




NOTION VTEC BHD: RESTORED, RENEWED & REINFORCED FOR GROWTH

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14th October 2019



Welcome



Strategic Considerations

- Stay focus in value add engineering
- Invest in automation and optical inspection
- Invest in aluminum extrusion and precision sheet fabrication including laser cutting and robotic arm welding
- Diversify customer base and industries
- Co development and design work with key customers
- Main growth: fabricated metal parts to EMS sector



Challenges

- Rising labor costs
- Structural changes in HDD and Camera Industries
- External economic uncertainties and strong headwinds
- High capex model and long gestation period
- Lower margins

Engineering Capability Comparison

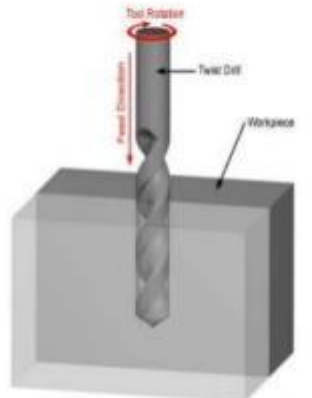
	Dufu	JCY	Notion
CNC Turning	Yes	No	Yes
CNC Tap & Drill	No	Yes	Yes
Centreless Grinding	No	No	Yes
Autolathe	No	No	Yes
Surface Treatment	No	Yes	Yes
Jigs & Fixtures	No	Yes	Yes
Customised Cutting Tools	No	No	Yes
Aluminum Extrusion	No	No	Yes
Die Casting	No	Yes	Yes
Precision sheet fabrication	May be	No	Yes



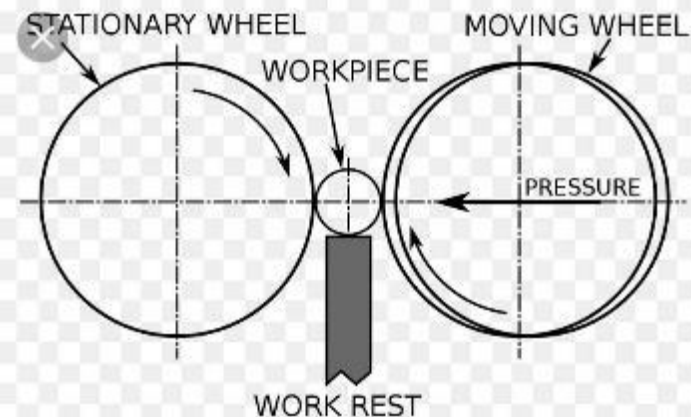
CNC Turning

Drilling

- Drilling is the operation of producing circular hole in the work piece by using a rotating cutter called Drill.



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TAPING OPERATION

- This operation is performed by a tap and is used to provide internal screw threads on an existing hole.



CNC Tap & Drill

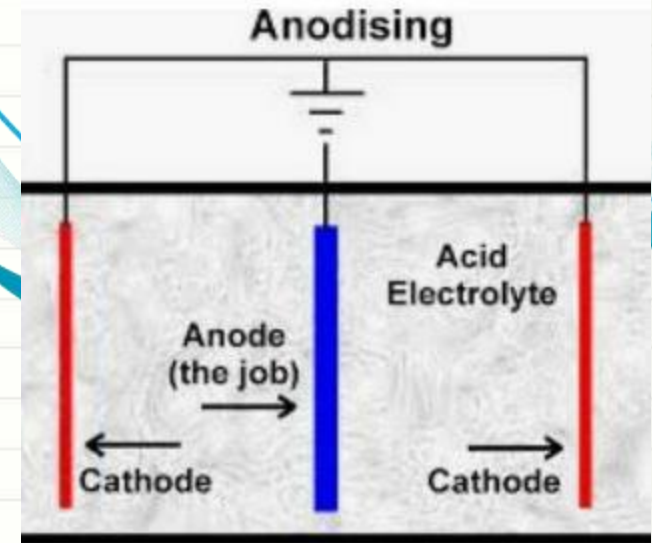
Centreless Grinding

Surface Treatment



Autolathe

Jigs & Fixtures



Electroless nickel plating

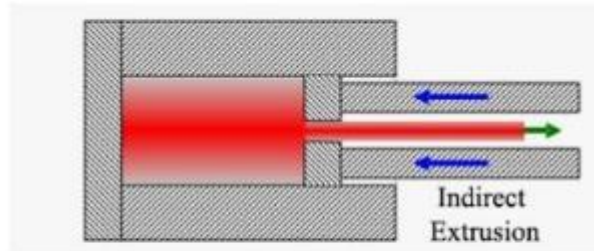


Electroless nickel plating is an auto-catalytic reaction that deposits an even layer of nickel-phosphorus or nickel-boron alloy on the surface of a solid material, or substrate, like metal or plastic.

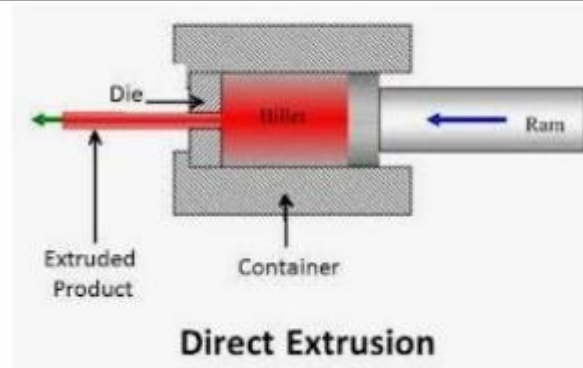


Customised Cutting Tools

Extrusion Technology



indirect-extrusion-or-backwar...
techminy.com



Die Casting



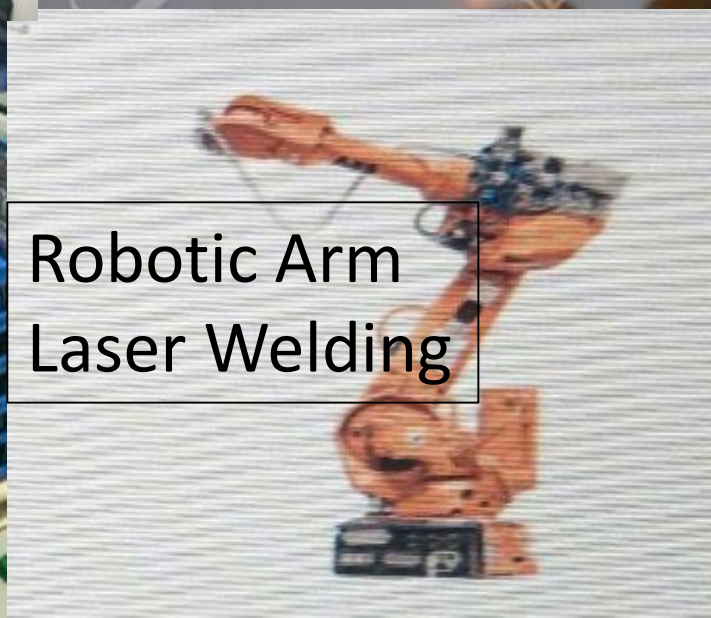
Precision Fabrication Manufacture



Laser Cut

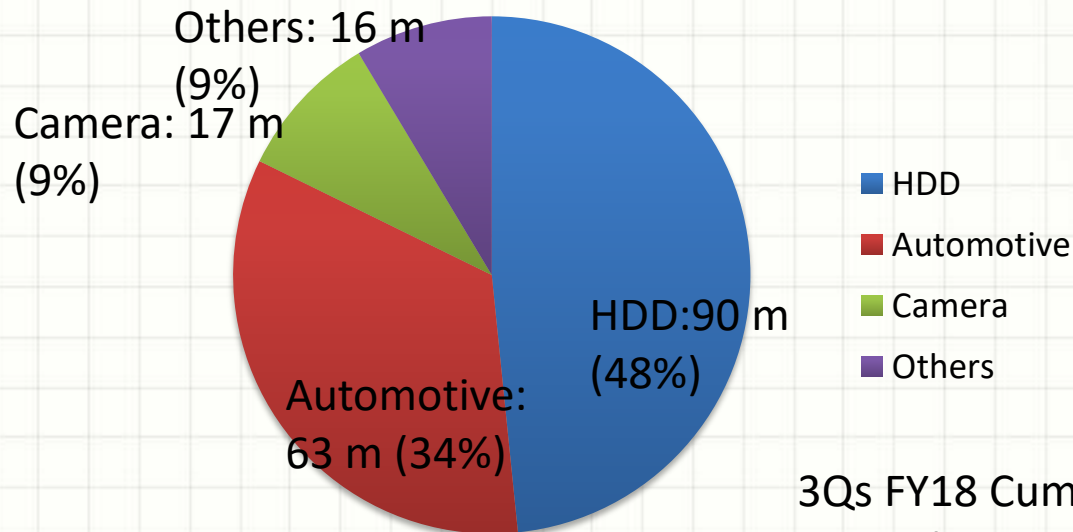
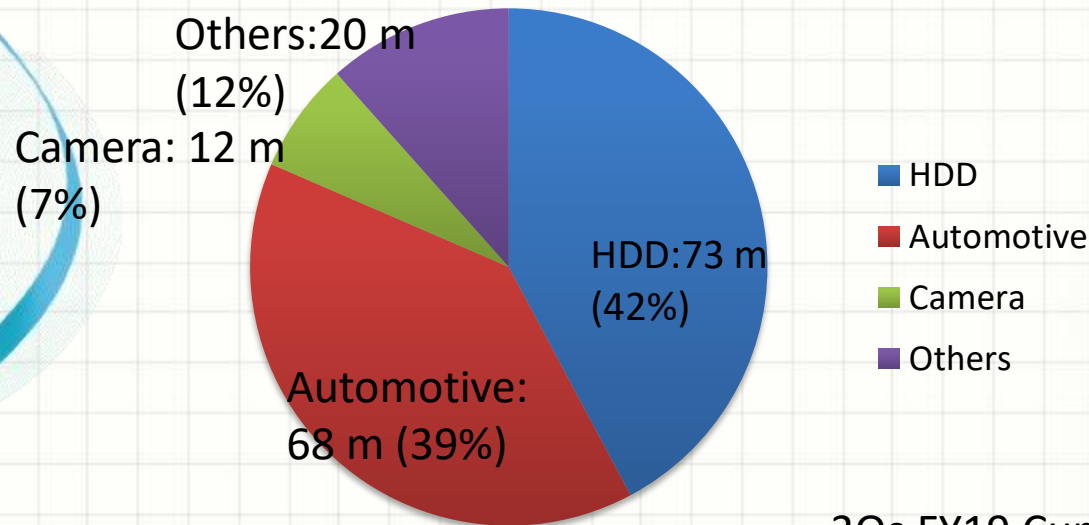


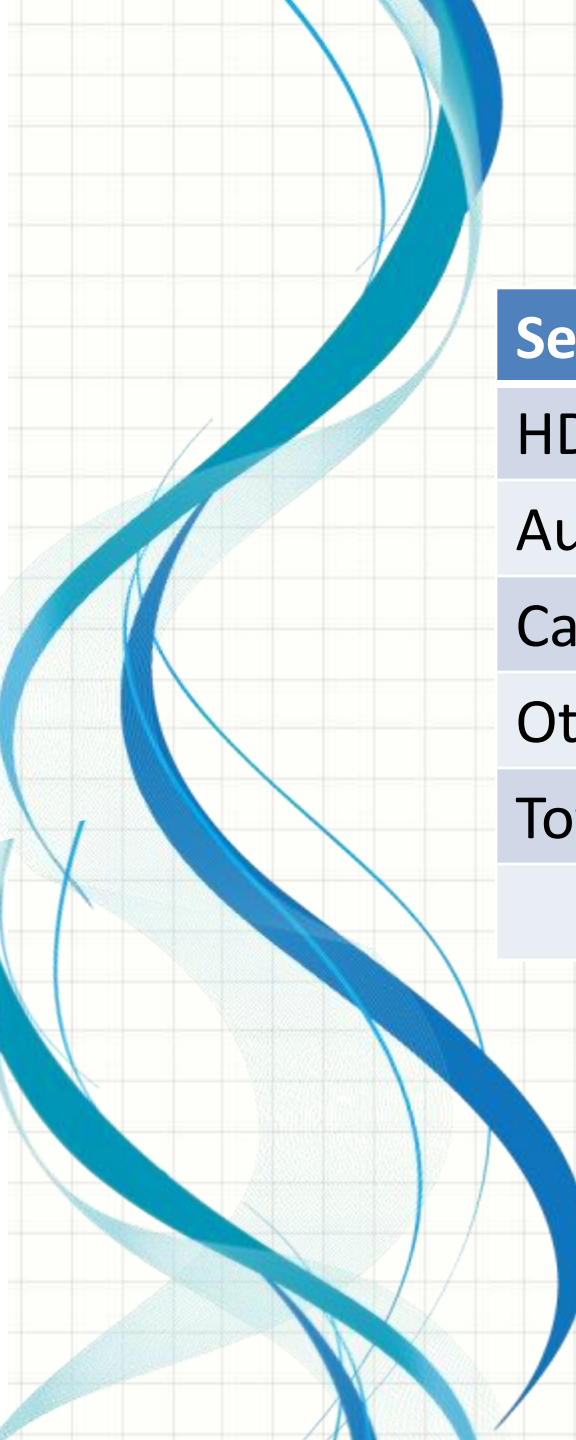
Precision Roll



Robotic Arm
Laser Welding

Revenue (RM'mil) Cumulative 3 Quarters FY19 vs FY18





Comparison 3Q Segmental Revenue FY19 vs FY18

Segment	Q3 FY20	Q3 FY19	Change %
HDD	73 m	90 m	(19%)
Automotive	68 m	63 m	8%
Camera	12 m	17 m	(31%)
Others	20 m	16 m	25%
Total	173 m	186 m	(7%)

Q3 Cumulative FY19 vs FY18 (RM'm)

Cumulative	Q3 FY19	Q3 FY18
Revenue	173	186
Cost of Goods Sold	152	176
Gross Profit	21	10
Other Op Income	8	89
Other Expenses	(30)	(83)
Operating Income/Loss	(1)	16
Finance Cost	(4)	(1)
Profit Before Tax	(4)	15
Profit After Tax	(4)	8
Loss/EPS	(1.35)	2.49


Borrowings	69	20
Cash	71	59
EBIDTA	23	37
Capex	64	137

Commercial & Household Products



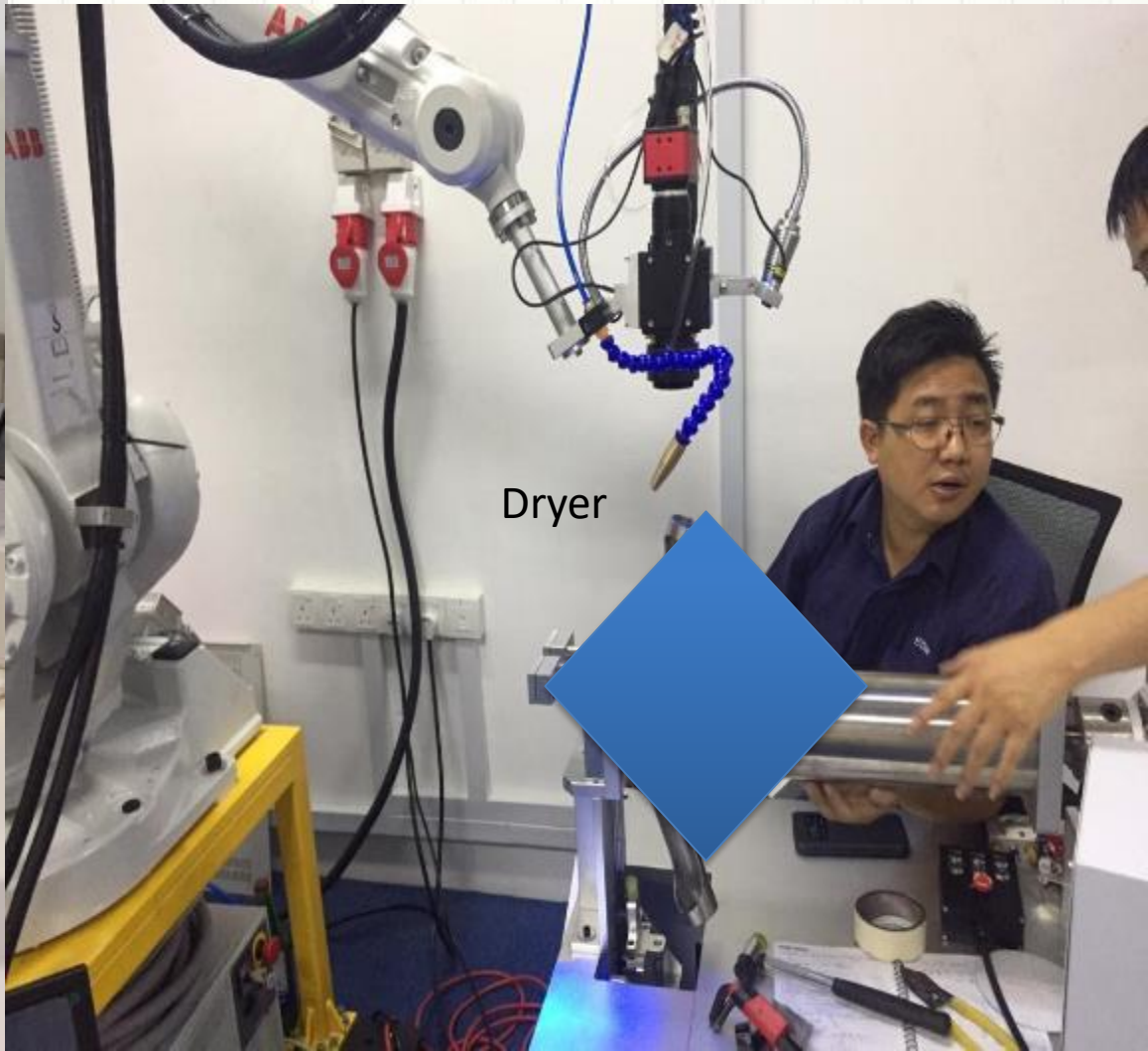
Table Lamp

A photograph of a modern table lamp with a white, two-drawer cabinet base and two black adjustable lamp stands. A large blue diamond-shaped graphic is overlaid on the top half of the image.



Water Tap

A photograph of a modern, cylindrical, brushed metal water tap mounted on a white sink. A large blue diamond-shaped graphic is overlaid on the right side of the image.



Dryer

A photograph of a robotic arm assembly line. A white robotic arm is positioned over a workbench where a man in a blue shirt is working. A large blue diamond-shaped graphic is overlaid on the right side of the image.

Summary Targets

- Q4 will include RM10 mil BIL interim and likely final claim on BIL (range 20 to 50 mil)
- FY19 revenue RM235 mil est
- FY20 revenue RM280 mil est
- FY21 revenue RM350 mil est
- HDD and Camera static
- Automotive 15%+ growth
- Others 110% growth
- PAT margin 7% target
- EBITDA margin 15% target

EMS Segment

Precision machined
& fabrication manufacture

Contract Manufacturers



NOTIONVTEC
NOTION VTEC BERHAD



New Auto Parts Customers

The logo for Delphi Technologies, featuring the company name in white text on a blue rectangular background.

Delphi
Technologies

The logo for BorgWarner, featuring a stylized blue icon to the left of the company name in bold, dark blue capital letters.

BorgWarner

New Engineering Customer

The logo for SSI SCHÄFER, featuring a stylized red icon to the left of the company name in bold, black capital letters, with "SSI" in red.

SSI SCHÄFER

HDD Customers



Alu Spacers & Clamps



Alu Separators

NMB-Minebea Thai Ltd.

Alu Baseplate Machining



Automotive



EBS Plungers



EBS Housing

DIAMET CORPORATION

Motor cycle and
other sintered
parts

Camera

Camera barrel &
Lens mount



Camera barrel & Lens mount

