



UNITRADE INDUSTRIES BERHAD

4TH ANNUAL GENERAL MEETING

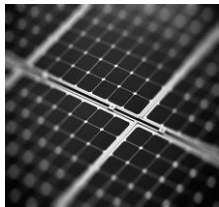
SEP 2025

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We are one of Malaysia's largest* building materials distributor with upstream synergistic growth verticals

*Differentiated ourselves with the integration of **metal recycling** and **solar distribution** into our business model*



Dawn of a new era:
We are at a strategic inflection point for a sustainable and scalable growth

A Differentiated, Future-Ready Approach

Beyond conventional building materials, we have **ESG-aligned segments** to serve green construction needs

Entering a New Growth Phase

While our bottom line in past few years was impacted by impairments, **we are starting anew** with a **clear profitability focus** and **realigning our revenue mix**

An integrated business model: from conventional building needs to green solutions

~50% of our revenue comes from green businesses (solar and metal recycling)

Wholesale & distribution

Building materials



Building materials, pipes, valves and fittings. 48% FY25 revenue

Solar PV systems



Full range of solar PV products. 3% FY25 revenue

51.0% FY25 revenue

Metal recycling

NEW, high-growth driver



- Collecting, segregating, and processing metal waste into input feedstock for steel manufacturers
- Segment established in 4QFY24

46.6% FY25 revenue

Manufacturing & sale of pre-insulated pipes



House brands of HI-GARD™, TERRA-GARD™, and COPPER-GARD™

1.3% FY25 revenue

Rental

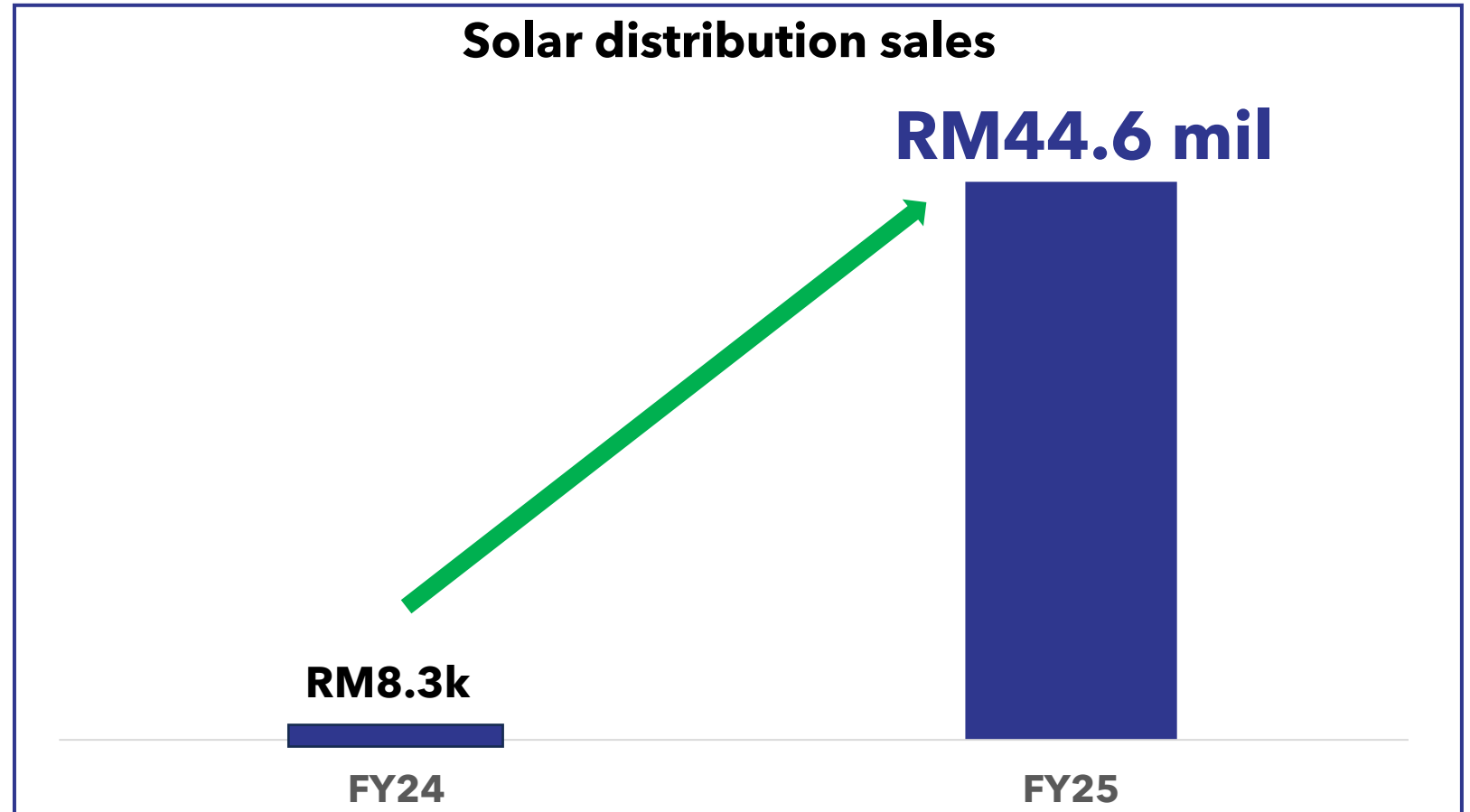


- Temporary structural support equipment
- Modular houses

1.2% FY25 revenue

Solar distribution scaled rapidly to >RM40mil revenue within a year with greater prospects ahead

We started distributing solar products in Dec 2023



Expanded upstream into metal recycling: New earnings driver

A new business segment since 4QFY24

following the acquisition of 51% equity interest in Intergreen Metals Sdn Bhd

INTERGREEN GROUP

- **>20** years of proven track record
- **Strong presence in West Malaysia**



Collect and segregate metal wastes



Process metal wastes



Recycle into input feedstock for steel manufacturers

✓ Enhance earnings base

Segment EBITDA in FY25 (Full year contribution):

RM27.3 mil

✓ Recycle ferrous and non-ferrous metals

Ferrous metals= metals that contain iron as their primary element, e.g. steel; Non ferrous metals= metals that do not contain a significant amount of iron

✓ Allow upstream integration and promote circular steel economy

✓ Comes with a profit guarantee totalling **RM45 mil** over FPE24, FY25 and FY26.



Seven operational yards supporting environmentally responsible metal recycling



~430,000 tonnes of recycled ferrous metal
sold in FY25

Manufacturing & sale of pre-insulated pipes

House Brands



HI-GARD™



TERRA-GARD™



COPPER-GARD™

Applications



To **transport and maintain temperature of fluids** in piping systems

- Air-conditioning systems
- Electric heating
- Industrial processing
- Hot water plumbing
- Oil storage and handling

Highly Customisable Pipes

QMS
+
FM Approval Class Certified

APPROVED

HCFC-Free Environmentally Friendly Insulation Materials



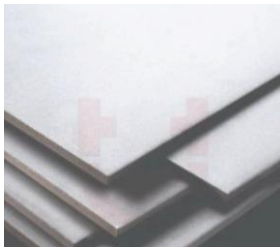
Rental of temporary structural support equipment

Improve comprehensiveness of our service offerings

Temporary structural support equipment



Scaffolding



Steel Plates



**Hollow
Sections**



**Heavy-duty
shoring**

**NEW
addition**



Crawler Cranes



Scissors Lifts



Skylifts

Modular houses



Versatile prefabricated houses:

- ✓ On-site worker accommodations
- ✓ Centralised labour quarters
- ✓ Site offices
- ✓ Canteens
- ✓ Clinics
- ✓ Laundry rooms

Applicable for construction, manufacturing, and plantation industries



GROWTH CATALYSTS FOR A BETTER FY26

Metal Recycling: Further expanded into East Malaysia

9 Apr 2025: Completion of 51%-stake acquisition in Kien San Metal Sdn Bhd, via Intergreen Metals Sdn Bhd



- **>30 years** of operating track record
- **Strong presence in East Msia**
- **Eight yards** located strategically across **Kuching, Sibul, Bintulu, and Miri in Sarawak, and Kota Kinabalu in Sabah**
- Via its subsidiaries, it is also involved in barge operations, diesel supply, aluminium recycling, and used oil recycling
- Unitrade's effective ownership in Kien San: 26.01%



**Profit guarantee for a
total of RM30mil
over FY26,FY27,
FY28**

**Enhance our national
foothold in the metal
recycling industry**

**Recycle ferrous
and non ferrous
metals**

Driving the next phase of growth in solar distribution

To drive further growth, we are implementing:



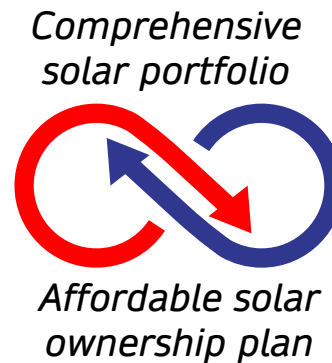
Strategic Collaboration with EPCC Contractors



Solar Ownership Plan in the Pipeline



Partners with solar EPCC contractors to **supply components once the EPCC players secure projects**

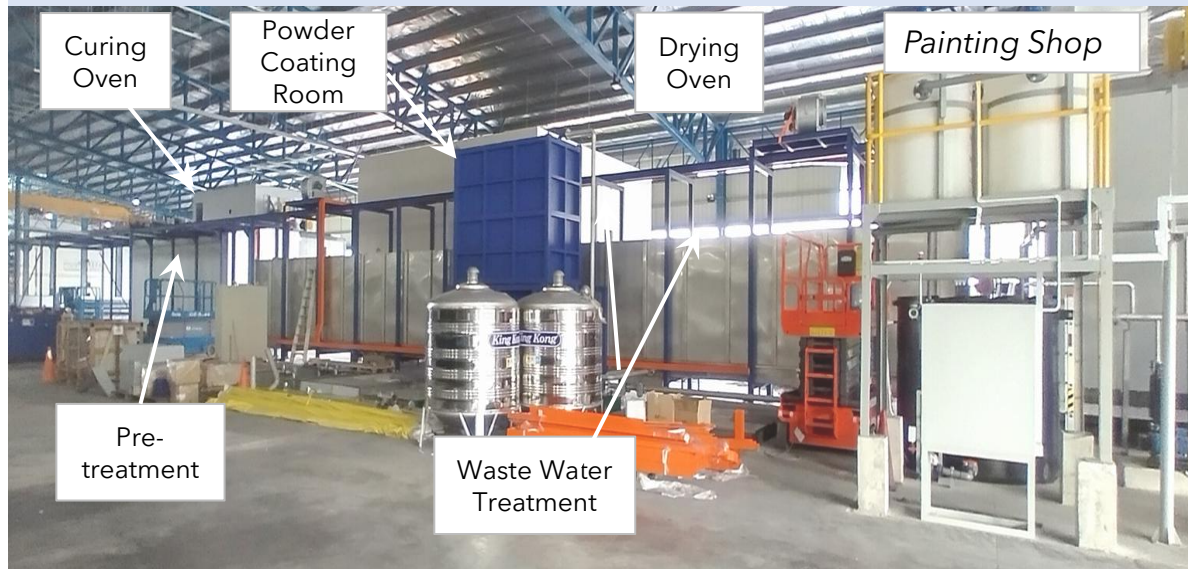


- **Solar asset ownership (PPA)** for recurring income
- **Obtained SEDA approval** in June 2025
- Reinforce value proposition as a **one-stop solar products provider**

Expecting higher contribution from pipe fabrication segment

Mar 2025: Commenced operations in new pipe fabrication centre

Painting shop with epoxy powder coating line



Robotic arm



High-precision

Long-lasting

Corrosion-resistant finish

✓ **For industries that require stringent quality standards**



Semiconductor



Electrical and electronics



Data centres

Complemented by end-to-end pipe services

A completely knock-down (CKD) solution for customers; Ideal for fast-track projects



End-to-end pipe services

- ✓ Cutting
- ✓ Grooving
- ✓ Threading
- ✓ Welding
- ✓ Painting
- ✓ Assembling



Deliver ready-to-install pipes



Customers conveniently carry out on-site installation at their construction sites

- ✓ Reduce manpower
- ✓ Reduce wastage
- ✓ Free up on-site space
- ✓ Expedite construction progress

Rental division as a stable recurring earnings base

Continue to expand our portfolio of temporary structural support equipment; Able to serve diverse construction needs

To be added



Excavators



Boom Lifts

Our products meet stringent quality standards and regulatory compliance requirements

Temporary structural support equipment



Modular houses



Act 446
Compliant

MS 2593:2015
Compliant

Act 446 = The Amended Workers' Minimum Standards of Housing and Amenities Act 1990

MS 2593:2015 = Code of Practice for Temporary Site Workers Amenities and Accommodation

Positive market outlook



Growth in construction sector

Total value of construction work done in 2024 **RM158.8 bil (+20.2% YoY)**

Expected total construction sector spending in 2025 **RM200 bil**



Malaysia's commitment in energy transition journey

- **Net zero** by 2050; **70% RE** generation capacity by 2050
- **LSS5 and LSS5+:** 4 GW quota allocation collectively
- **CREAM:** Allows homeowners to lease their rooftops to RE developers
- **CRESS:** Allows companies to purchase RE directly from solar power producers



Structural push for decarbonisation

- **Metal industry is the largest contributor of carbon emissions**, accounting for **39.8%** of total Industrial Processes and Product Used (IPPU) sector emissions
- Position **metal recycling** as a critical enabler for low-carbon steel inputs

Bode well with building materials and solar products distribution

Support demand for recycled steel feedstock

Fostering a greener operation

It is our aspiration to get onto the FTSE4Good Bursa Malaysia (F4GBM) Index
Latest scoring: 3.4/5.0; Top 64% of ICB Supersector Construction & Materials



Environmental



- ✓ **Solar energy** installation
- ✓ **EV charger** installation
- ✓ Integrating **electric forklifts and cranes**
- ✓ **Rainwater harvesting**
- ✓ Our pre-insulated pipes are **HCFC-free**
- ✓ **Metal waste recycling**
- ✓ **Recycling committee**



Social

- ✓ **Employee training** and wellness
- ✓ **Safety First:** Comprehensive health & safety program
- ✓ Formed **employee-led committees** to **promote social responsibility practices**
- ✓ **Community activities**



Governance

- ✓ Board composition: **5 Independent directors and 3 executive directors** to ensure objectivity and shareholder focus.
- ✓ **37.5% Women representation** in our Board
- ✓ **Anti-Bribery and Anti-Corruption Policy**
- ✓ **Ethical employee conduct**
- ✓ **Whistleblowing policy** and mechanism



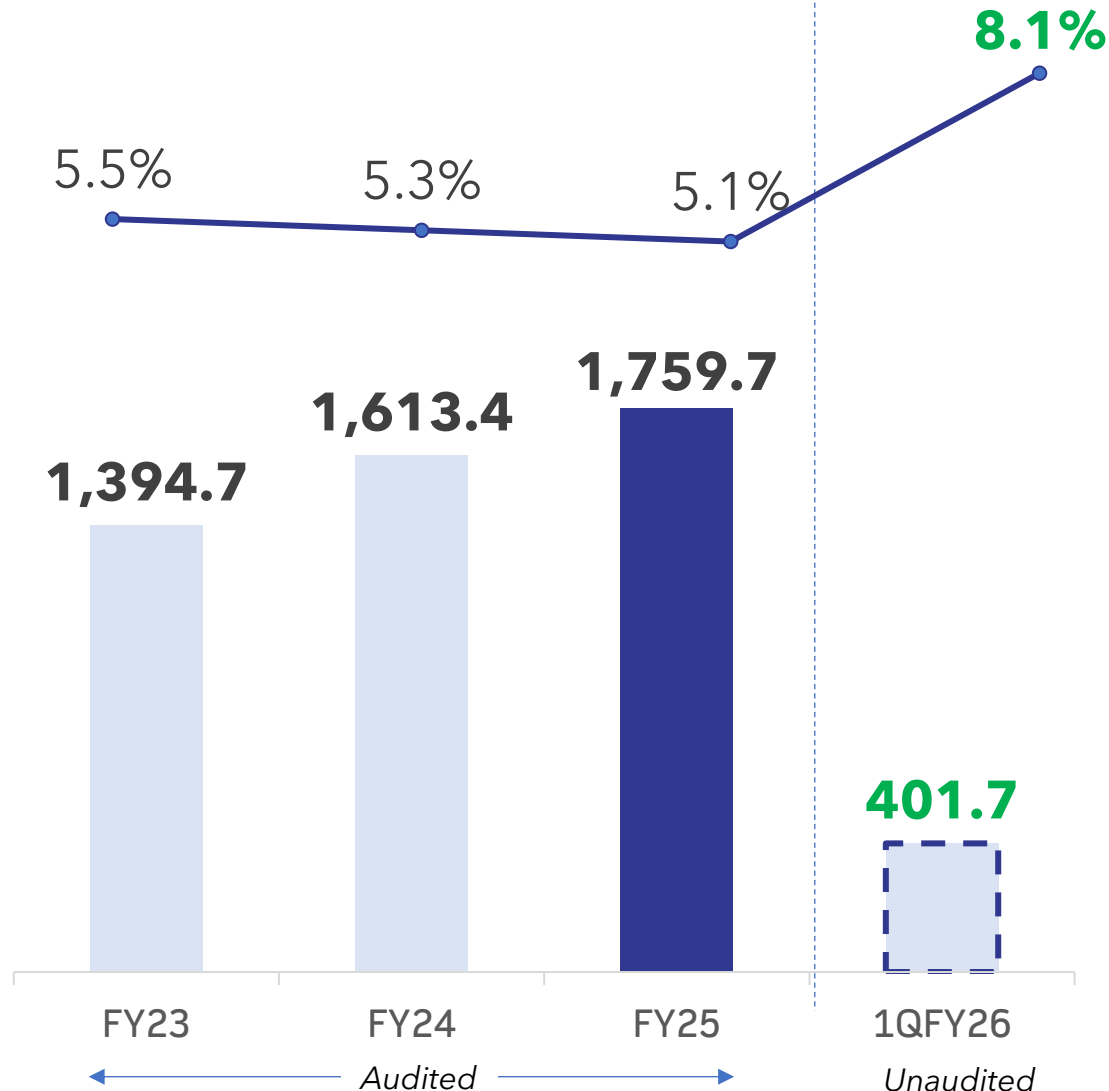
FINANCIALS OVERVIEW

Sustained revenue growth, with improved GP margin in 1QFY26 following strategic product shift

FYE = March

GP margin %

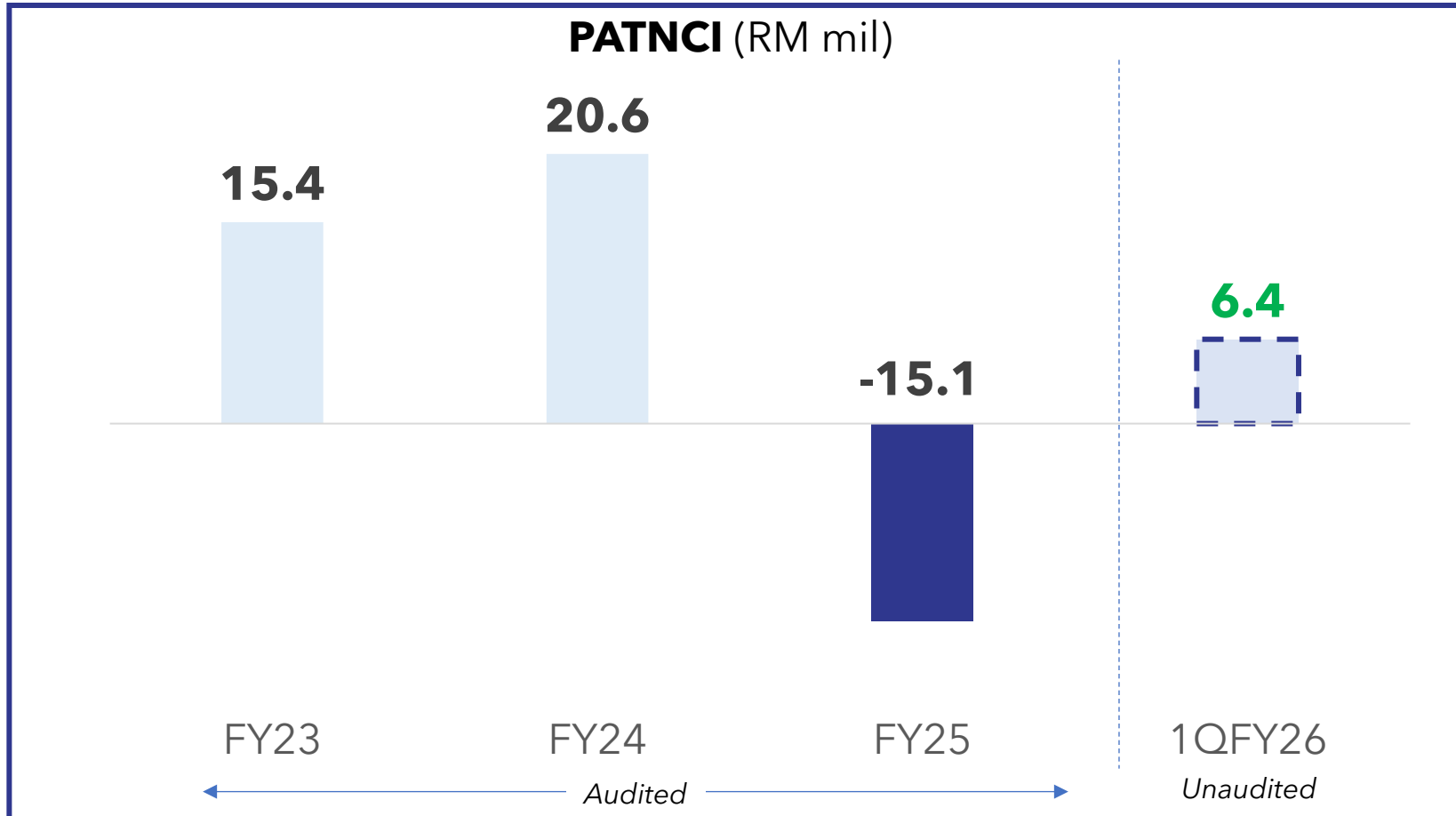
Revenue RM mil



- Metal recycling segment started full year contribution in FY25
- GP margin improved in 1QFY26 following a deliberate move to reduce exposure to lower margin products in wholesale distribution segment

FY25 temporarily weighed down by impairments; Turnaround in 1QFY26 with RM6.4 mil PATNCI

FYE = March



- **Impairment on trade receivables resulted from the adoption of expected credit loss assessment using provision matrix that references the probability of receivable progression to evaluate credit risk**
- Profit in 1QFY26 was mainly driven by an improved GP margin and the reversal of impairment loss on trade receivables.

RM mil	FY23	FY24	FY25	1QFY26
Reversal/ loss of impairment on trade receivables	2.4	12.1	23.6	1.9

Balance sheet position

FYE Mar (RM mil)	31 Mar 2024 (audited)	31 Mar 2025 (audited)	
Total assets	1,128.8	1,009.1	Mainly due to reduced inventories to lower exposure of lower-margin products , and a lower trade and other receivables
Total liabilities	771.1	642.9	
Total equity attributable to owners	338.8	341.9	
Total cash	83.4	49.6	
Trade and other receivables	466.1	368.8	Lower trade receivables
Total borrowings	551.2	532.3	Paring down borrowings
Gearing ratio (times)	1.5	1.5	
Net gearing ratio (times)	1.3	1.3	
Net Operating Cash Flow (NOCF)	15.6	48.9	Consistently positive NOCF

We remain committed to reward our shareholders



Dividend policy with target payout of up to **30%** of PATNCI

Aim to provide a sustainable dividend payout supported by:



✓ **Shifting revenue mix to be profitability-focused; Reduced exposure to lower-margin products**



✓ **Increasing traction in green businesses, which expanded our income base**



✓ **Expanding growth verticals with new pipe fabrication centre and a broad rental equipment portfolio**

An aerial photograph of a large industrial or commercial complex. In the foreground, a circular building with multiple floors, blue and white facade, and a red stripe is visible. The building has a central courtyard and is surrounded by greenery and a road. In the background, there are several large industrial buildings with blue roofs, surrounded by trees and other infrastructure. The text "THANK YOU" is overlaid in the center of the image.

THANK YOU

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