency test handlers

#### One floor consolidation 2

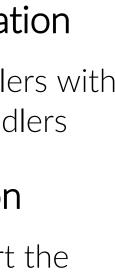
Expanding test floor to support the additional machines

#### Test automation 3

Overhead tunnel

### Benefits

- ✓ Achieve world class OEE
- $\checkmark$  Eliminate variance of test machines
- ✓ Consolidate floor space
- ✓ Automate test operations (Industry4.0, AI)
- ✓ Develop 5G capabilities





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# Sustainability performance

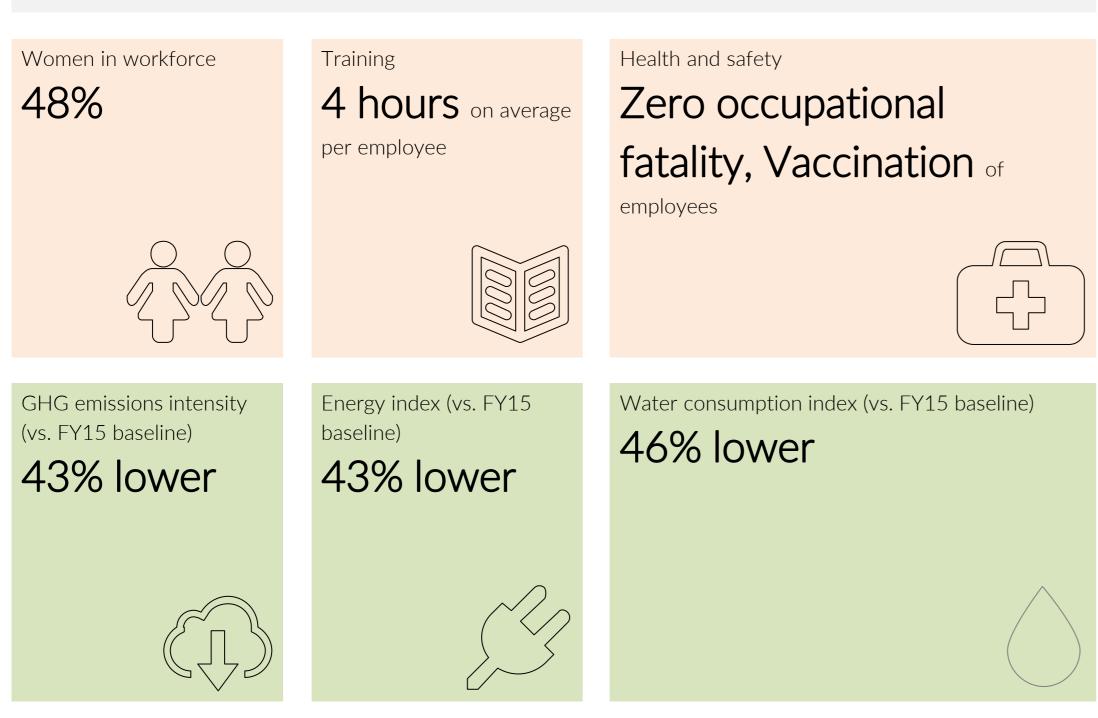
Included in

### FTSE4Good Bursa Malaysia Index

and in

### top-quartile of ESG ratings

amongst all PLCs assessed by FTSE Russell on Bursa Malaysia



### FY22 PERFORMANCE SNAPSHOT





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# Sustainability at MPI

### OUR APPROACH IS RESPONSIBLE & RESPONSIVE, DRIVEN BY 3 THEMES



- We create economic value for our shareholders
- We work with like-minded partners
- We prioritise safety & productivity, and offer innovative solutions to our customers







# UN Sustainable Development Goals

### 6 PRIORITY SDGs MOST ALIGNED WITH OUR BUSINESS



As a global employer, MPI can help to ensure workforce diversity and address inequality

As a responsible business, safeguarding employee health & safety is a priority for MPI

# **13** CLIMATE ACTION

MPI has a role to play in energy efficiency, emissions control and waste management



### CLEAN WATER AND SANITATION 6



DECENT WORK AND Economic growth

MPI makes a significant contribution to employment and economic growth

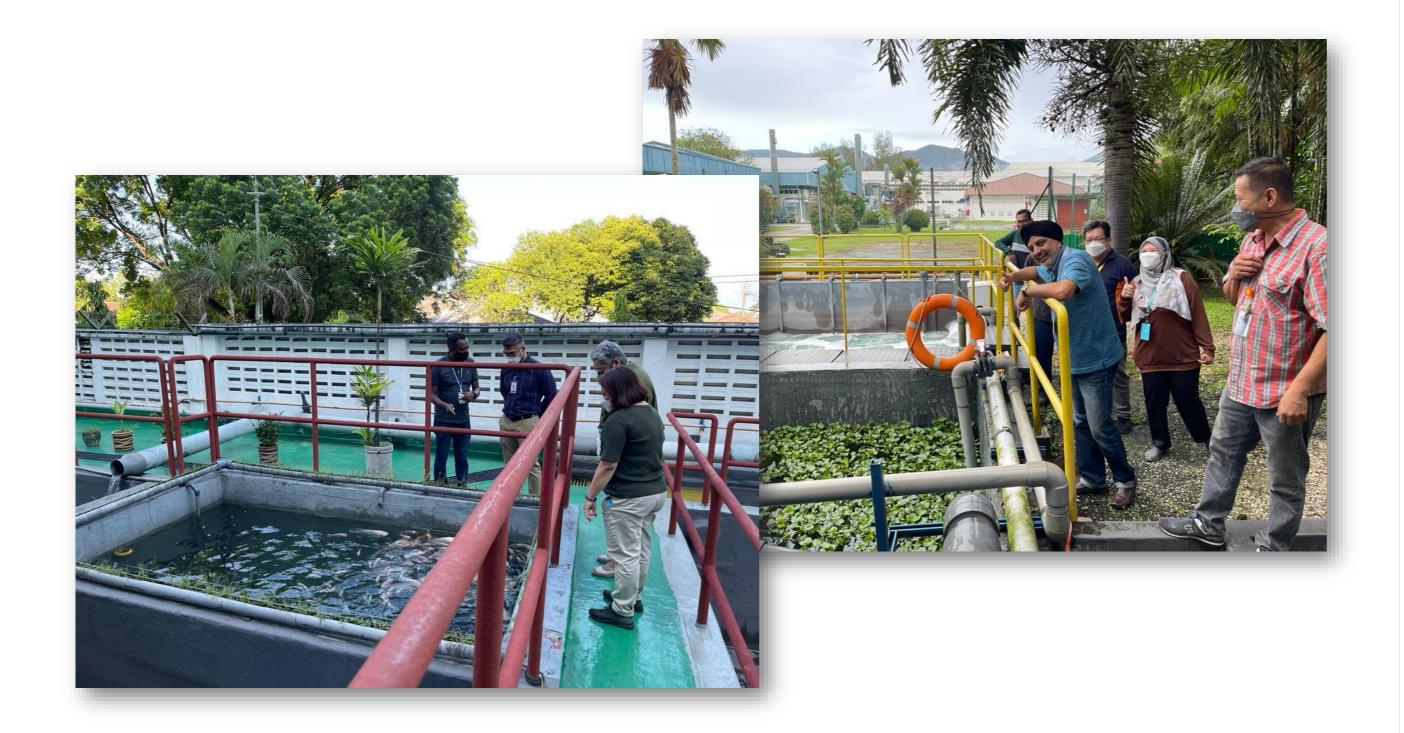
MPI's manufacturing processes can take active steps towards water conservation and wastewater management





### IMPROVING PREPAREDNESS AND RECEIVING RECOGNITION

#### Commitment from the top management in environment care and compliance to legal & other requirements



### Environment

#### Recognition from Malaysian Society For Occupational Safety and Health



Received OSH practitioners awards from the MSOSH



### EMPLOYEE AWARENESS

### EMERGENCY PREPAREDNESS & RESPONSE



Hostel emergency evacuation exercise in collaboration with nearest fire services department





Organized health lectures to all female employees on Women's Day

Malaysian Pacific Industries Berhad

### Health & safety

23



### TRAINING & UPSKILLING IS AMONG OUR TOPMOST STRATEGIC PRIORITIES

Online & offline training - ISO37001 Training, Automotive Series Training, Engineer Core Competency – DOE, 8D, Customized Course – Leadership Series



ISO37001 Standard Training





DOE Training



# Training & education

#### Automotive Series Training

#### 8D & 3X5 Why Training

Feam Bonding Training

#### Team Bonding Training





### Training, sports & recreation

### Continuous education program for chemical handlers and noise hearing conservation











### Carsem C.E.R.I.A & Hong Leong Sports carnival







### Employee engagement

Sport & activities program



### HLMG Sports Tournament 2023











# Corporate Social Responsibility (CSR)

CSR helps contribute towards improving various aspects of society

### Back To School

Program Back to School helps 200 families in preparing their children for upcoming school



### Iftar with orphanage An-Nur Maisarah

To celebrate Ramadhan iftar with Orphanage. To understand and give support to those in need











### LEADING ETHICALLY & TRANSPARENTLY



Renewed SIRIM certification for implementing Anti-Bribery Management Systems complying with ISO 37001:2016.

### Anti-bribery & anti-corruption



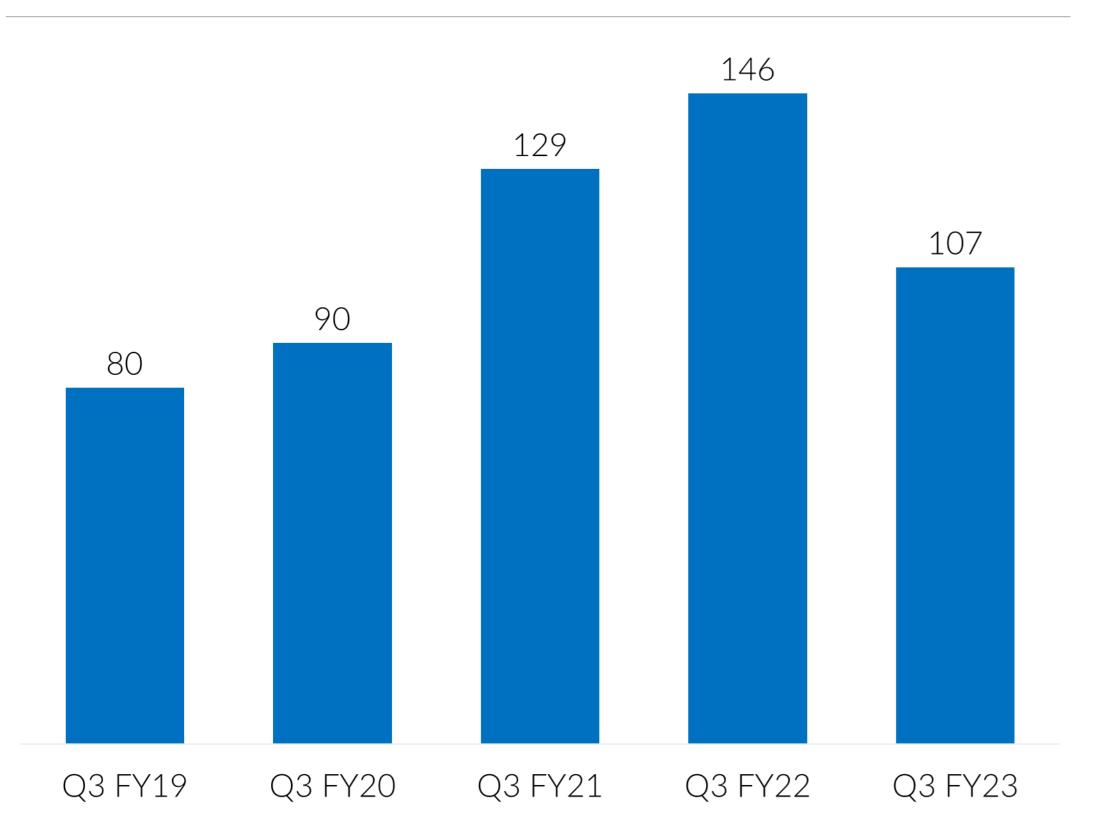
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# Industry dynamics

### MPI Revenue (US\$ million)



### AMID MACROECONOMIC HEADWINDS, SEMICONDUCTOR INDUSTRY GROWTH HAS SLOWED DOWN SIGNIFICANTLY

In the short term, the demand dynamics is expected to remain volatile

- ✓ Worldwide Car Sales to drop by 8.8% cautious buying, possibilities of global recession, higher bank rates
- Global PC Shipment dropped drastically by 33% annually  $\checkmark$ - 4th consecutive quarter of decline, GaN expected to be the gamechanger
- ✓ Smartphone shipment fell further by another 13% 5th consecutive quarter of decline

In early 2023, certain segments have already witnessed a shift from shortages to oversupply. This has led to bottlenecks such as end market demand drop, demand deferment, and cost increases, thereby, affecting MPI's business negatively







# Industry dynamics

### OTHER CHALLENGES IN SHORT TERM AFFECTING TOPLINE & BOTTOMLINE



#### Commercial electricity tariff hike

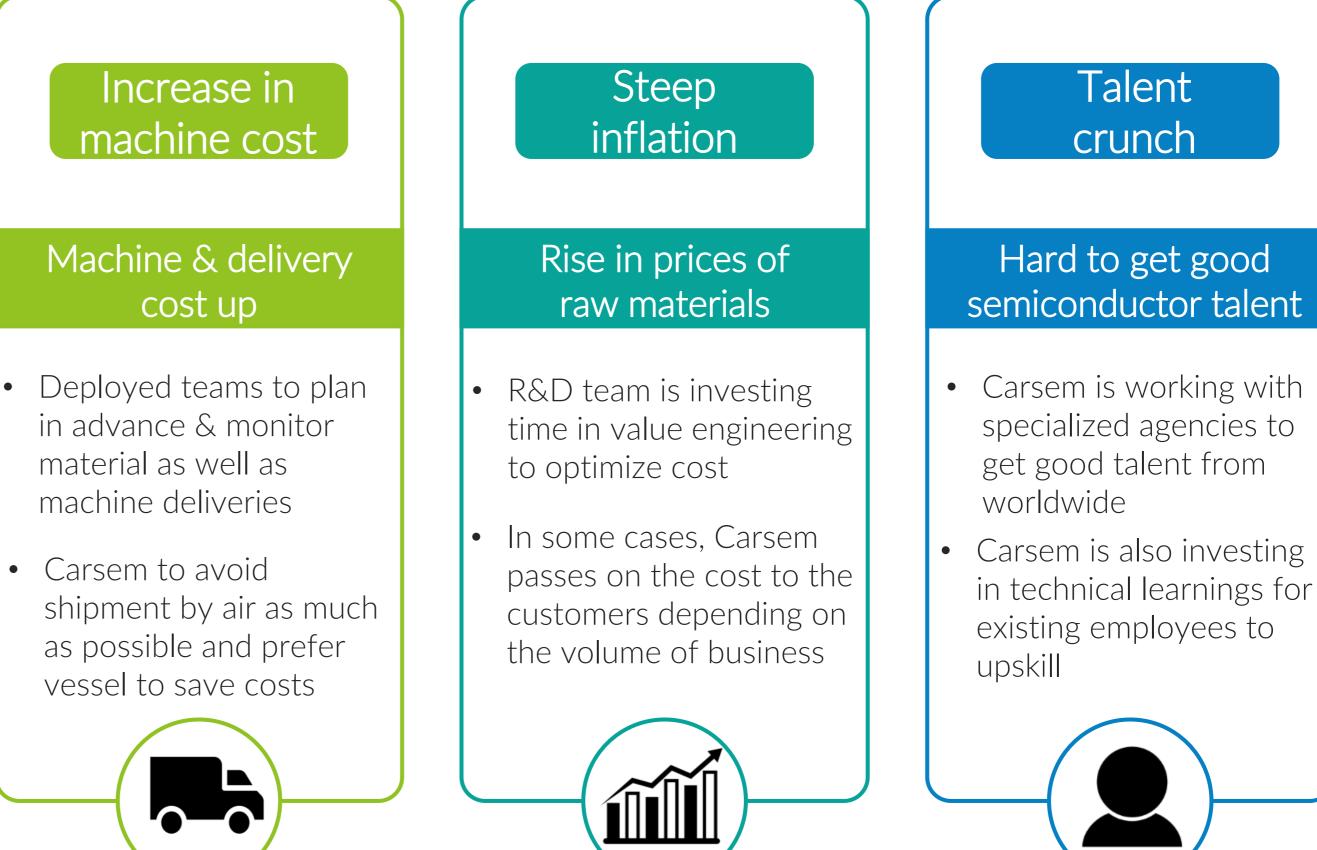
- Upgrading to efficient facility equipment, digital sensors to track electricity consumption and installing solar panels
- Requires substantial investment

Employee wages & working hours

Wage increase & 45 hour working week

- Driving plantwide digitalization & floor space consolidation
- Optimizing each resource to increase. plant wide productivity









### MPI's response

### COST PRUDENCE MEASURES – IMMEDIATE RESPONSE TO MARKET CONDITIONS



Smart Sense to monitor electricity on each machine

### Digital transformation and automation initiatives for better OEE





Continuous measures are taken to make a positive impact on costs, make processes efficient and proliferate it to all the sites



Freight cost reduction by consolidating shipments bi-weekly



Alternative energy – Solar



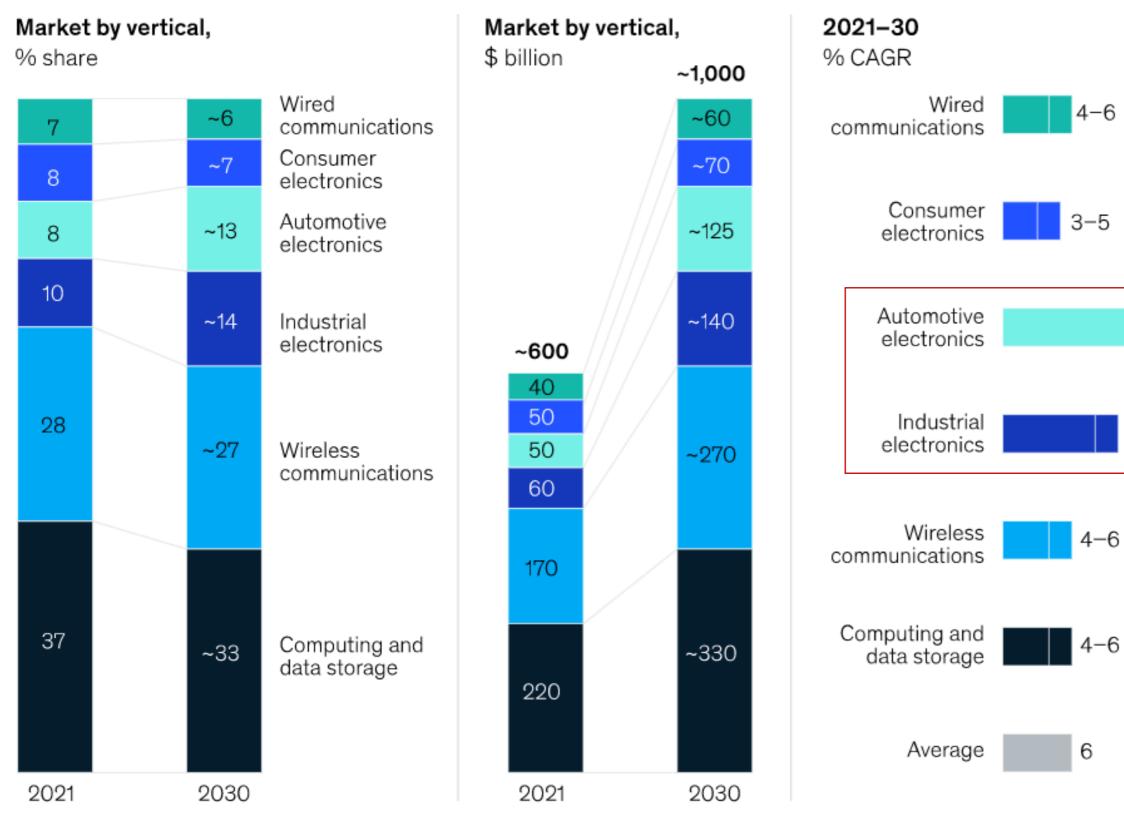
Ongoing discussions with vendors to install solar panels on the terrace





# Industry dynamics

### Global semiconductor market, 2021-30



Source: McKinsey

### LONG TERM SEMICONDUCTOR DEMAND IS SET TO GROW, DRIVEN BY AUTOMOTIVE AND INDUSTRIAL SEGMENTS







# Growth strategy

4



### Sales

• Strategic sales across application & geography segments

• Sharp sales pipeline management



### People

- Strategic workforce restructuring & hiring • Upskilling, training
  - Covid mitigation, Employee engagement



OUR LONG TERM VISION IS TO BE THE LEADING OSAT FOR AUTOMOTIVE, DRIVEN BY 4 STRATEGY TENETS

### Technology



- Investing in SiC, MEMS sensors, GaN, 5G testing
- Advanced packaging inorganic options for modules/ 3D printing/ design house
- Robust R&D; own product (TVS)

### Quality



- Zero Defects Culture
- Automation, high productivity
- State-of-the-Art Equipments •



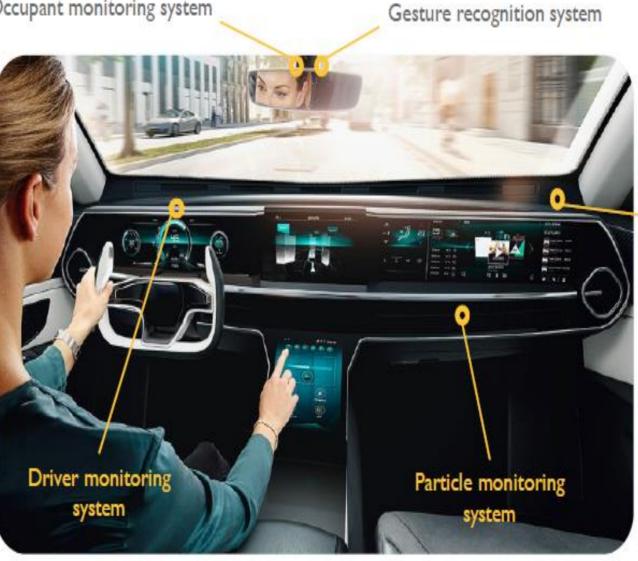


### Sales – Target segments to play in

### Continued investments in complex packaging technologies



Occupant monitoring system



SiC adoption in EVs is gaining momentum – Experience of handling SiC packaging will lead the way

Customized sensors used for monitoring several data points multi-functionality in small, costcompetitive, customized packages

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### MPI MADE A STRATEGIC MOVE TOWARDS UPCOMING TECHNOLOGIES

Active noise cancellation system

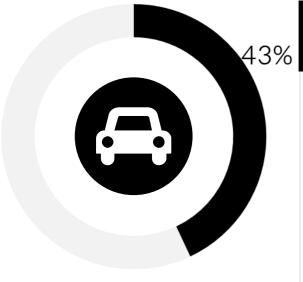


5G technology has a bright future – it is small for Carsem right now but in the next few years it will ramp up





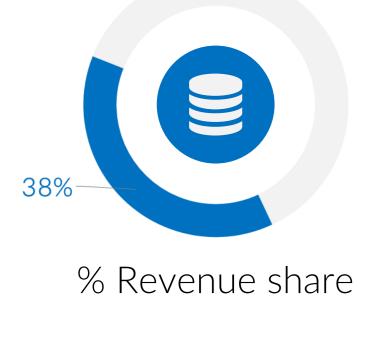
### Sales – Revenue composition



% Revenue share

### AUTOMOTIVE

• Long term growth is driven by **electrification**, ADAS/ AD, safety, and connectivity trends



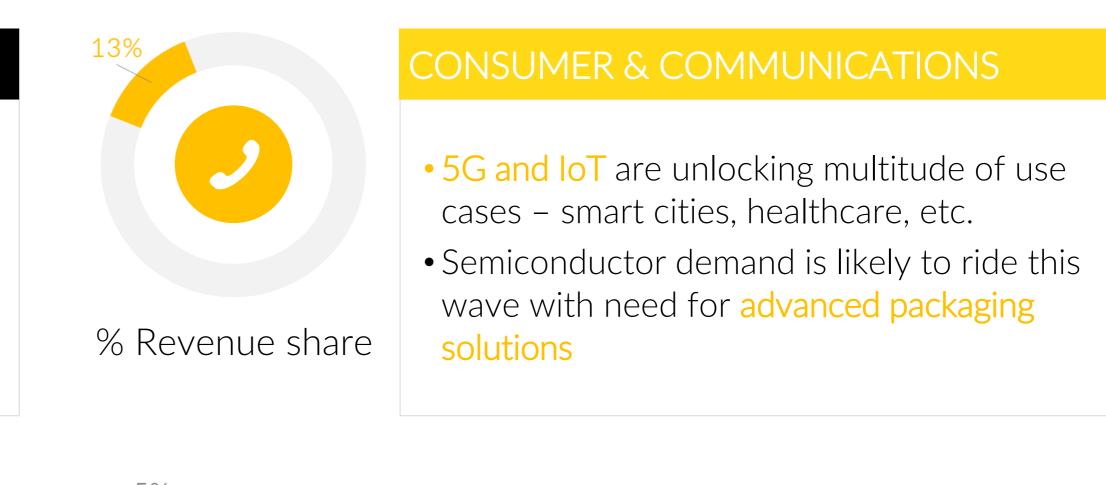
### **INDUSTRIAL**

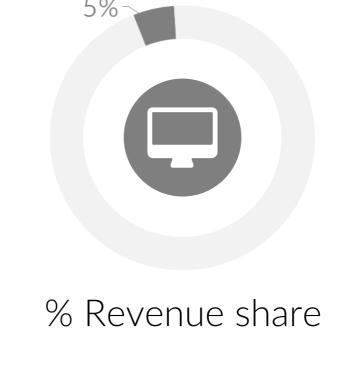
- With **Big Data and Industry4.0** gaining further momentum, need to power data centers & servers is growing
- This high power & high efficiency requirement is fueling new innovations

NOTE: Remaining 1% share of revenue is towards Miscellaneous applications



AUTO REMAINS STRATEGIC – GROWN FROM ~29% IN FY18 TO 43% OF OUR SALES NOW





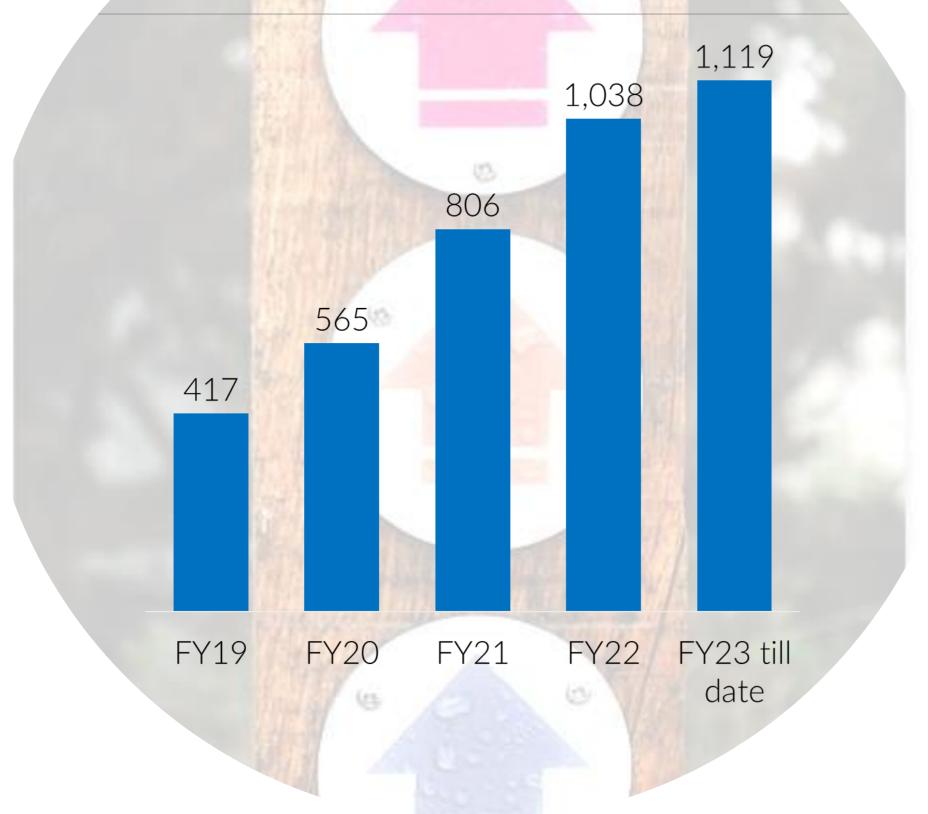
#### PC/ NOTEBOOK

• Consumer electronics industry sales witnessing significant downward trend as the demand induced from trends such as WFH, online education, etc. normalizes with opening up of offices/ schools across economies



### HEALTHY PIPELINE BUT RECESSIONARY RISKS HAVE PUSHED PROJECTS TO FUTURE QUARTERS

### NEW PROJECT INTRODUCTIONS (#)





- Carsem has a healthy order book with major projects coming from the Automotive segment
- Pipeline is full but the recent wafer shortage & end ● customer demand drop/ postponement has pushed projects to future quarters
- Ease of travel has helped Carsem team &  $\bullet$ customers engage in on-site physical meetings, driving closer collaboration on new pipeline projects in the last 6 months



## Technology – Automotive segment

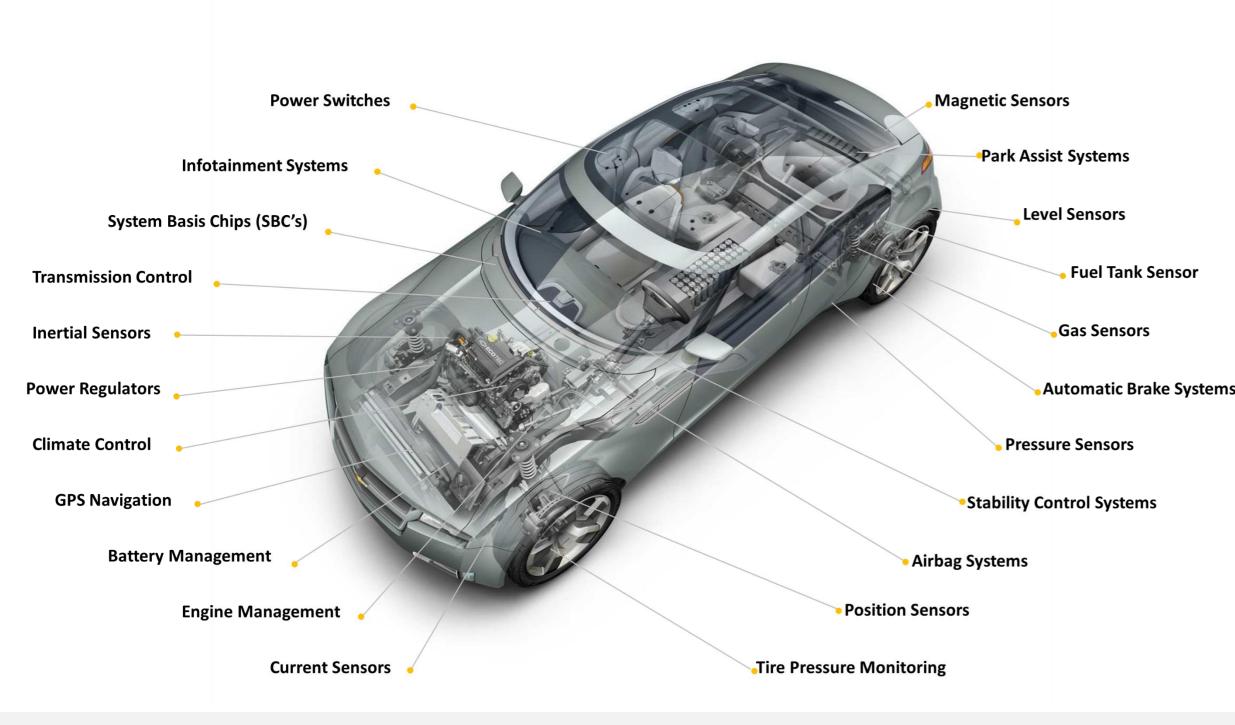
### INNOVATING IN LINE WITH STRATEGY TO BE GLOBALLY PREFERRED OSAT PARTNER FOR AUTOMOTIVE

### Major trends impacting semiconductor demand (Mobility disruptions)

Electrification Novel battery technologies, growth of electrical powertrain, demand for power electronics

Autonomy Surge in autonomous driving platforms & advanced safety features

### >20 years as a certified automotive supplier



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### Connectivity

New use cases (V2X, V2V, OTA) - progression in connectivity technology (5G, WIFI-6)

### Carsem Technology Value Propositions & Activities

**MEMS & Sensors** – riding 'Electrification' and 'Sensorization' wave

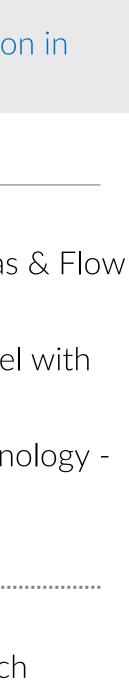
- ✓ SiP Pressure sensors for ICE and Safety are ramping up for Automotive, Gas & Flow sensors – safe launch production stage
- ✓ Expanding in temperature/ humidity sensor applications with qual, in parallel with ramp up phase - production tooling NRE on going with tool fabrication
- $\checkmark$  New focused development: current sensor for EV with wettable flank technology sample launched for qualification
- ✓ New design concept under review for Lidar / Radar segment

### Power Packaging

- ✓ MIS solution Automotive PMIC Module, pass qualification, under safe launch
- ✓ Module development with SiC for automotive

### **RF** for Connectivity

 $\checkmark$  Differentiated support on diverse applications using Gallium Nitride (GaN) technology

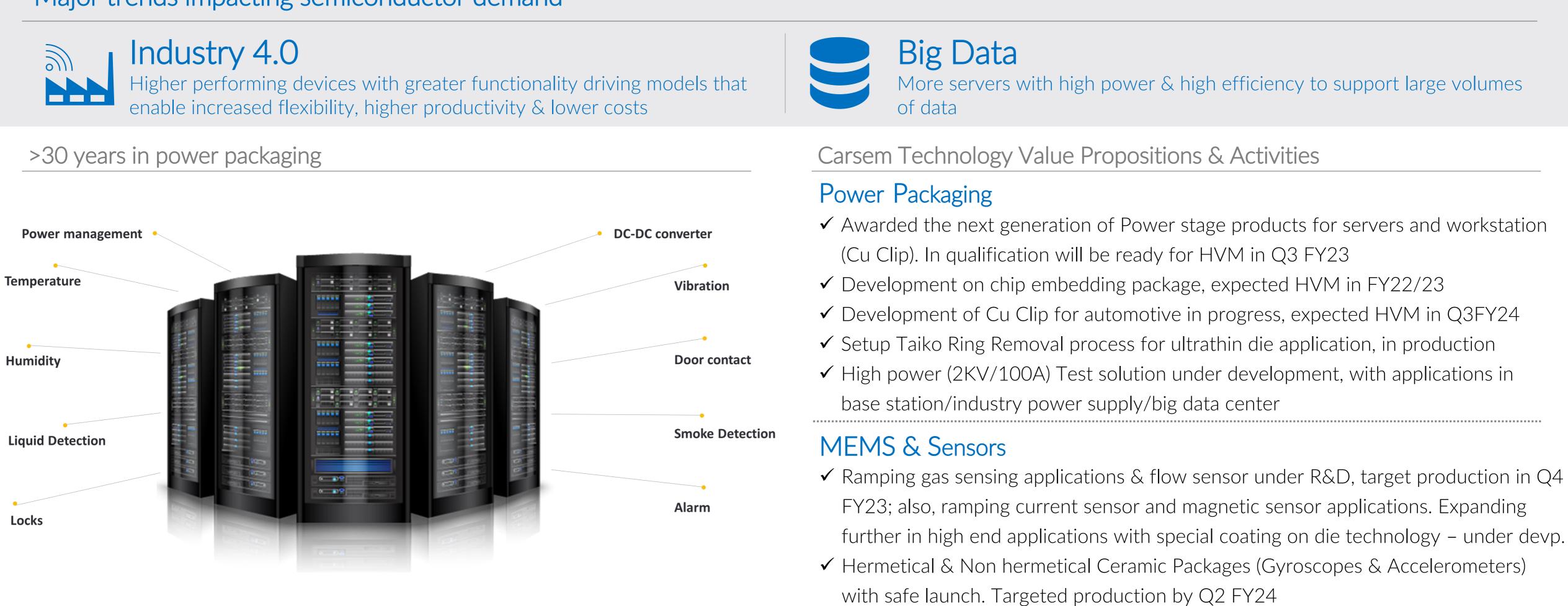




### EXPANDING PORTFOLIO ALIGNED WITH TRENDS IN ADVANCED PACKAGING & TESTING FOR POWER

### Major trends impacting semiconductor demand







## Technology – Industrial segment



## Technology – Consumer/ communications segment

### Major trends impacting semiconductor demand

High data rates, massive connectivity and ultra-low latency, catalyzing remote health care, autonomous driving, AR/ VR experiences

### Carsem in Communication

5G







### IoT

Need for combining functionalities – security, connectivity & microprocessors stimulating usage of sensors, actuators & computing power

### Carsem Technology Value Propositions & Activities

### RF (5G mobile, WiFi6)

- ✓ FC MIS with underfill plus exposed die process start HVM in Q4FY23
- ✓ QFN SIP solution : FC+ SMT, power management application under development, high end wireless charging, fast charging, Li-Ion battery management

### Power Packaging

- ✓ RF Power (mid-high) packaging expertise for handphones/ 5G base stations; high volume manufacturing experience of handling GaN
- $\checkmark$  RF module/ high power switch for 5G base stations remains focus

### MEMS & Sensors

- $\checkmark$  Optical sensor using clear compound under volume production (for VR, wearables, etc.); and IMU for hand held devices with qualification lot shipped
- $\checkmark$  Expanding into high grade BOM for RF segment and qual in progress





## Technology–Immediate focus

### Carsem advantage

- $\checkmark$  Already working with the No.1 SiC wafer supplier in the world
- ✓ Optimized packaging & performance for better results
- ✓ Ongoing advanced SiC packaging solutions for major customers in Europe and China
- ✓ Dedicated SiC technology trained team for assembly & test
- ✓ Enhanced dedicated floor space & lines to cater to latest technology – SiC & GaN
- ✓ Witnessing double digit growth YoY with strong pipeline for the coming years in SiC

CARSEM INNOVATION TO REALIZE SiC's FULL POTENTIAL

### CARSEM ADVANTAGE

✓ Our experience in running RF & high power devices using SiC



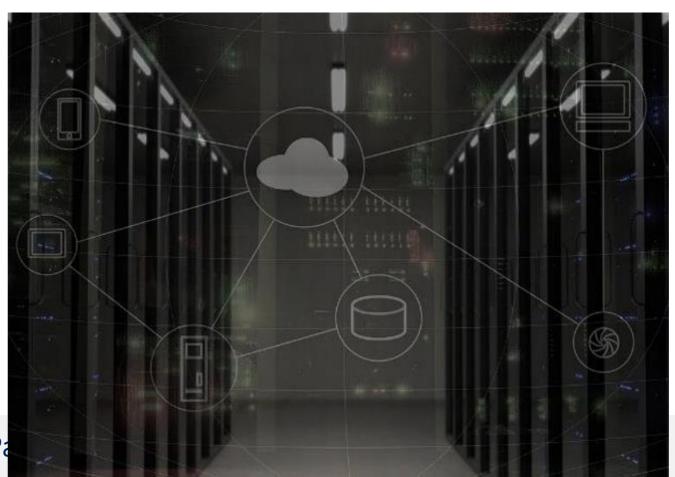
### SIC - UNLOCKING RF & POWER APPLICATIONS

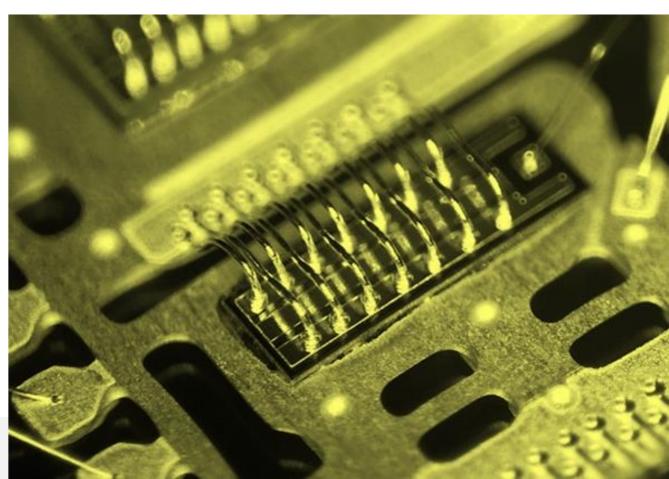


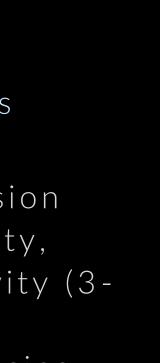


Benefits of SiC over previous gen materials ✓ Wider bandgap,

- ✓improved energy conversion efficiency & power density,
- ✓ higher thermal conductivity (3-4X Si/GaAs/GaN),
- ✓ higher switching frequencies, and reduced system size





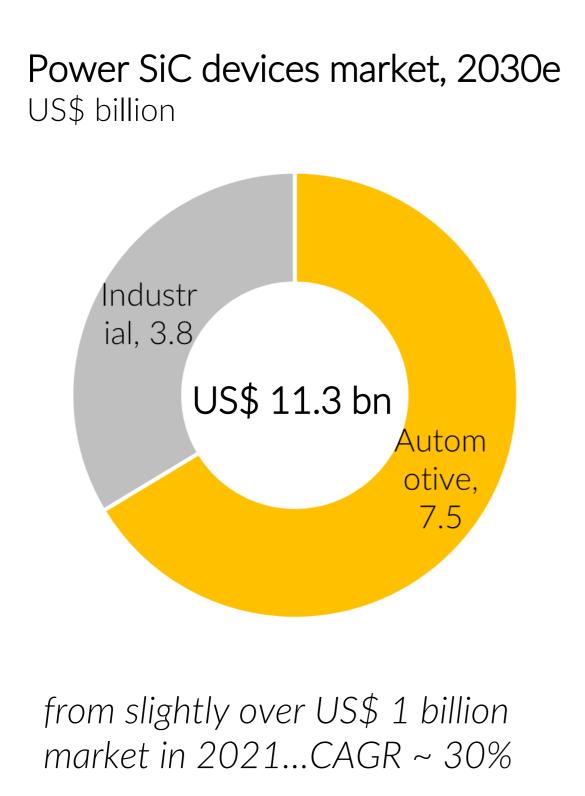




## Technology–Immediate focus

### **GROWING DEMAND FOR SILICON CARBIDE TECHNOLOGY**

The silicon carbide device market is accelerating at breakneck speed, driven by automotive

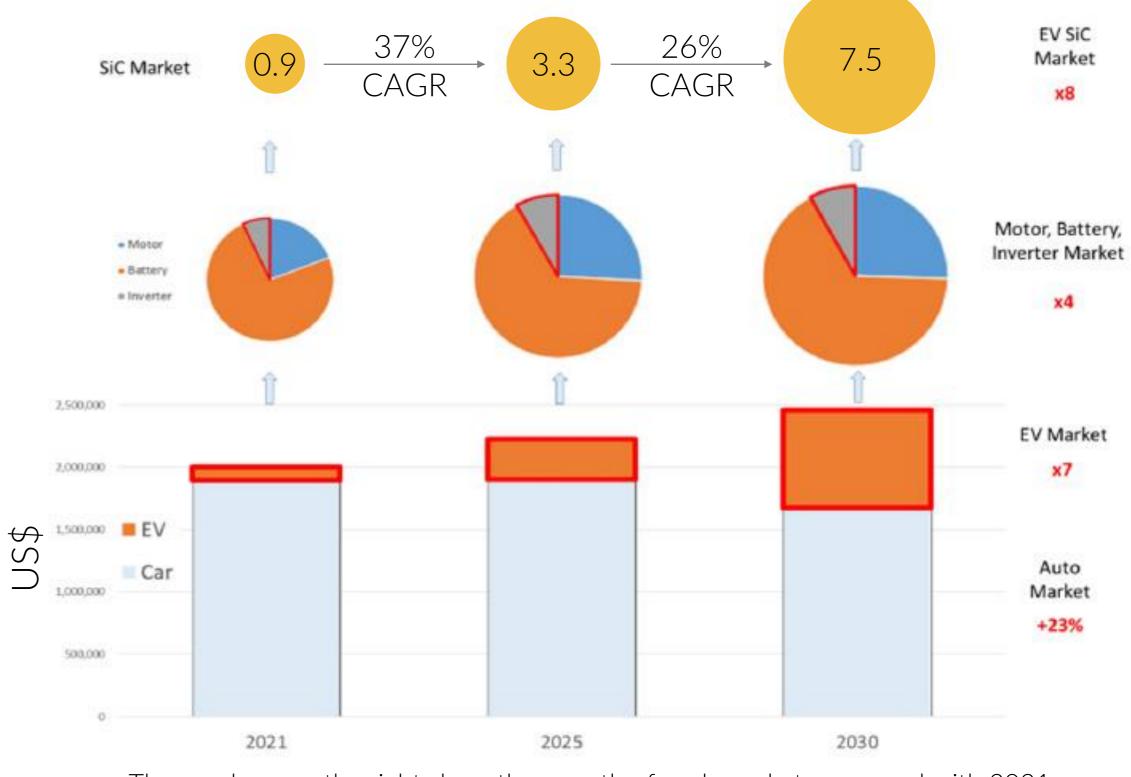


Source: Goldman Sachs Global Investment Research





Auto-related (EV) SiC market growth to stand out, rising to US\$3.3bn in 2025 and to US\$7.5bn in 2030 from ~ US\$0.9bn in 2021

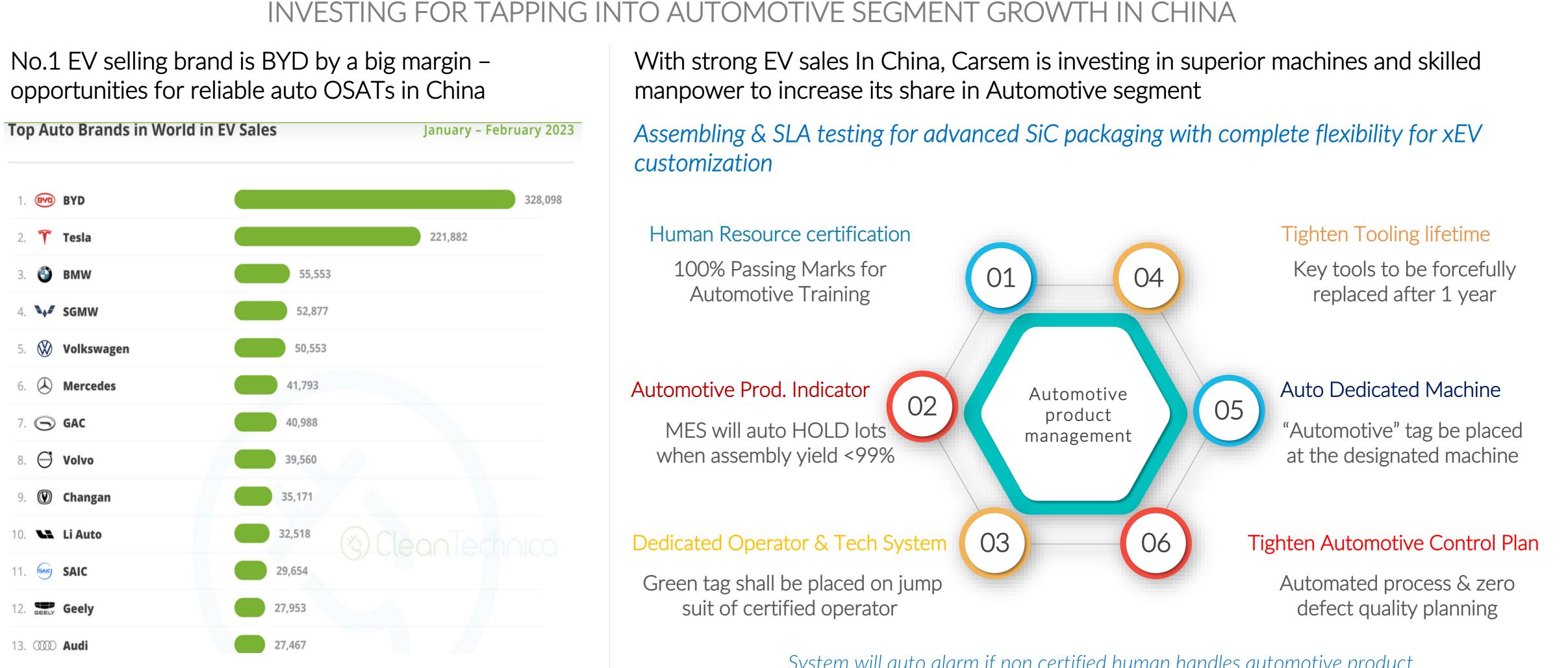


The numbers on the right show the growth of each market compared with 2021



## Technology–Immediate focus

### INVESTING FOR TAPPING INTO AUTOMOTIVE SEGMENT GROWTH IN CHINA



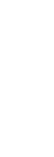
Source: www.cleantechnica.com

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System will auto alarm if non certified human handles automotive product









### GaN FOR RADIO FREQUENCY (RF) APPLICATIONS – 5G BASE STATIONS

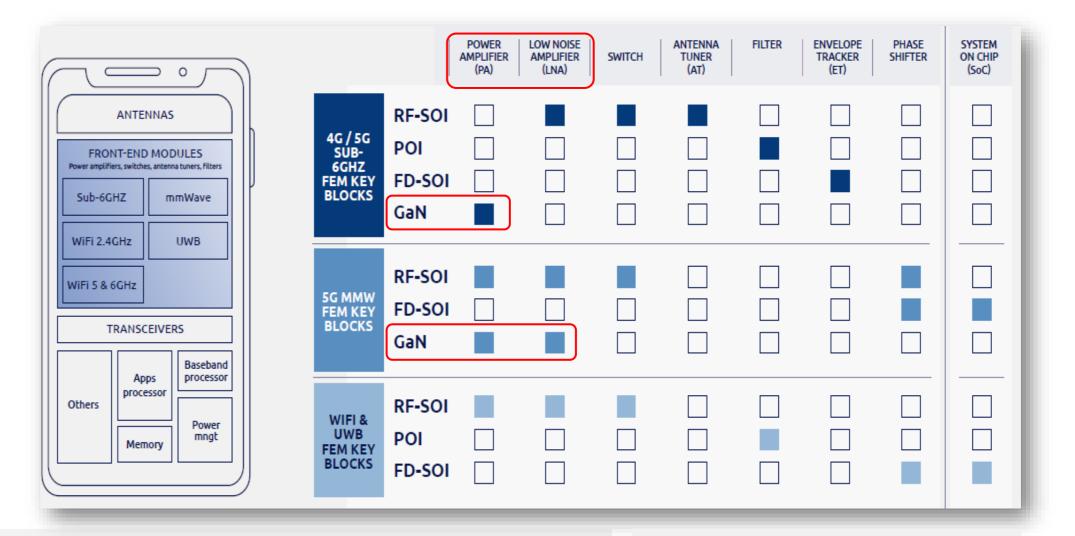


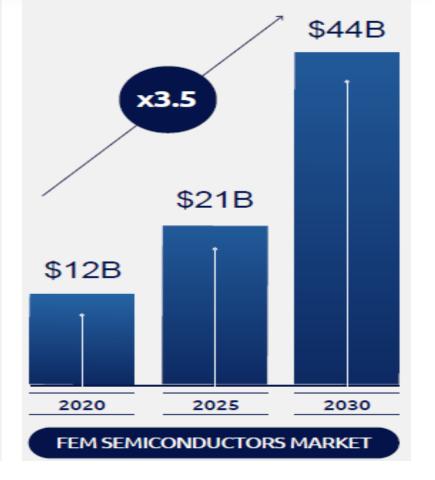
### Significant growth is projected for front end modules (FEM) in the next 8 years

- Carsem spent US\$ 12Mil for 5G RF FEM. Carsem Suzhou already has experience in FEM for  $\checkmark$ 4G/5G, include DiFEM Module/DiFEM Module/Duplexer+ Quadruplext and Inregular SiP package, expected initial production in Q2FY24
- ✓ Industry technology trend suggests that the business of GaN related FEM will be much more than 4G
- Carsem Suzhou is already engaging with main 5G players of China for 5G base stations FEM  $\checkmark$



### Technology – Immediate focus





Source: Yole, Ericsson, Soltec, Qualcomm



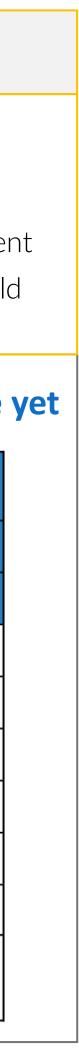
## Technology – Future focus

### Carsem Suzhou has been working extensively on 5G test technology 5G – Next Generation of mobile broadband development $\checkmark$ CSZ is working with 10+ customers for 5G device testing ✓ Completed 5G and Wifi7 RF test capability development, up to WiFi7 7.125GHz ✓ Continuing engagement with specialized customer for 5G FR2 (mmWave) testing development ----✓ Building an exclusive 5G RF domain specific test development team to be the best in this field **4**G 1**G** 2G 3G 5G 11 care 40 ..... 21.6 20 0 CSZ R&D capability - able to support 5G sub 6GZ, but not ready for 5G mmWave yet ✓ Exponentially faster download & upload speed ✓ Drastically decreased latency ✓ Implementation of IOT, Autonomous Cars, Artificial intelligence. ✓ High frequency signals on shorter wavelengths will require more base stations than usual 4G 5G use cases ¦⊙| (0 🎲 Games Smart Driving HD Voice High reliable apps Smart City Cloud Office Ĩí. Smart Factory Smart Healthcare Smart Home Smart Traffic



### 5G TESTING

	2Ĝ	<u>3</u> 6	<b>Age</b>	🏭 5G	
Bandwidth Product	800MHz~2GHz	2GHz~2.2GHz	1.7G~2.7G	3.3GHz~6.0GHz (Sub- 6GHz)	>28GHz (mmWave)
	6MHz~24MHz	15MHz	15MHz~130MHz	<1G Hz	>1G Hz
Switch	$\checkmark$	$\checkmark$	~	$\checkmark$	
Filter (SAW/BAW)	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	
Diplexer/Multiplexer	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	
PA (Power Amplifier)	$\checkmark$	<b>V</b>	$\checkmark$	$\checkmark$	
LNA (Low Noise Amplifier)	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	
Antenna Tuner	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	
SiP (include 2 or more components into a package)	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	





## Technology – Future focus

### Entirely new SMT Line

### 3D X - Ray



### CARSEM MALAYSIA

- ✓ Assembling advanced packages with complete flexibility for customization
- ✓ Major portfolio of advanced packages is with big semiconductor companies in NA & EU
- ✓ Investing in superior machines and skilled manpower to handle advanced packaging

### **BENEFITS OVER STANDARD PACKAGES**

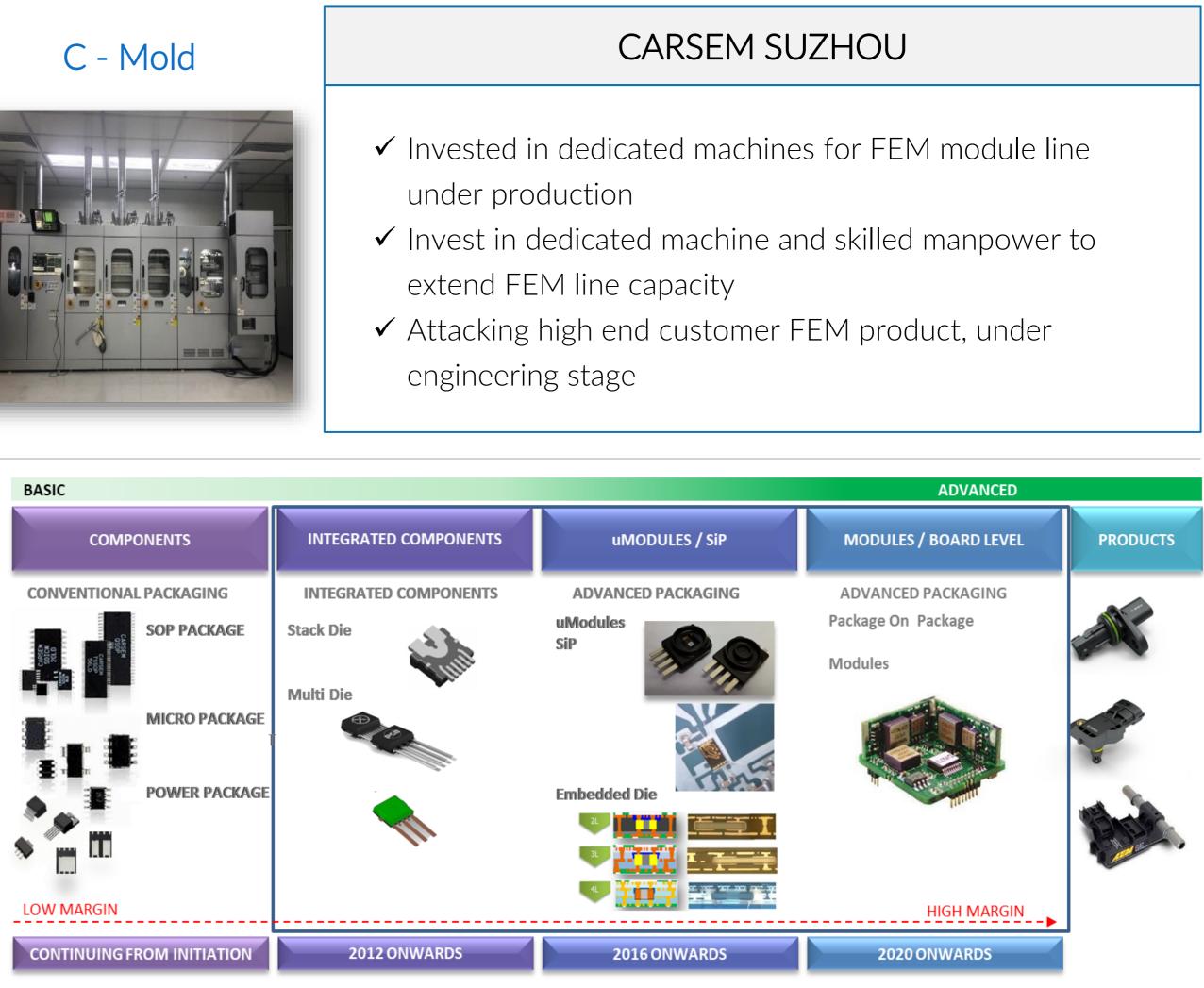
RELIABILITY ROBUST REDUCED SIZE CUSTOMIZABLE COST SAVING PERFORMANCE



### MODULES



- ✓ Invested in dedicated machines for FEM module line under production
- extend FEM line capacity
- engineering stage





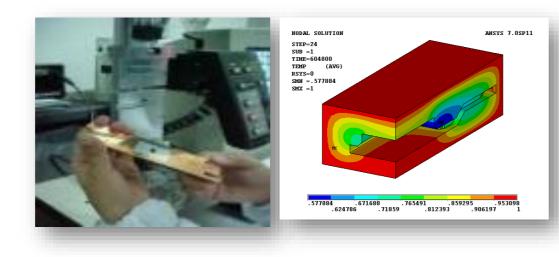
## Technology – Carsem technology center

### DEDICATED TECHNOLOGY CENTER TO DRIVE INNOVATION & TECHNOLOGY DEVELOPMENT

### CARSEM TECHNOLOGY CENTER (CTC) – 4M APPROACH TO R&D

### MATERIAL

- Materials lab,
- Design & Simulation



### MACHINE



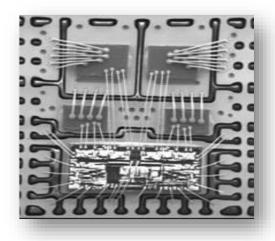
Dedicated to package/process/materi als development

### Malaysian Pacific Industries Berhad



### METHODOLOGY

- Process development
- Total 75 active patents



### MAN (HUMAN CAPITAL/ EXPERTISE)

 Total headcount: 66 (Technical Management ~8%, Project
Management ~34%, Engineering ~58%)

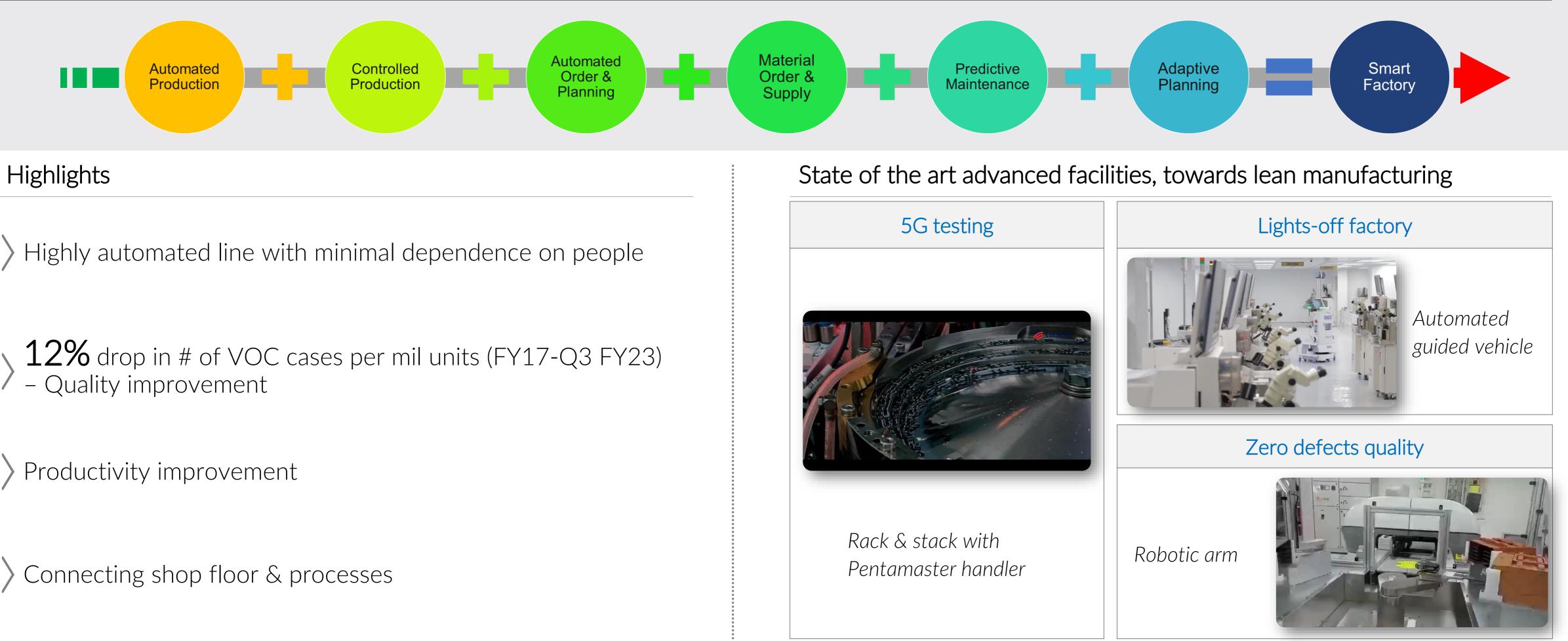




## Quality & productivity focus

### INVESTING IN AUTOMATION & INDUSTRY4.0 TO ACHIEVE ZERO DEFECTS & HIGH PRODUCTIVITY GOALS

### End Game – Smart factory



Highly automated line with minimal dependence on people

**12%** drop in # of VOC cases per mil units (FY17-Q3 FY23) – Quality improvement

Productivity improvement

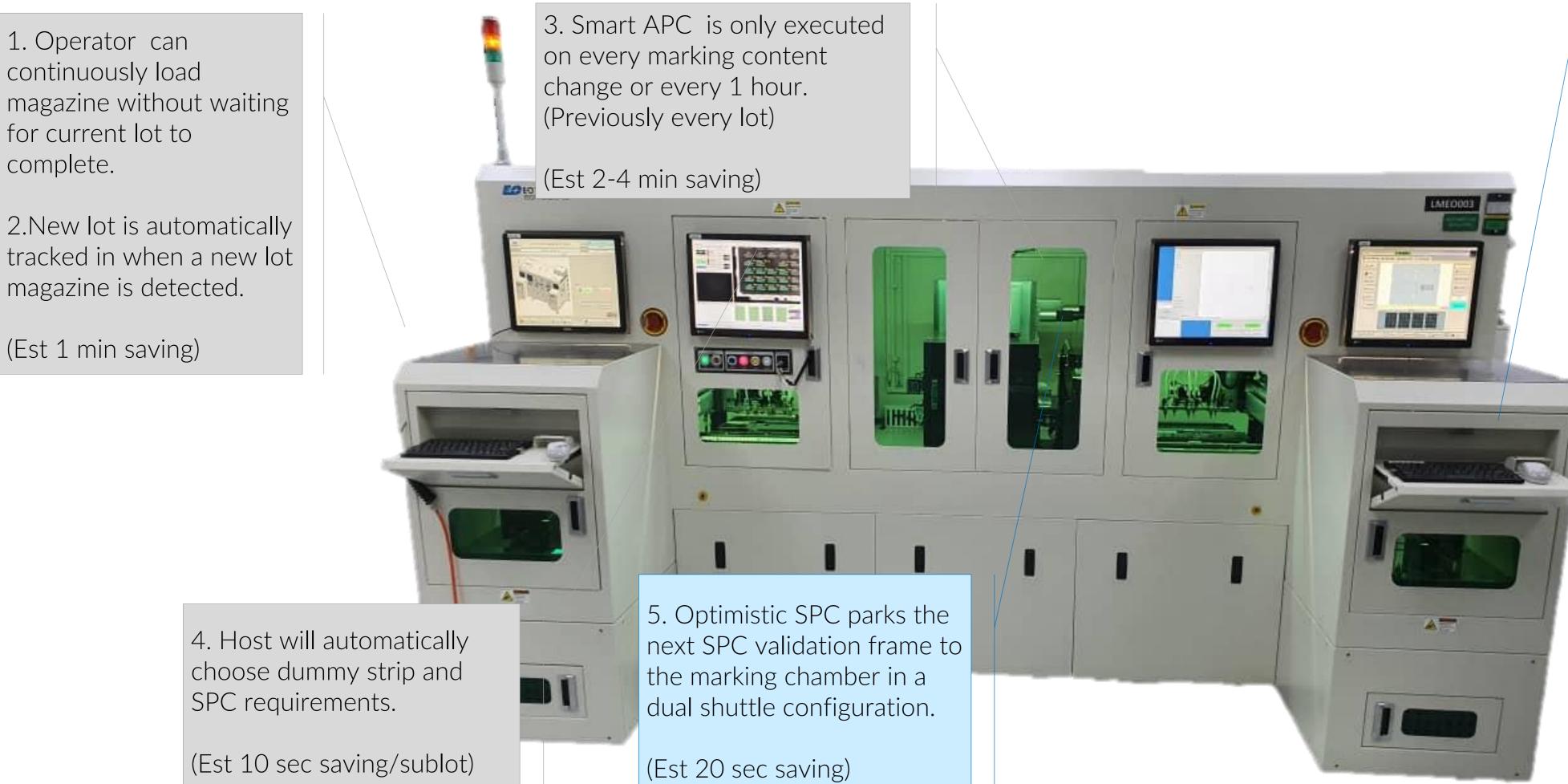
Connecting shop floor & processes





complete.

## Quality & productivity focus





**AUTOMATION: EO Laser Continuous Run Enhancement** 

6. After machine validates all frames is complete, magazine change is done and lot is tracked out.

(Est 1 min saving)

### Improvement:

UPH increase by 19%

Legend :

Changes on machine

Changes on host







## Quality & productivity focus

### CERTIFIED ON INDUSTRY'S LEADING PERFORMANCE PARAMETERS



Certificate Certificate Registr. No. 01 111 028556/0 IATE Certificate No. 0308275

S

Carsem (M) Sdr. Bhd. (M-3 Jalan Lapangan Terbeng, 30720 (poh, Perak, Malaysia

CERTIFICATE

CARSEM (M) SDN. BHD. SITE 2

M-SITE JALAN LAPANGAN TERBAN 31350 IPOH PERAK DARUL RIDZUAN MALAYSIA

has implemented a complying with ISO 45001 : 2018 OCCUPATIONAL HEALT with guidance for use

Scope of certification

ASSEMBLY OF SEMI

Mohd Azanuddin Salleh Charl Executive Officer SIRIM GAS International Son. Bhd.

Insue date : 62 March 2020 Original certification date : 18 December 2015 Expiry dats : 17 December 2021 Certificate no. : OHS 06640

- IQNet

GAS International Set, 804. Conversion 61031-4 1, Remotern Data' Handare Sectors 1, 1-0. Nex 1028 6008/544 Alane Stimute Data Theor Biological Sectors and Biological Sectors and File 1.95-0.5544 6202 Php. Theorem. Sectors and were indicated and Phological Sectors and Phological Sectors and Phological Sectors Sectors and Phological Sectors and Phological Sectors Sectors and Phological Sec

HI Graven Stern - STN Cologe - HETN

TŪVRheinland<sup>®</sup> Precisely Right.

### ESD Control

Applicable to Design, Assembly, Testing & Finishing of semiconductor component

### IATF 16949:2016

Design & manufacturing of semiconductor components

### ISO 45001:2018

Occupational Health & Safety Management System implemented in compliance







2007/17 グリーンバートナー使党の貢献できかま Andration of Green Partner Centification Am : アウロップベイビス(10)、自作 Augusteme III Part (10)	Sony Green Partner Program
$\label{eq:constraints} \begin{split} & 1000^{-1} - \sqrt{m+4} REREY FIER STATUS LODO CARNEN LUFEY, \\ & 402 < 0.000000000000000000000000000000000$	
Control     Assing Device Not. Int	Environmental quality assurance activities
$(2m-2^{2}m-(4m\pi)m^{2}T^{2}T^{2}T^{2}T^{2}T^{2}T^{2}T^{2}T$	



### ISO 9001:2015

Design & manufacturing of semiconductor components

### Awards and recognitions



Best supplier award, 2022

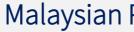
Best Partner Award, 2022

Best supplier award, 2022

HEK, China

PSE, China

QST, China







QUALITY & PEOPLE

Best quality service award, 2022

EPM, China

Best supplier award, 2022

Awards to assembly and test engineering team, 2022

Kangxi, China

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## TABLE OF CONTENT





## Financial highlights

REVENUE	With the challenges faced in China & worldw
DIVIDEND	Despite all the challenges & high costs, MPI year (25 sen)
CAPEX	Good or Bad times, Carsem invests in replaci
CASH	MPI is backed by strong cash position even in
CHALLENGES	Uncertain macroeconomic environment, glob
SEGMENTS	Automotive segment is strengthening; Autom

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Q3 FY23 SNAPSHOT

wide consumer demand drop, MPI closed Q3 FY23 at US\$ 107M

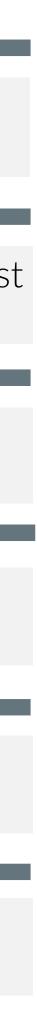
I's 2nd interim dividend was same as that in the corresponding quarter last

ing old machines & getting new technology in. Q3 FY23 – RM 44M

in these uncertain market dynamics – Q3 FY23 Net Cash: RM 813M

bal end market demand drop, rise in costs and manpower constraints

notive (43%); Industrial (38%); Consumer (13%)

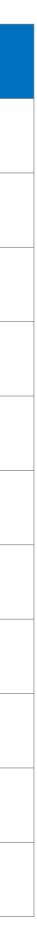




	Q3 FY23	Q2 FY23	Q3 FY22	Q3 vs Q2	Q3 vs Q3	YTD FY23	YTD FY22	YoY
	RM mil	RM mil	RM mil	%	%	RM mil	RM mil	%
Revenue	471.9	526.4	611.6	-10%	-23%	1,562.3	1,804.1	-13%
(LAT)/PAT	(8.4)	31.8	95.9	>-100%	>-100%	91.0	291.9	-69%
PATAMI	(17.8)	18.3	81.4	>-100%	>-100%	53.2	248.4	-79%
EPS (sen)	(8.97)	9.22	40.98	>-100%	>-100%	26.75	125.15	-79%
EBITDA %	17%	23%	31%			23%	31%	
Capex	44.3	62.0	171.0	-29%	-74%	192.8	635.7	-70%
Dividend	0	20	0			20	20	
Net Cash	812.9	815.9	848.8			812.9	848.8	
EDR	100:0	100:0	100:0			100:0	100:0	
ROSF	-0.9%	0.9%	4.8%			2.7%	14.6%	

## Key financials

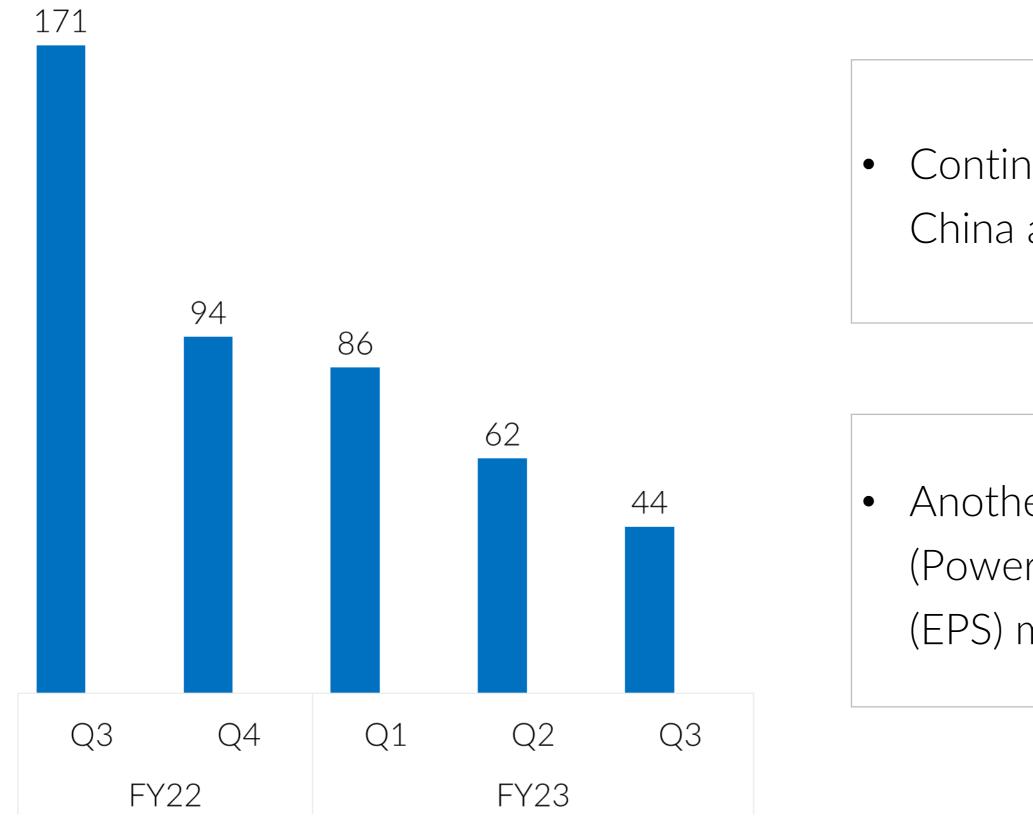
MPI GROUP RESULTS AT A GLANCE





### Investments

### MPI CAPEX (RM million)



SUSTAINED INVESTMENTS TO REALIZE LONG TERM BUSINESS ASPIRATIONS

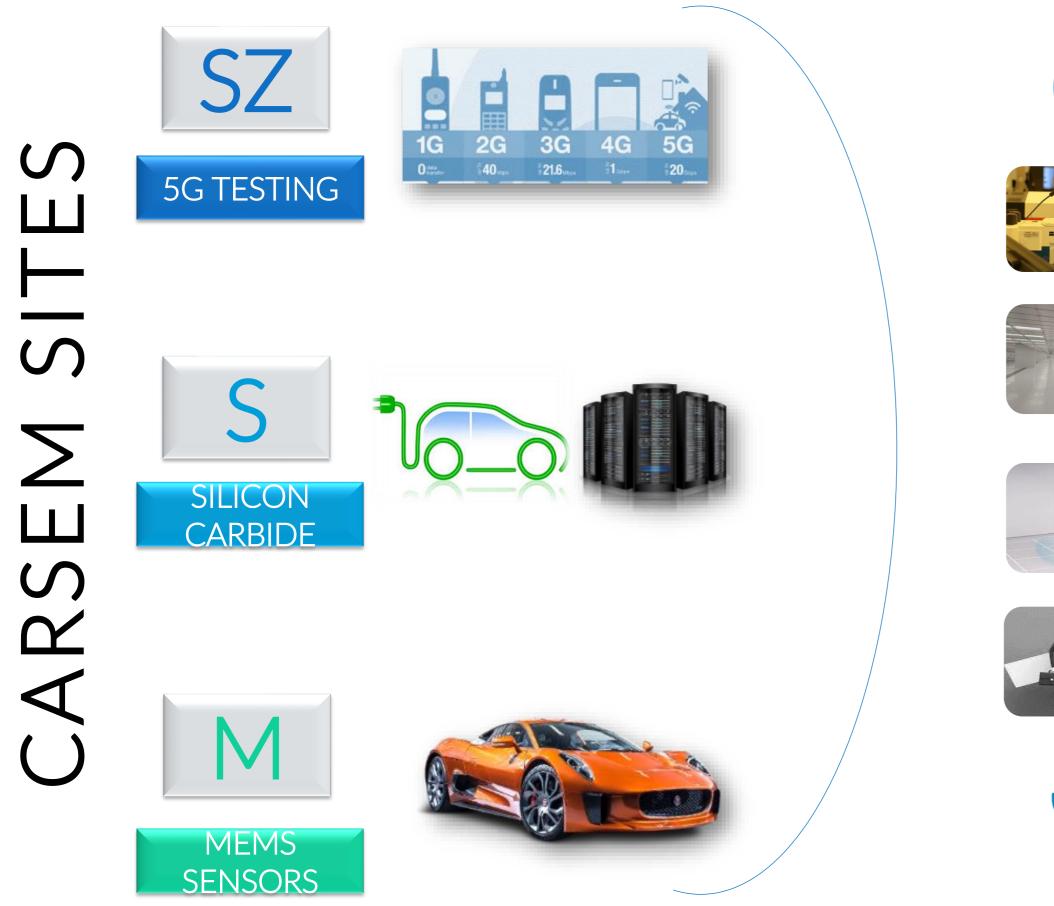
Continuing to invest in strategic capacity expansions at our operations in China and Malaysia

Another key investment area during Q3 FY23 was automotive PMIC (Power management IC) with application in electronic power steering (EPS) modules & automotive power trains





### CONTINUING STRATEGIC INVESTMENTS FOCUSING ON SENSORS, 5G TESTING & SIC/ GaN



### Investments





support business operations & sales Investing in **research & development** to deliver latest

Hire domain specific relevant people across the globe to

technology solutions to our customers



Floor space expansion to meet increasing business demands from existing & new customers



Continuing Industry 4.0 via automation in each factory to have zero defects quality



**Upskilling** existing operational & technical manpower to be able to perform better with latest technology



Looking for more anchor customers to secure more ulletguaranteed business in future



### STRONG NET CASH POSITION MEANS STABILITY IN UNCERTAIN TIMES

### NET CASH (RM million) position remained healthy



MPI is cash rich despite significant capital expenditure and expenses towards managing externalities

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## Cash

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## Statement of Profit or Loss

Revenue Cost of sales Gross profit Operating expenses Other operating (expenses)/income (Loss)/Profit from operation Interest income Interest expenses (Loss)/Profit before taxation Taxation (Loss)/Profit for the period

(Loss)/Profit attributable to: Owners of the Company Non-controlling interests (Loss)/Profit for the period

(Loss)/Earnings per ordinary share (sen) Basic

Ratio GP % (LBT)/PBT % (LAT)/PAT % EBITDA%

Q3FY23	Q3FY22	Changes
RM '000	RM '000	<b>%</b>
471,861	611,557	-23%
(440,317)	(495,653)	-11%
31,544	115,904	-73%
(31,141)	(28,933)	8%
(9,641)	24,677	-139%
(9,238)	111,648	-108%
8,610	457	1784%
(2,761)	(2,208)	25%
(3,389)	109,897	-103%
(5,048)	(13,991)	-64%
(8,437)	95,906	-109%
(17,832)	81,361	-122%
9,395	14,545	-35%
(8,437)	95,906	-109%
(8.97)	40.98	-122%
7%	19%	
-1%	18%	
-2%	16%	
17%	31%	





### Non-current assets

Property, plant and equipment

Right-of-use assets

Investment properties

Investments

### Current Assets

Inventories

Trade and other receivables, including derivatives

Tax recoverable

Cash and cash equivalents

### TOTAL ASSETS

## Statement of Financial Position

31/03/2023	30/06/2022
RM'000	RM'000
1,439,584	1,511,323
48,869	52,285
27,234	27,897
46	46
1,515,733	1,591,551
165,529	206,279
294,544	356,139
_	62
1,055,227	964,826
1,515,300	1,527,306
3,031,033	3,118,857



Equity Share Capital Reserves Treasury shares

Non-controlling interests

Non-current liabilities Borrowings (unsecured) Lease liabilities Deferred tax liabilities

Current liabilities Trade and other payables, including derivatives Borrowings (unsecured) Lease liabilities Current tax liabilities

TOTAL LIABILITIES

TOTAL EQUITY AND LIABILITIES

Net Assets per share attributable to owners of the Company (RM)

Net Cash EDR

## Statement of Financial Position

31/03/2023	30/06/2022
RM'000	RM'000
352,373	352,373
1,859,674	1,811,656
(163,816)	(163,816)
2,048,231	2,000,213
353,192	321,568
2,401,423	2,321,781
55,915	180,100
21,730	23,566
6,347	2,269
83,992	205,935
330,343	543,813
186,383	13,170
3,817	2,781
25,075	31,377
545,618	591,141
629,610	797,076
3,031,033	3,118,857
10.30	10.06
812,929	771,556
100 : 0	100 : 0













Net Cash (RM 813 million for investment & M&A), No debts

MPI declares 2nd Interim Dividend same as Q3 FY22 despite rising costs and overall semiconductor industry

Carsem continues to invest in SiC & GaN Technology, 5G Testing, MEMS sensors to grab the next wave of

Investing in expansion - new factory in Ipoh, additional floor in Carsem S – Site (Ipoh) & a new site in China



# Thank You

