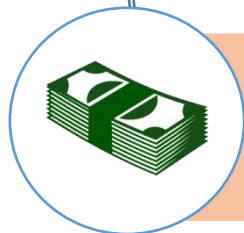




LKL International Berhad
Corporate Presentation
April 2020



Corporate Profile



Financial Highlights



Growth Strategies



Investment Merits

Corporate Profile



LKL is an established provider of medical and healthcare furniture in Malaysia and across the globe...

✓ LKL International Berhad established since 1993

Leading manufacturer and distributor of medical and healthcare beds, peripherals, accessories, and devices

✓ Wide portfolio of customers

Supply to numerous public and private institutions in the healthcare services industry globally

✓ Experienced R&D team

Equipped with latest technology; manufacturing processes certified to international standards

✓ One of Malaysia's largest manufacturers

Comprehensive range of products

✓ Exports to over 45 countries



4 manufacturing facilities located in Seri Kembangan, equipped with latest technology

- Automated robotic welding
- CAD software applications for 2D and 3D product design
- CAM software
- CNC machinery



Commenced with manufacturing and distribution of medical beds and peripherals...

Manufacturing (70.6% of 9M20 revenue)

Medical and healthcare beds
Medical peripherals and accessories



Trading and Distribution (29.4% of 9M20 revenue)

Medical peripherals and accessories
Medical devices

Extensive portfolio of high-quality and competitively priced medical beds suited for various healthcare settings...



Hospital ICU/CCU
Electrical Bed



Hospital Electrical Bed



Hospital Hydraulic Bed



Delivery Bed



Manual Crank Bed



Wide range of ready-made and customised medical peripherals & accessories to support evolving customer needs...



Carts & Trolley



Patient Room Furniture



Nursery Equipment



Medical Chair



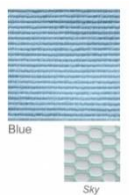
Miscellaneous Hospital Equipment



Examination Table



Instrument Trolley



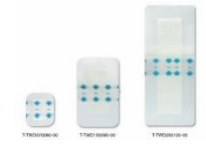
Curtain Track



A&E Patient Transport Trolley



IV Dressing



Wound Dressing



Disposable Probe Cover



Retention Tape

Note: Dynafix Plus is LKL's in-house brand, which is distributed by B.Braun Medical Supplies Sdn Bhd since February 2019



Surgical Light



Ultrasound System



Operating Table

Note: BenQ products added since March 2019

Our clients extend beyond the boundaries of home to overseas...

- > **Malaysia 77.2% of 9M20 revenue**
- > **Overseas 22.8% of 9M20 revenue**

Europe

| | |
|-------------|----------------|
| Austria | Poland |
| Finland | Switzerland |
| Germany | United Kingdom |
| Netherlands | |

North America
Mexico

Central/South America
Costa Rica



Africa

| | |
|----------|------------|
| Botswana | Mauritius |
| Ghana | Mozambique |
| Kenya | |

Malaysia

Oceania
Australia

Asia

| | |
|------------|--------------|
| Bangladesh | Pakistan |
| Brunei | Qatar |
| Cambodia | Saudi Arabia |
| Hong Kong | Singapore |
| India | Sri Lanka |
| Indonesia | Syria |
| Jordan | Thailand |
| Kuwait | UAE |
| Laos | Vietnam |
| Maldives | |
| Myanmar | |

Long-term relationships built on dedication to quality and providing superior solutions for all customers' evolving requirements...

Long-term relationships



- Long track record with local and international established hospitals & medical centres
- Repeat orders from existing customers



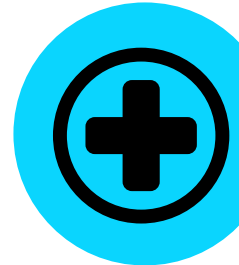
Technical expertise

- Design and manufacturing process complies with international standards
- Able to manufacture customized products, based on customer specifications
- Technologically advanced; equipped with CAD and CAM capabilities

Consistent after-sales service



- Reliable after-sales services



Diversified range of products

- Comprehensive product range allows LKL to be a one-stop solutions provider
- Also enables Group to diversify customer portfolio to increase long term sustainability

Experienced & capable management team...

Lim Kon Lian

Managing Director

- Co-founder of LKL with 37 years experience in the healthcare furniture & equipment industry
- Responsible for strategic oversight and operations

Lim Ming Chang

*Chief Executive Director
(LKL Advance Metaltech Sdn. Bhd.)*

- Bachelor of Science in Computing from Staffordshire University; experience as IT executive and quality management representative
- Responsible for overseeing manufacturing operations, and IT & telecommunications functions

Mok Mei Lan

Executive Director

- Co-founder of LKL with 30 years experience in the healthcare furniture & equipment industry
- Responsible for overseeing procurement functions

Lim Pak Hong

Executive Director

- Bachelor of Engineering in Mechatronic Engineering from Staffordshire University; garnered experience as R&D engineer in LKL
- Responsible for assisting the Managing Director in overall operations, with special focus on R&D

Lee Kah Earng

Sales Director

- Extensive experience in sales; instrumental in delivering LKL products to hospitals
- Responsible for managing overall marketing and business development activities of LKL

Wee Chuen Lii

Financial Contoller

- Fellow member of the Association of Chartered Certified Accountants, member of the Malaysian Institute of Accountants; 20 years experience in finance & accounting
- Responsible for overseeing finance functions

Alan Hoo

Business Development Director

- More than 20 years of experience within the medical industry
- Responsible for overseeing the company's business development activities in trading and OEM products, building relationships and undertaking external strategic planning

Growth Strategies



Helping the local government combat the COVID-19 pandemic...

> To supply PPE to public hospitals in Sarawak

- > On 25 March 2020, LKL announced that it would supply RM6.6 million worth of personal protective equipment (PPE) to the Sarawak State Government for onward distribution to public hospitals under the Sarawak State Health Department
- > This comes at a timely moment for Sarawak, with the state facing an increasing number of infections and deaths

> Government has pledged RM500 million allocation to Health Ministry nationwide

- > Procurement of ventilators, PPE, ICU equipment and laboratories equipment



OT Hood



Boot Cover



Jumpsuit



OT Cap



Plastic Apron Long Sleeves



Shoe Cover

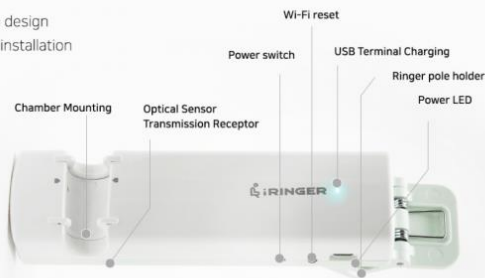
Expanding product portfolio to include more high-value medical products and equipment... aiming to enter new export market

Broadening product range

- Constantly looking for opportunities to integrate high-value medical products into current portfolio to improve product mix
- Entered into MoU with Shin Sung TK Co. Ltd to cooperate on the development of iRinger, an advanced IoT medical device used for smart infusion monitoring system

Neat and stylish DESIGN

Cleaning, stylish design and convenient installation in Ilinger Bay



iRinger

Handling urgent enquiries efficiently

- Immediate need for more medical equipment due to the COVID-19 outbreak has led to a huge upswing in demand and a rise in enquiries
- In a state of readiness to ensure that enquiries can be urgently addressed and translated into swift deliveries to the respective medical institutions



Entering new export markets

- Participating in more international trade exhibitions to build greater awareness for the LKL brand
- Constantly identifying potential new distributors and agents from other countries to capitalise on opportunities in new geographical markets

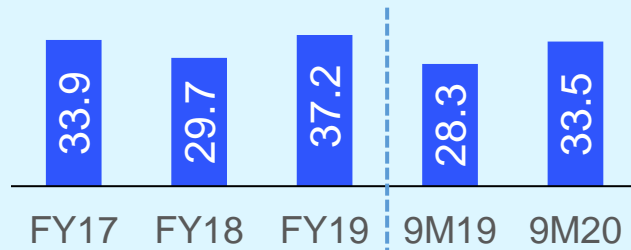


Financial Highlights

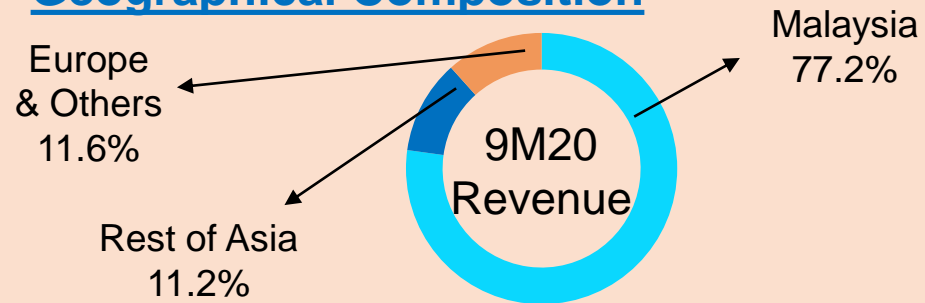


9M20 performance indicating that profitability is back on track...

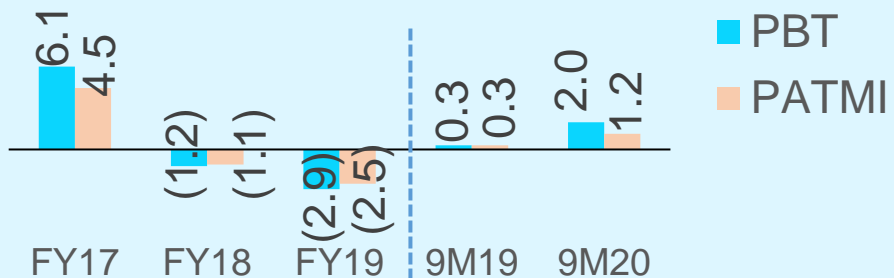
Group Revenue (RM' mil)



Geographical Composition



Group PBT & PATMI (RM' mil)



9M20 Segment Performance

By Product

Medical and Healthcare Beds

Revenue **RM9.9 mil** **+7.3%** yoy

Medical Peripherals and Accessories

Revenue **RM20.4 mil** **+32.8%** yoy

Medical Devices (new)

Revenue **RM3.2 mil** **-14.5%** yoy

By Location

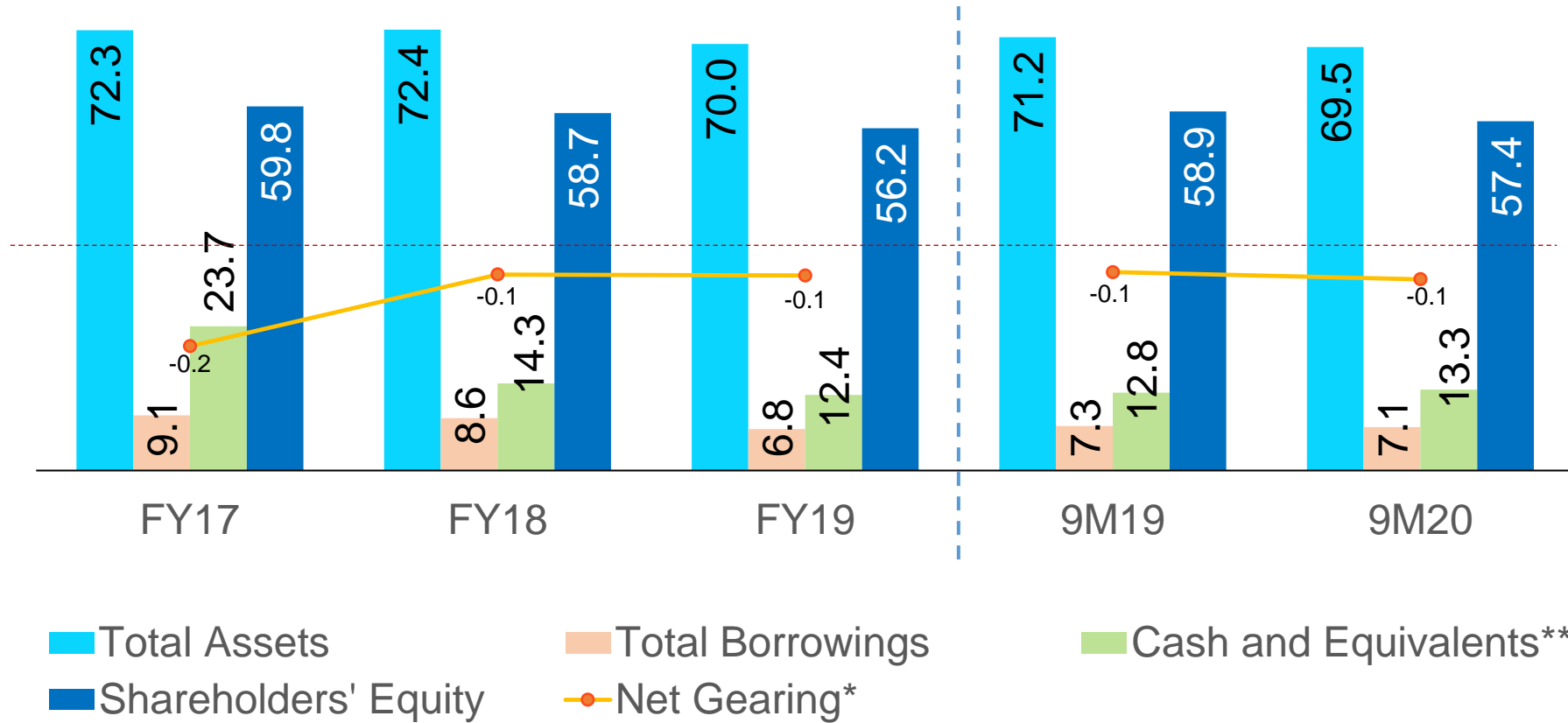
Local Sales

Revenue **RM25.9 mil** **+10.8%** yoy

Export Sales

Revenue **RM7.6 mil** **+53.1%** yoy

Maintained balance sheet strength with net cash position...



* Dotted line denotes neutral net gearing level

** Includes cash and bank balances, as well as fixed deposits with licensed banks

Investment Merits



Led by skilled personnel and modern technology... a market leader in supplying top quality products in the healthcare industry

➤ Key Merits



Leading one-stop solutions provider and the only Bursa listed manufacturer/distributor of medical equipment for public and private hospitals/medical centres in Malaysia



Experienced management team; continuous expansion of solutions and products to enhance competitive edge



Well-placed to address urgent enquiries and serve medical institutions in the ongoing battle against the COVID-19 pandemic



Export track record to >45 countries globally; compliance with international requirements e.g. ISO, CE, and FDA



Exposure to resilient growth in global healthcare sector and rising healthcare spending

➤ Valuation

| Valuations @ 30 Mar 2020 | |
|--------------------------|-------|
| Share Price (RM) | 0.240 |
| Market Cap (RM 'mil) | 102.9 |
| Annualised PE (x) | 66.0 |
| Price to Book | 1.8 |

Share Price Performance (29 March 2019 - 30 March 2020)



BLOOMBERG : LKLI:MK
REUTERS: LKLI.KL
BURSA MALAYSIA: LKL

Thank You



IR Contacts:

Terence Loo

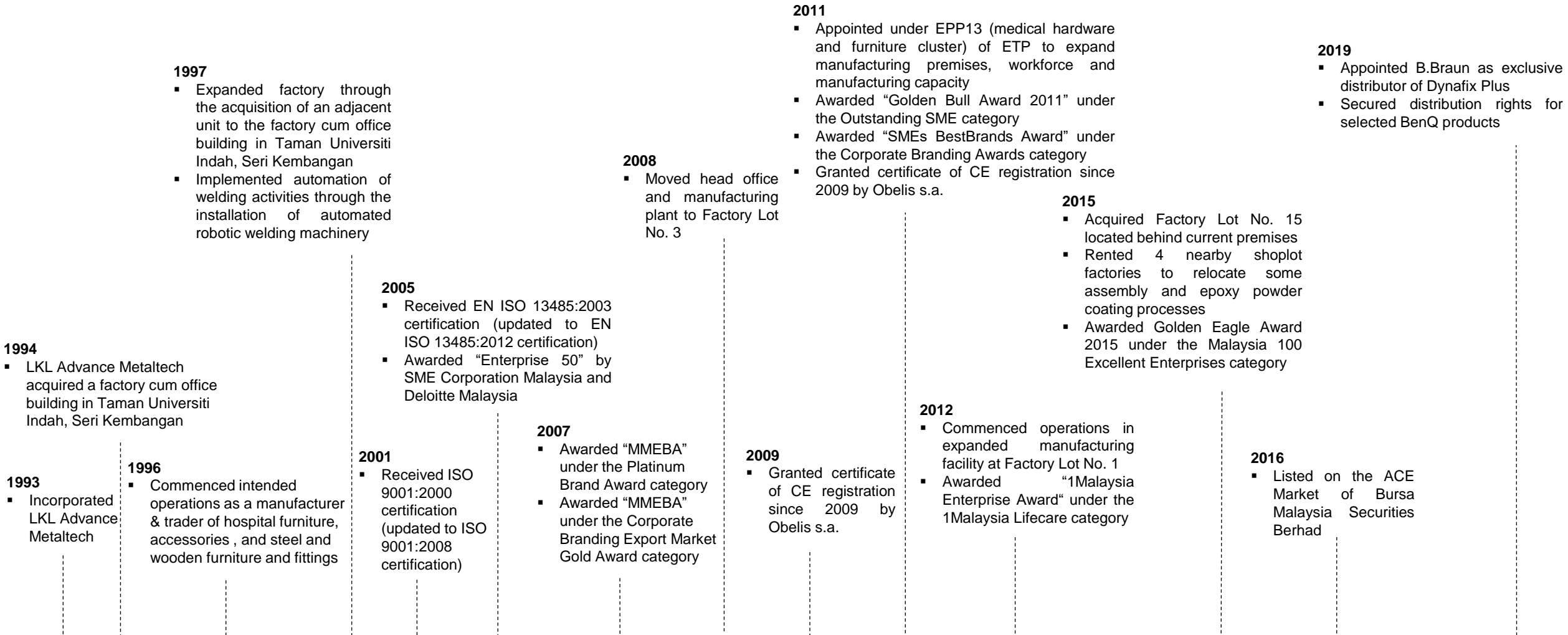
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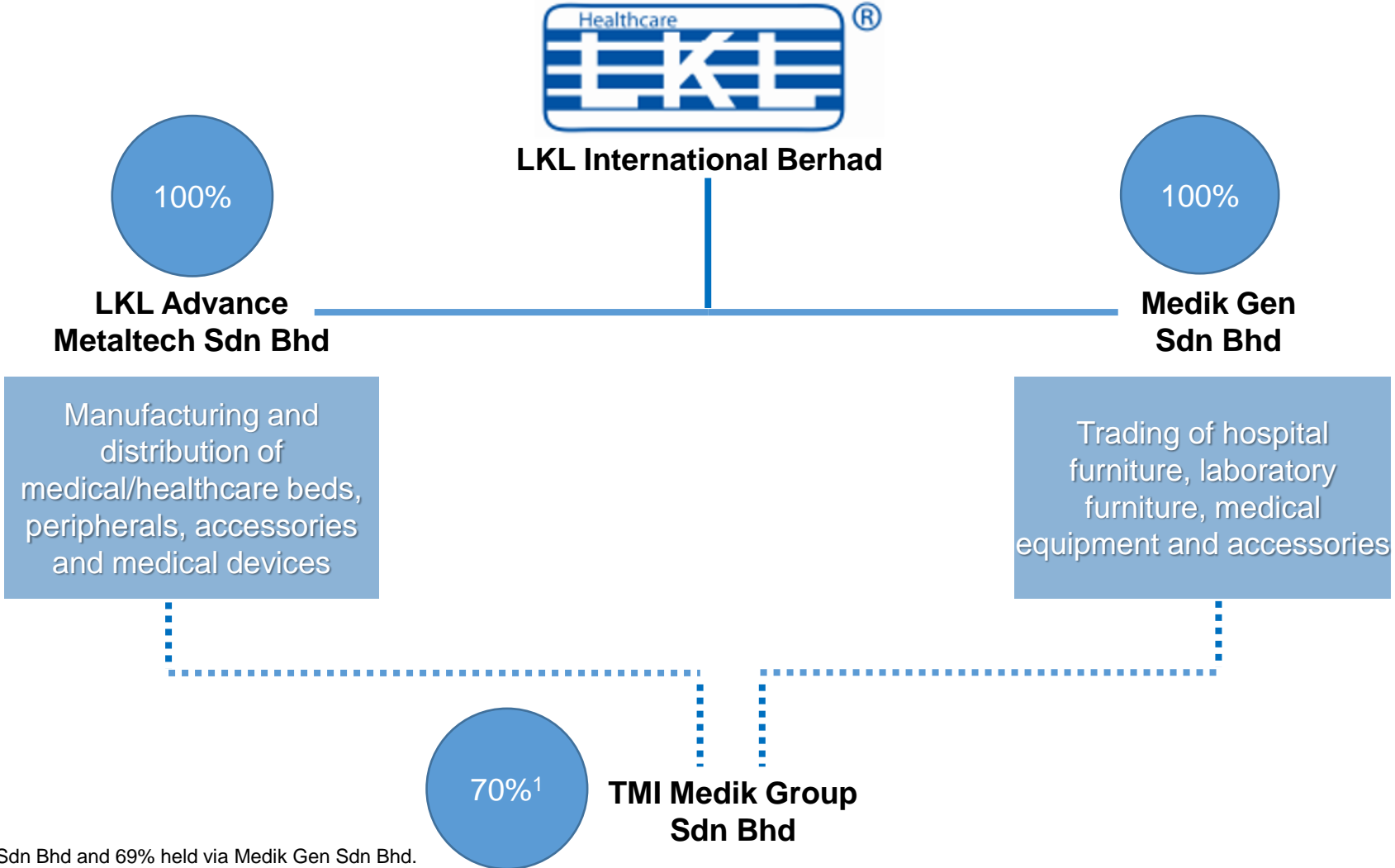
Appendix



Track record of over 25 years as a reliable supplier of quality products... achieved various certificates & awards



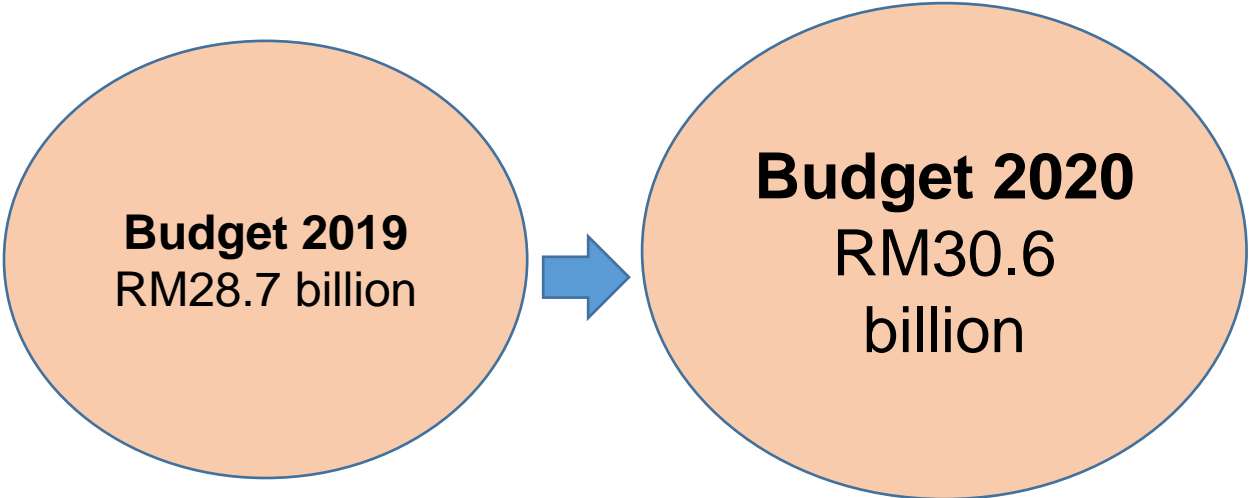
Organized corporate structure to drive various business units...



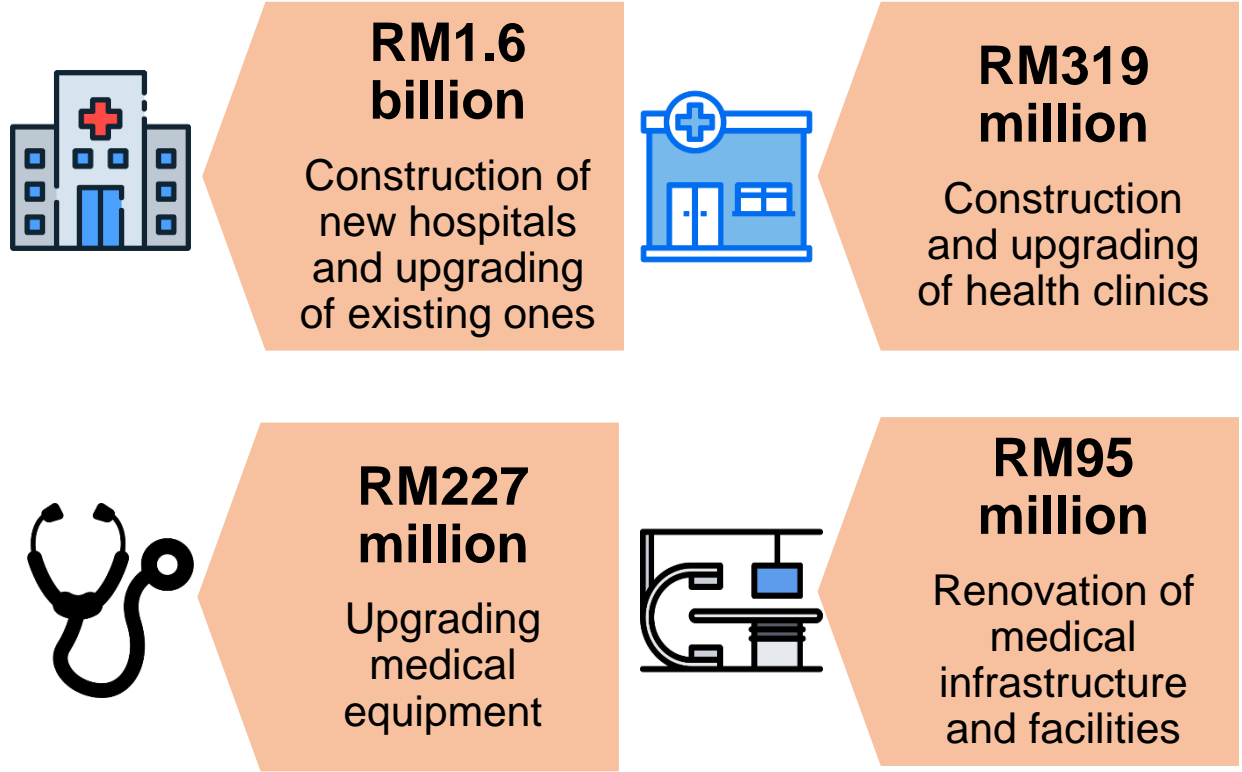
Note:
11 % held via LKL Advance Metaltech Sdn Bhd and 69% held via Medik Gen Sdn Bhd.

Overall higher allocation of funds for healthcare sector to improve quality of medical services and successfully combat COVID-10...

Total Healthcare Sector Budget Allocations



Breakdown of main funding areas in Budget 2020

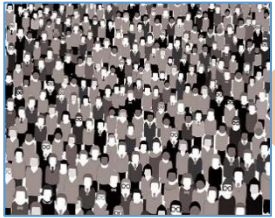


Immediate additional funding for the Health Ministry to battle COVID-19:

RM500 million:
Procurement of ventilators, personal protective equipment (PPE), as well as equipment and facilities for intensive care unit (ICU) and Covid-19 screening laboratories

Malaysia healthcare sector's long-term CAPEX expected to trend upwards...

Factors driving healthcare sector's long-term CAPEX



Growing Population

Malaysia's population projected to rise to 41.5 million by 2040¹



Rising Affluence

To be accompanied by demand for better healthcare services



Ageing Population

20% of Malaysian population will be over 60 years old by 2050²

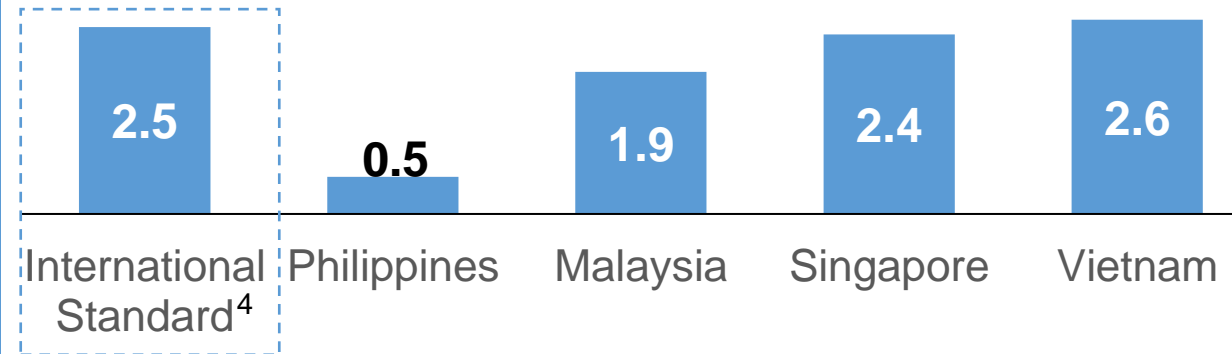
¹ Department of Statistics Malaysia, November 2016

² Global AgeWatch Index 2015

Hospital bed-to-population needs to increase to regional standards

- Significant investment required from both public and private healthcare providers in Malaysia to reach international standard

Hospital beds per 1,000 population³



³ Country data from World Health Organization

⁴ New Straits Times, August 2016