



CSE

3Q2024 Interim Business Update

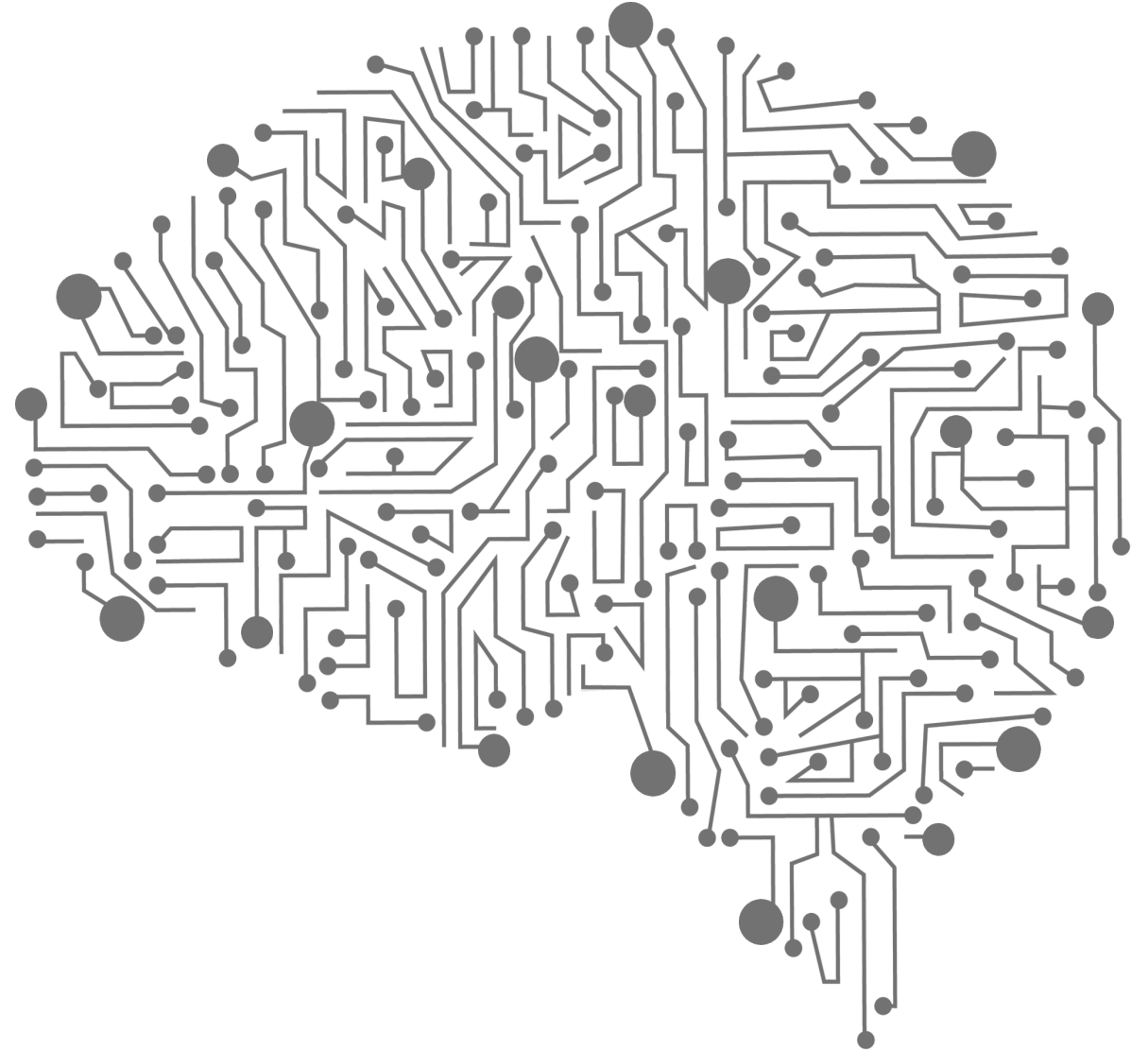
15 November 2024

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- 1 **3Q2024 Financial Performance**
- 2 **Business Overview**
- 3 **FY2024 Key Strategies**
- 4 **FY2024 Outlook**



Financial Performance in 3Q2024

- **Revenue: +S\$28.5m (+15.4% yoy)** due to:
 - Electrification: +S\$18.9m (+22.0% yoy) – driven by faster than anticipated project execution milestones for two Electrification projects in USA
 - Communications: +S\$6.7m (+12.1% yoy) – contributed mainly from growth in government sector and retail industry revenues in Australia
 - Automation: +S\$2.9m (+6.6% yoy) – contributed by higher government sector revenues in the Asia Pacific region
- **Order intake declined by 37.7% to S\$186.7m** attributed to:
 - Electrification: -S\$105.5m (-57.4%)
 - Absence of several major electrification projects secured in 3Q2023
 - Communication: -S\$5.9m (-8.9%)
 - Order intake for Communication business in 3Q2024 increased 16.4% year-on-year excluding the effect of a major contract for the supply, installation, integration and maintenance of communication and security systems for the Singapore Government in 3Q2023
- **Robust order book of S\$633.6m as at September 2024**

Revenue

S\$213.9m

▲ 15.4%

Order Intake

S\$186.7m

▼ 37.7%

Order Book

S\$633.6m

▼ 0.7%

Financial Performance in 9M2024

- **Revenue: +S\$108.1m (+20.2% yoy)** due to:
 - Electrification: +S\$72.0m (+28.8% yoy) as a result of higher revenue contributions in the Americas region supported by Electrification-related projects secured in FY2023.
 - Communications: +S\$13.2m (+8.1% yoy) contributed mainly from growth in revenues from Australia and contracts from government sector
 - Automation: +S\$22.9m (+18.6% yoy) contributed from the Americas and Asia Pacific regions
- **Order intake declined by 18.1% to S\$565.4m** attributed to:
 - Electrification: -S\$114.0m (-31.8%)
 - Absence of several major electrification projects secured in 9M2023
 - Communication: -S\$18.4m (-9.5%)
 - Orders from new acquisitions and a contract for the supply, installation, integration and maintenance of communication and security systems for the Singapore Government in 9M2023
- **Robust order book of S\$633.6m as at September 2024**

Revenue

S\$642.8m

▲ 20.2%

Order Intake

S\$565.4m

▼ 18.1%

Order Book

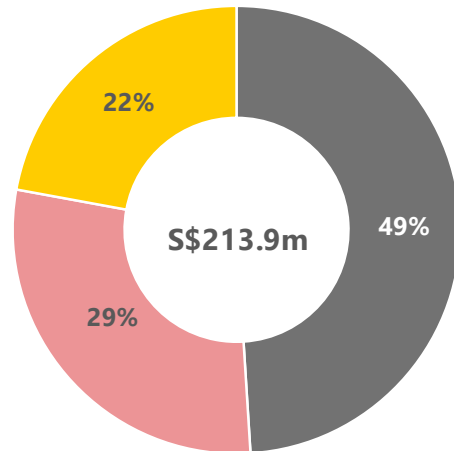
S\$633.6m

▼ 0.7%

3Q2024: Revenue Breakdown By Business

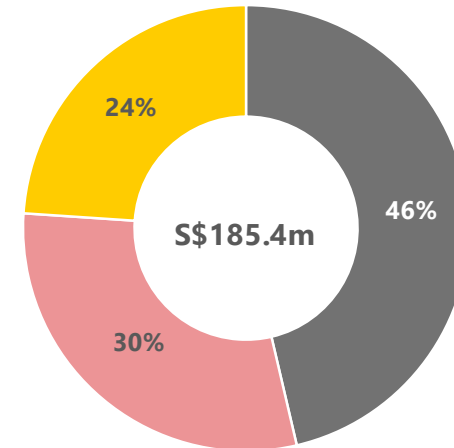
| S\$ million | 3Q2024 | 3Q2023 | YoY % |
|-----------------|--------------|--------------|--------------|
| Electrification | 104.8 | 85.9 | 22.0% |
| Communications | 61.8 | 55.1 | 12.1% |
| Automation | 47.3 | 44.4 | 6.6% |
| Total | 213.9 | 185.4 | 15.4% |

3Q2024



■ Electrification ■ Communications ■ Automation

3Q2023

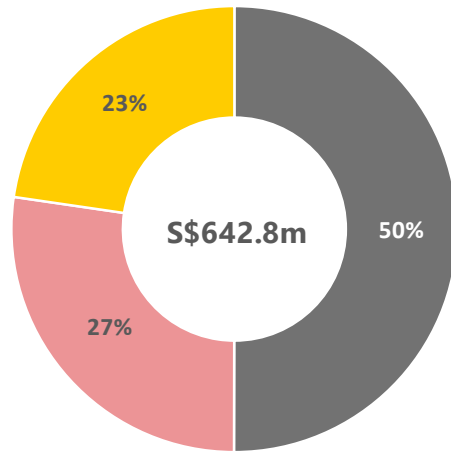


■ Electrification ■ Communications ■ Automation

9M2024: Revenue Breakdown By Business

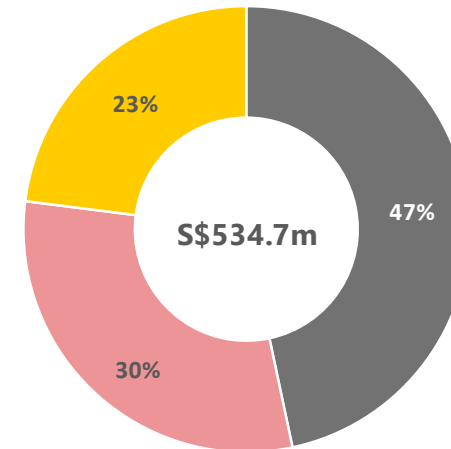
| S\$ million | 9M2024 | 9M2023 | YoY % |
|-----------------|--------------|--------------|--------------|
| Electrification | 321.6 | 249.6 | 28.8% |
| Communications | 175.3 | 162.2 | 8.1% |
| Automation | 145.9 | 122.9 | 18.6% |
| Total | 642.8 | 534.7 | 20.2% |

9M2024



■ Electrification ■ Communications ■ Automation

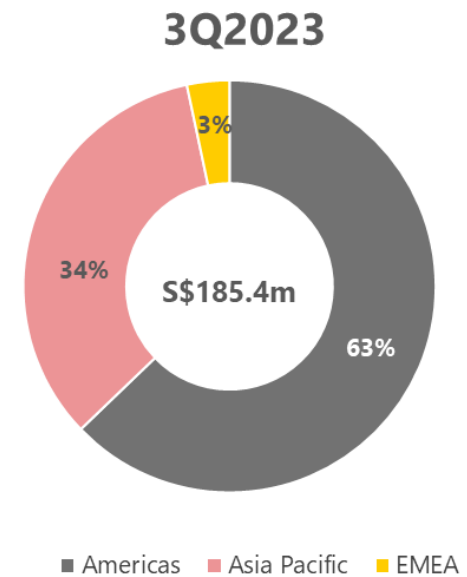
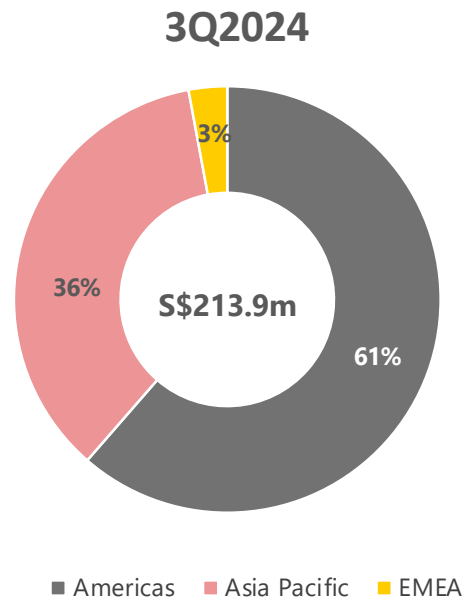
9M2023



■ Electrification ■ Communications ■ Automation

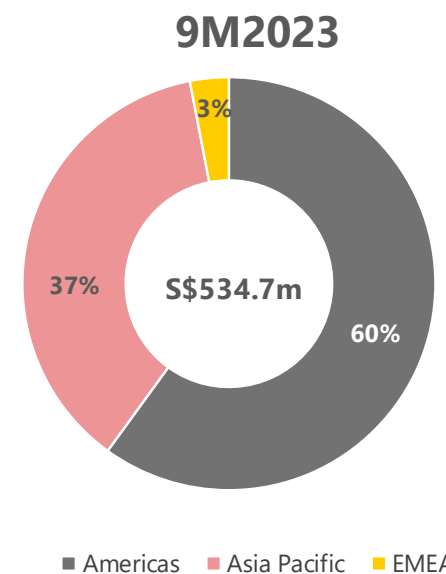
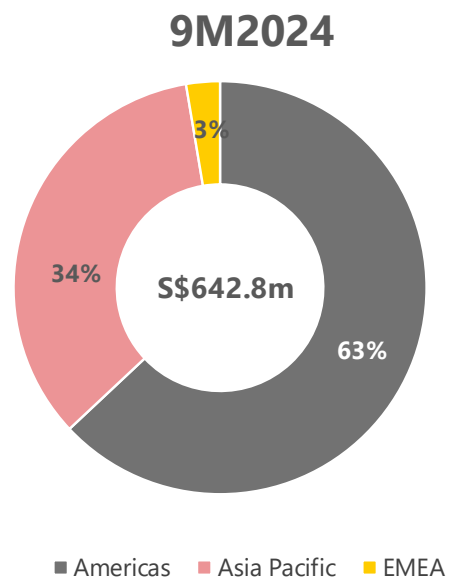
3Q2024: Revenue Breakdown By Geographical

| S\$ million | 3Q2024 | 3Q2023 | YoY % |
|--------------|--------------|--------------|--------------|
| Americas | 131.3 | 116.5 | 12.7% |
| Asia Pacific | 76.3 | 62.8 | 21.6% |
| EMEA | 6.2 | 6.2 | 1.1% |
| Total | 213.9 | 185.4 | 15.4% |



9M2024: Revenue Breakdown By Geographical

| S\$ million | 9M2024 | 9M2023 | YoY % |
|--------------|--------------|--------------|--------------|
| Americas | 405.0 | 320.8 | 26.3% |
| Asia Pacific | 220.8 | 197.7 | 11.7% |
| EMEA | 17.0 | 16.2 | 4.7% |
| Total | 642.8 | 534.7 | 20.2% |



Quarterly Revenue Trends

By Business, Q-o-Q

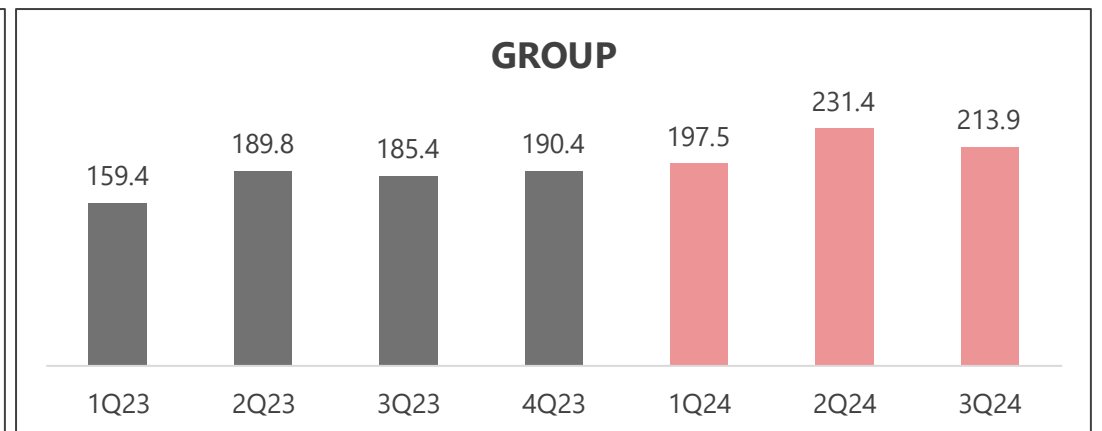
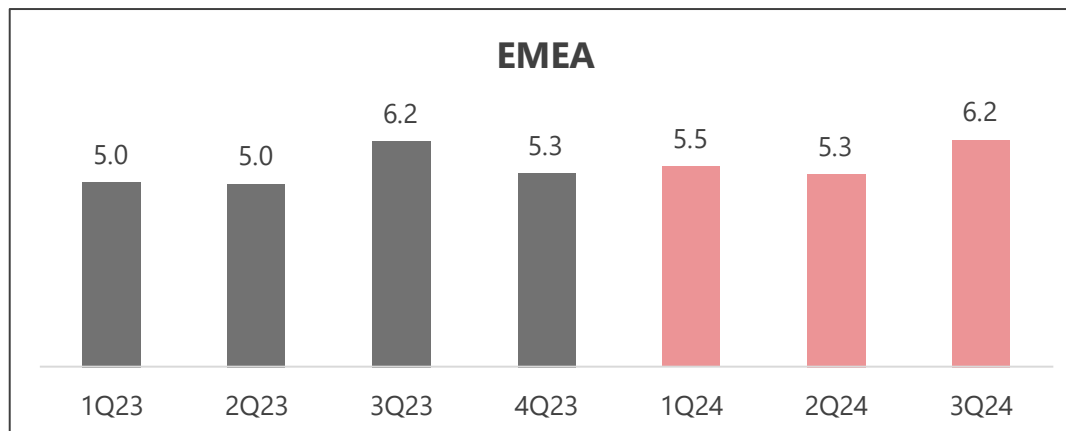
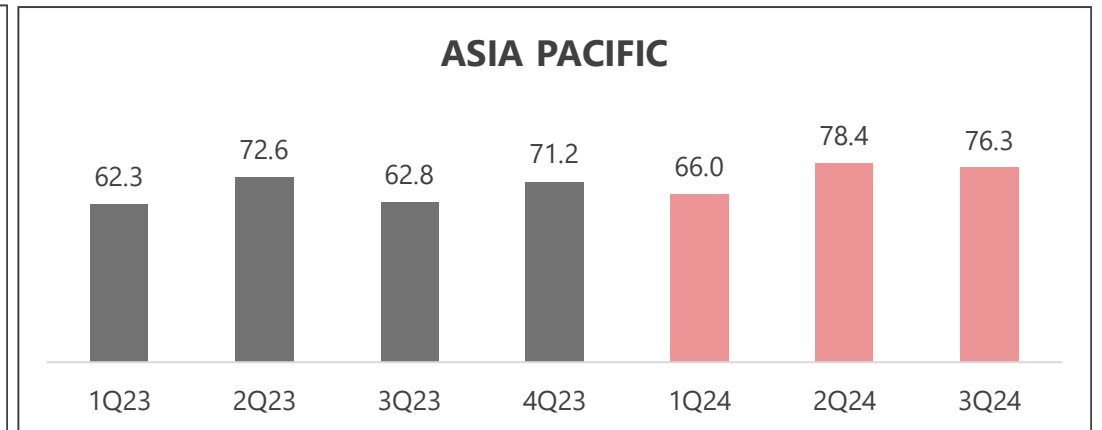
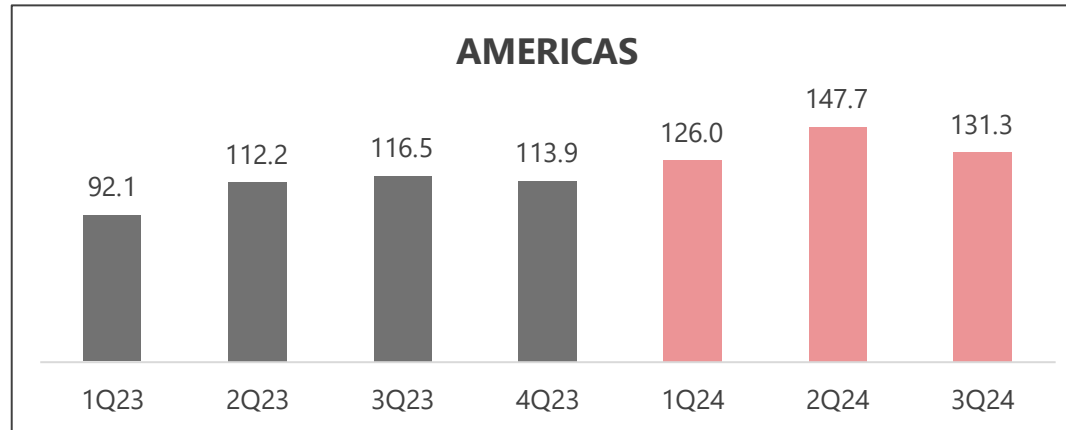
(S\$ million)



Quarterly Revenue Trends

By Geography, Q-o-Q

(S\$ million)

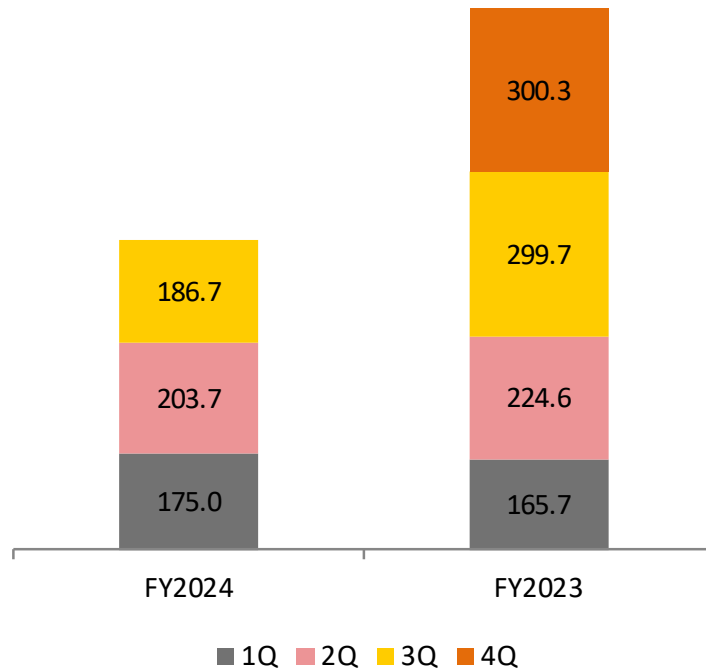


FY2024 Order Intake/Book By Business Segments

Order Intake from Continuing Operations

\$565.4m

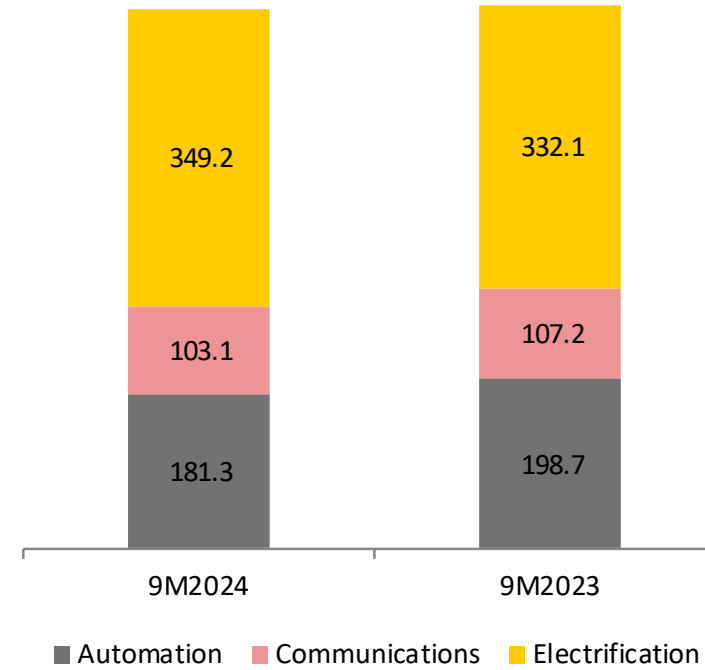
\$990.2m



Order Book from Continuing Operations

\$633.6m

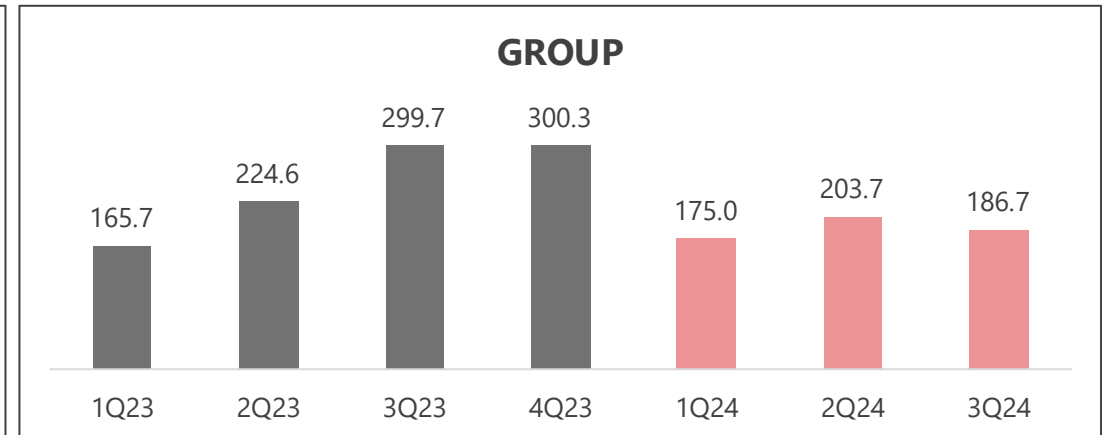
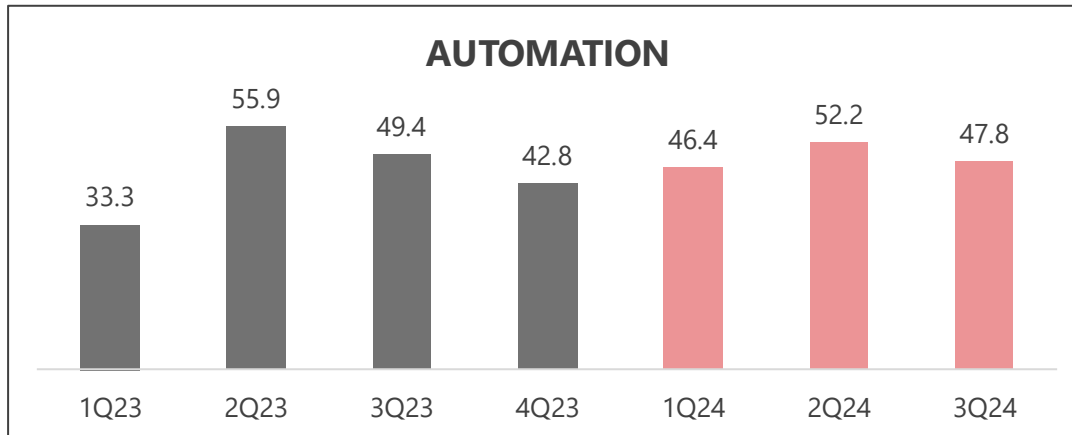
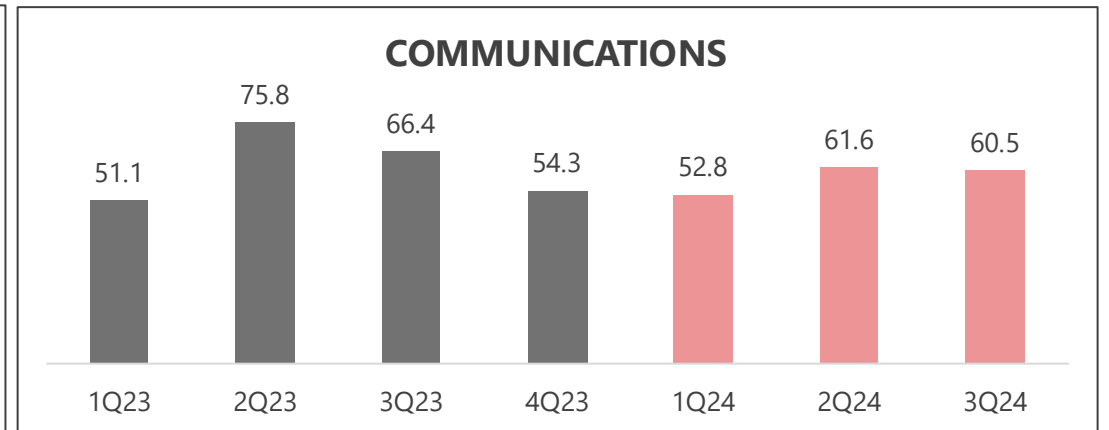
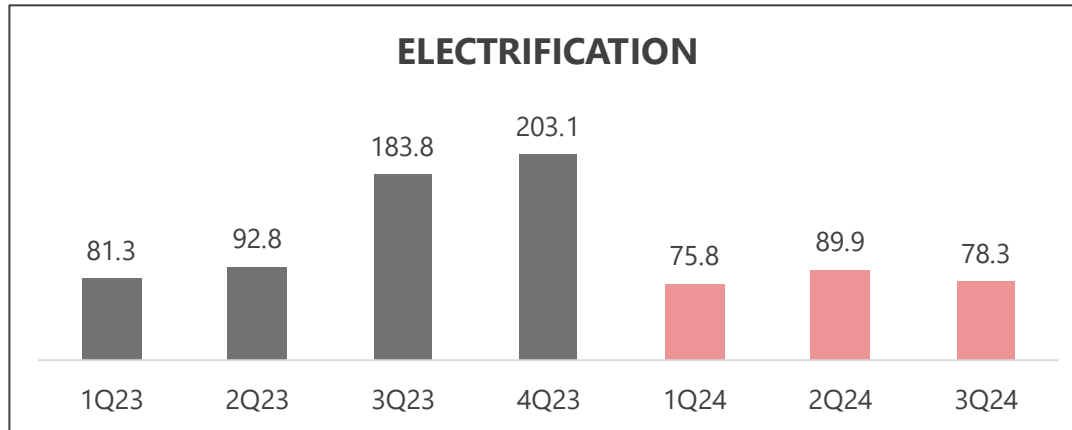
\$638.0m



Order Intake

By Business, Q-o-Q

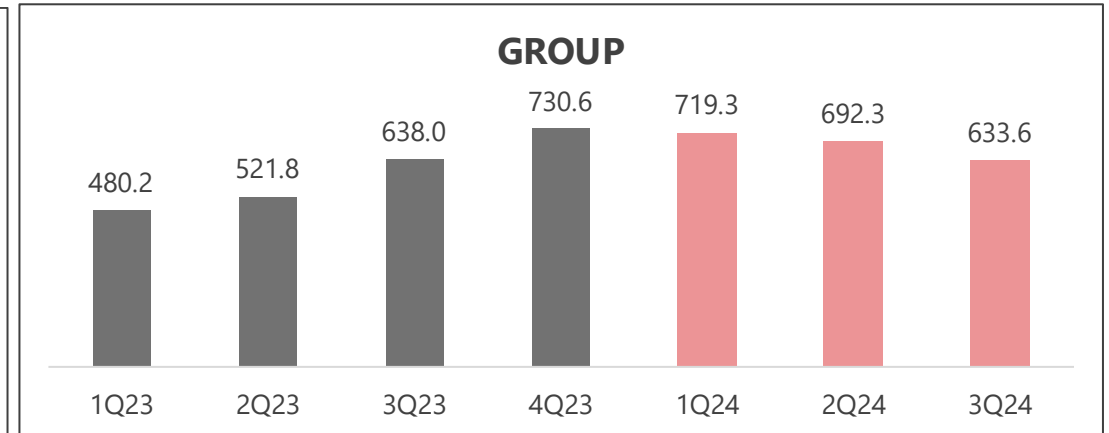
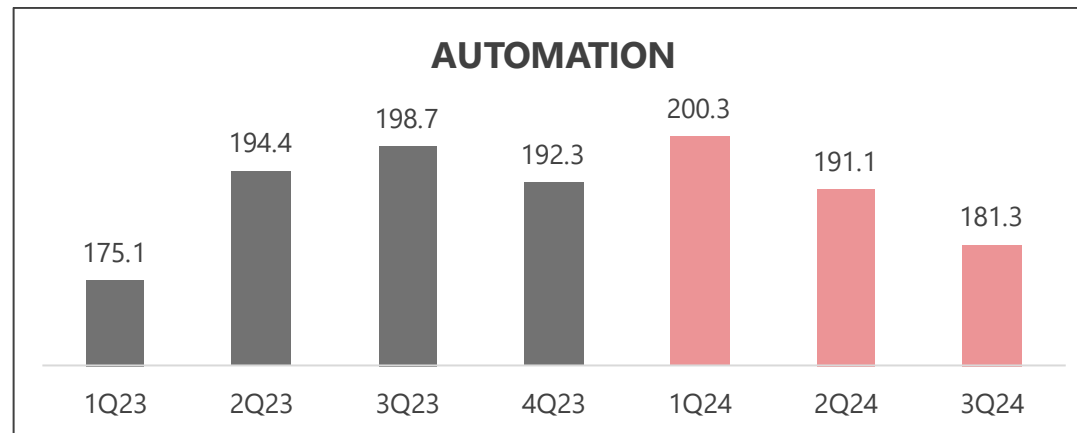
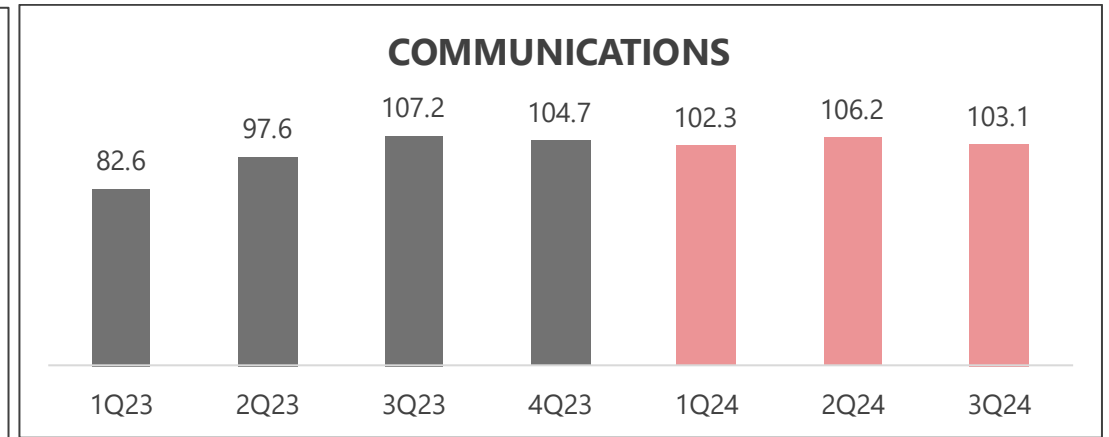
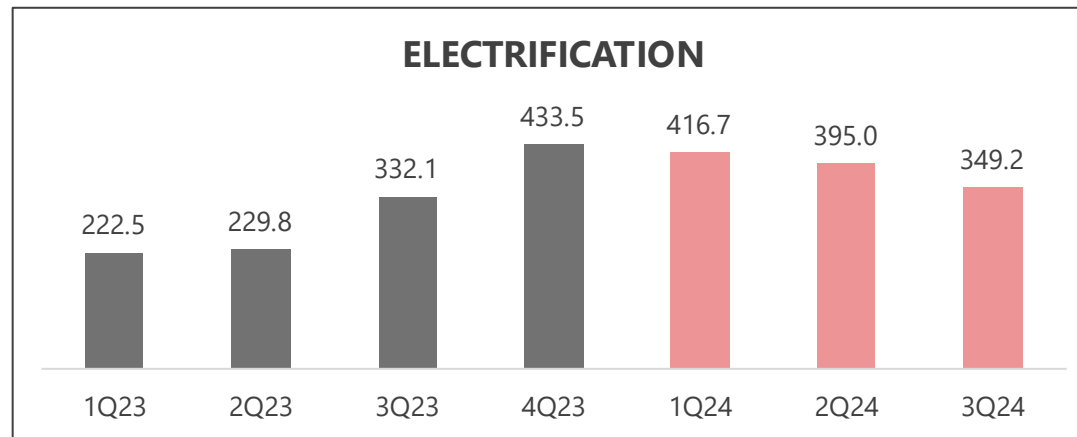
(S\$ million)



Order Book

By Business, Q-o-Q

(S\$ million)



Business Overview

- Strong growth in revenue of 15.4% to S\$213.9 million
- S\$186.7 million of new order intake in 3Q2024; -10.6% excluding one-off major contracts in 3Q2023
- Order book stood robust at S\$633.6 million as at 30 September 2024
- Current global economic outlook and inflationary pressures continue to present uncertainties in the market
- Completed the acquisition of RFC Wireless on 31 July 2024

Growth Strategy – Diversification and Expansion

Diversification into new markets brought about by emerging trends

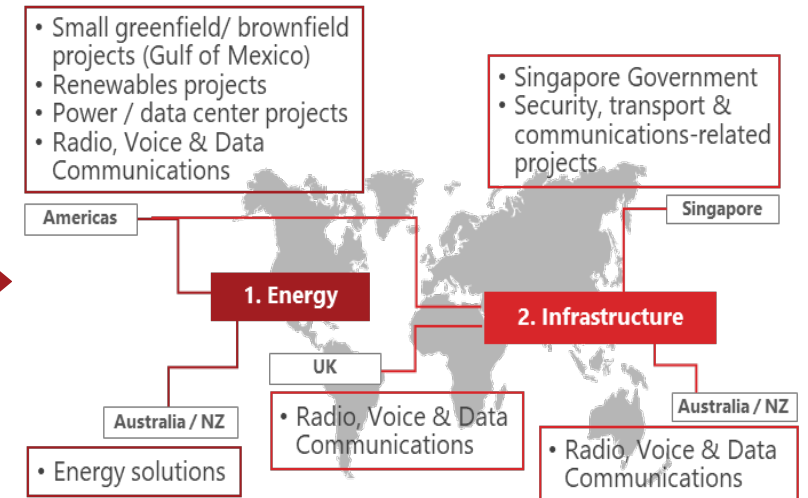


- Increasing demand for key products such as:
 - ✓ Power systems protection and control solutions
 - ✓ Critical communications
 - ✓ Wind and Solar Systems
 - ✓ Battery energy storage systems
 - ✓ Electric-vehicle charging infrastructure

Diversification

Expansion

Expansion of engineering capabilities in key markets



- Acquisition remains a key growth strategy
- Focus areas will be in complementary and adjacent capabilities:
 - Energy and Infrastructure segments
 - USA, Europe and Australia/New Zealand
- Will acquire within means, whenever suitable opportunities arise

Growth Plans - Critical Communications

Our Solutions

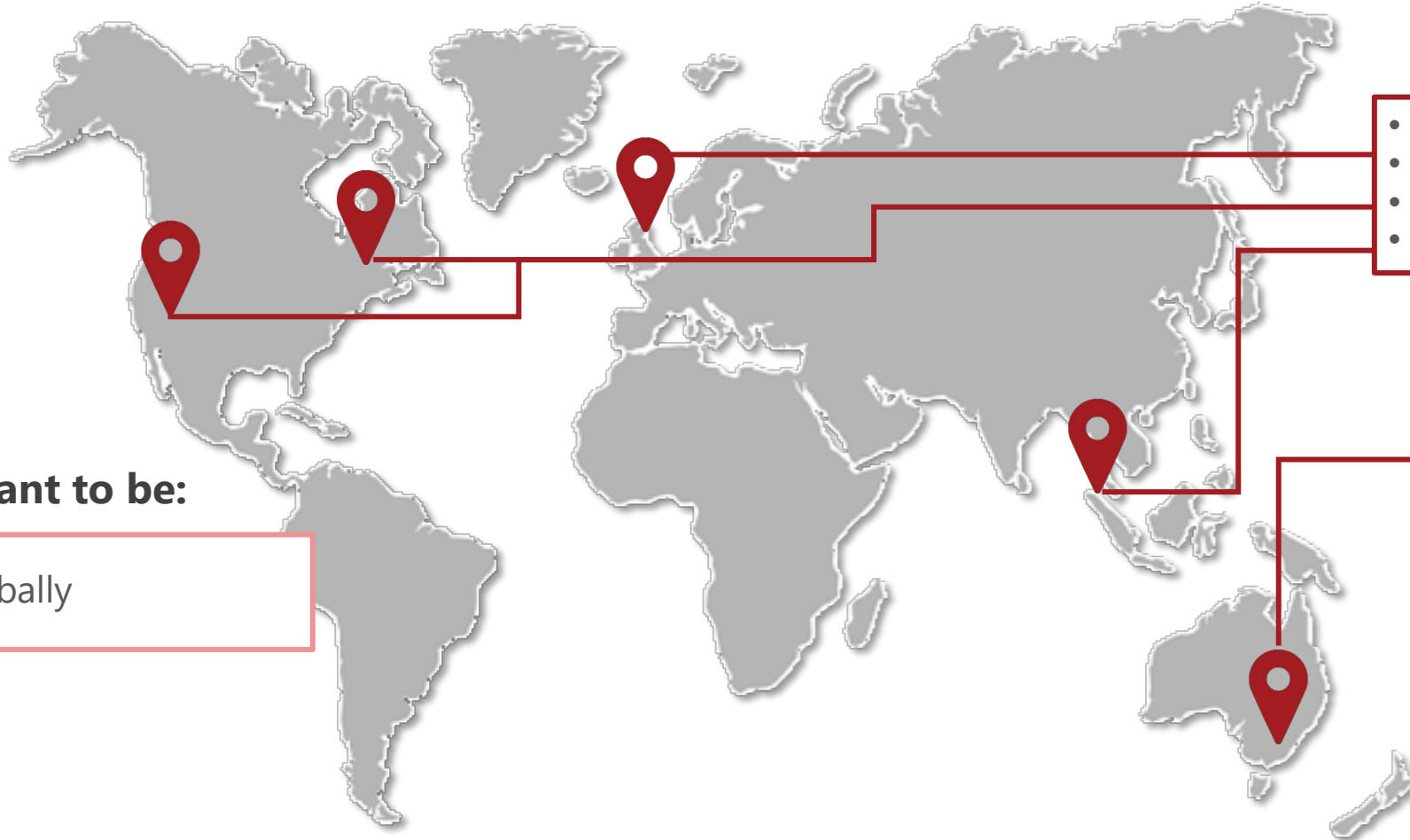
- Private network
- Provides push-to-talk (PTT) and public switch telephone network (PSTN) using tetra radio/LTE network

Where we are today:

- UK
- USA
- Australia & New Zealand
- Singapore

Where we want to be:

- Operate globally



FY2024 Outlook

The current global economic outlook and inflationary pressures continue to present uncertainties in the markets we operate. Amidst these uncertainties in the macroeconomic environment, CSE is working towards achieving a healthy financial performance in 2024 with an order book of S\$633.6 million as at 30 September 2024.

Going forward, our strategy to focus on Electrification and Communications businesses is expected to yield positive outcomes for the Group. We will expand our engineering capabilities and technology solutions to pursue new market opportunities brought about by the emerging trends towards urbanization, electrification and decarbonisation.



CSE

Q&A