



# 49<sup>th</sup> Annual General Meeting

## Operating Performance & Forward Priorities

Tuesday | 19 May 2026

Ahmad Fariz Hassan  
Managing Director / Group CEO





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## 2025 Operational Highlights

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# Navigating Operating Challenges

Systemic Pressures Across Demand and Cost Structure Shaped FY2025 Performance

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## Trade Policies

## Geopolitical Conflicts



- Geopolitical conflicts and trade policies affect consumer sentiments and escalate operational costs across sectors

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## Weaker Demand

- Weaker sentiment
- Tighter Inventory control
- Measured product launches

## Cost-down Requests

- Shared tariff burden
- Maintain relationship

## Weaker USD

- 46% sales in foreign currency, 42% in USD

**Revenue ▼ 2%**

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## Elevated Input Costs

### Raw Materials

- Resin, paper
- Metal & other components

Lower resin and paper prices offsetting the increase in other material price

### Labour

- Min wages adjustment
- Mandatory EPF for foreign workers

Direct Labour was RM9 mil higher  
Offset by: hiring freeze, overtime control, and resource reallocation

### Overhead

- Higher electricity tariff

Offset by: solar saving:RM2.5 million

**GP Margin ▼ 1%**

# Operating Performance Across Subsidiary Companies

Revenue Growth Moderated Reflecting Lower Sales Volume



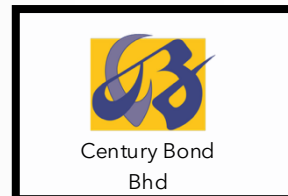
- **RM435.1 million Revenue**
- **RM0.8 million Cost Savings from Solar Installation**
- **4 New Customers and Projects**
- **Penetrated new industries**, including **STEM Toys, Music Instruments, Home Automation** and **Laboratory Equipment**
- **RBA Validated Assessment Programme ("VAP")** status for Senai plant



- **RM222.9 million Revenue**
- **RM1.2 million Cost Savings from Solar Installation**
- **2 New Customers and 3 Projects**



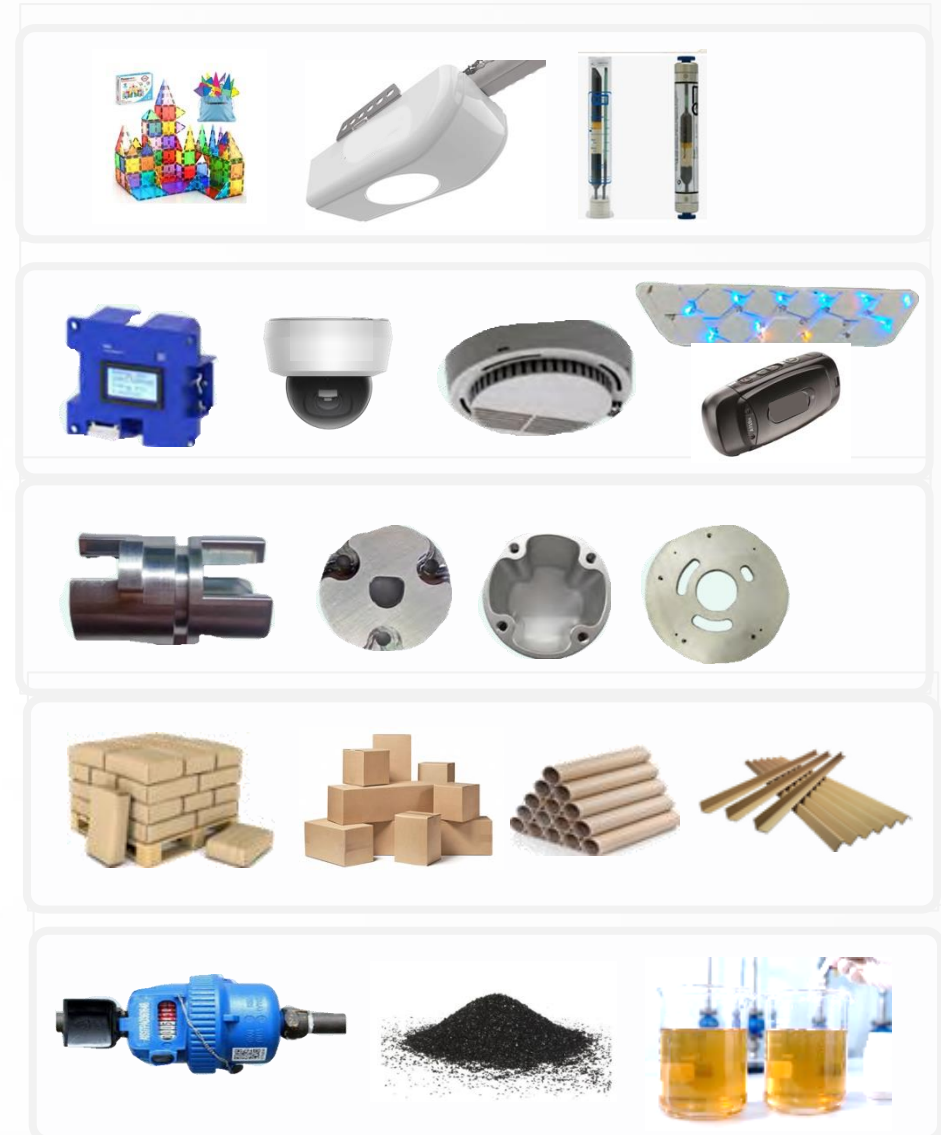
- **RM21.1 million Revenue**
- **3 New Customers and 5 New Projects**
- **Renewed ISO 13485, ISO 9001 & ISO 14001**



- **RM187.7 million Revenue**
- **14 New Customers (E&E, F&B and Healthcare)**
- **RM10.3 million gain from the disposal of the Nilai plant**
- **RBA Certified Packaging supplier** and Food Safety System Certification 22000



- **RM176.5 million Revenue**
- **7 New Contracts and 2 Products**
- **Penetrated Terengganu State**
- **2 New products** for existing customers





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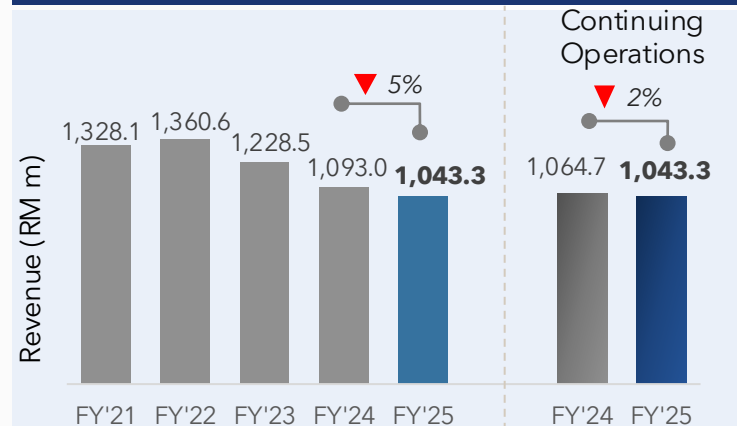
## 2025 Financial Results

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# Translating Strategy into Financial Performance

Revenue Moderated, Earnings Uplift Driven by Portfolio Realisation & Capital Discipline

## Revenue



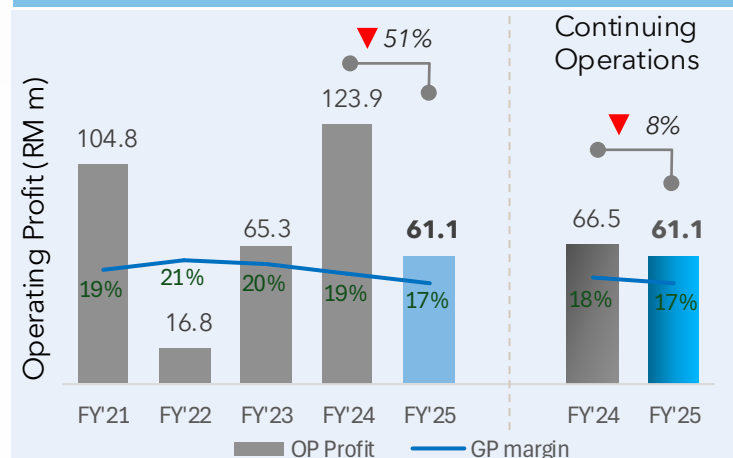
### **FY'25 vs FY'24**

- **Total:** Lower by RM49.7 mil as Kaiserkorp contributed RM28.3 mil in 2024.
- **Continuing:** Decreased RM21.4 mil due to lower demand in the packaging business and weak market sentiment.

### **FY'21 to FY'25**

- The trend shows a global normalisation of supply and demand after the COVID-19 pandemic and the impact of US trade policies, leading to cautious inventory planning among customers. However, this was offset by gaining new customers and projects from existing clients.

## Operating Profit



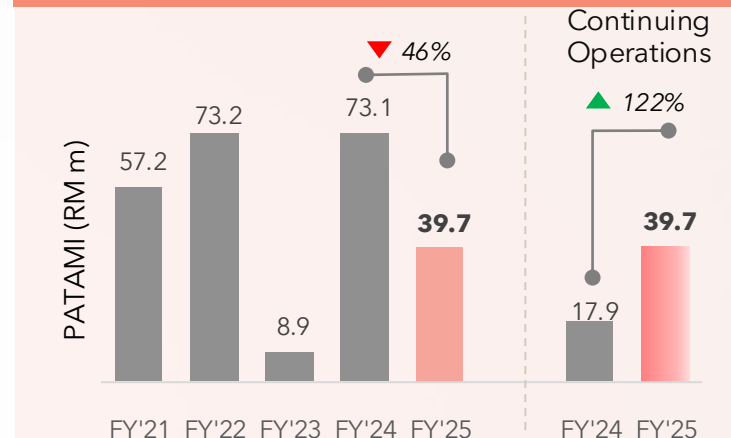
### **FY'25 vs FY'24**

- **Total:** Decreased by RM62.8 million, primarily due to the disposal gain from Kaiserkorp in 2024. This was partially offset by a RM10.3 million gain from the disposal of CBB's Nilai plant, in line with its business streamlining initiatives.
- **Continuing:** Declined by RM5.4 million as lower revenue outweighed the net improvement from reduced other expenses relative to other income.

### **FY'21 to FY'25**

- The Group maintained resilient GP margins despite market and operational challenges.
- FY'22 performance was impacted by RM68.8 million impairment on investment in associates.

## Profit Attributable to Owners of the Parent



### **FY'25 vs FY'24**

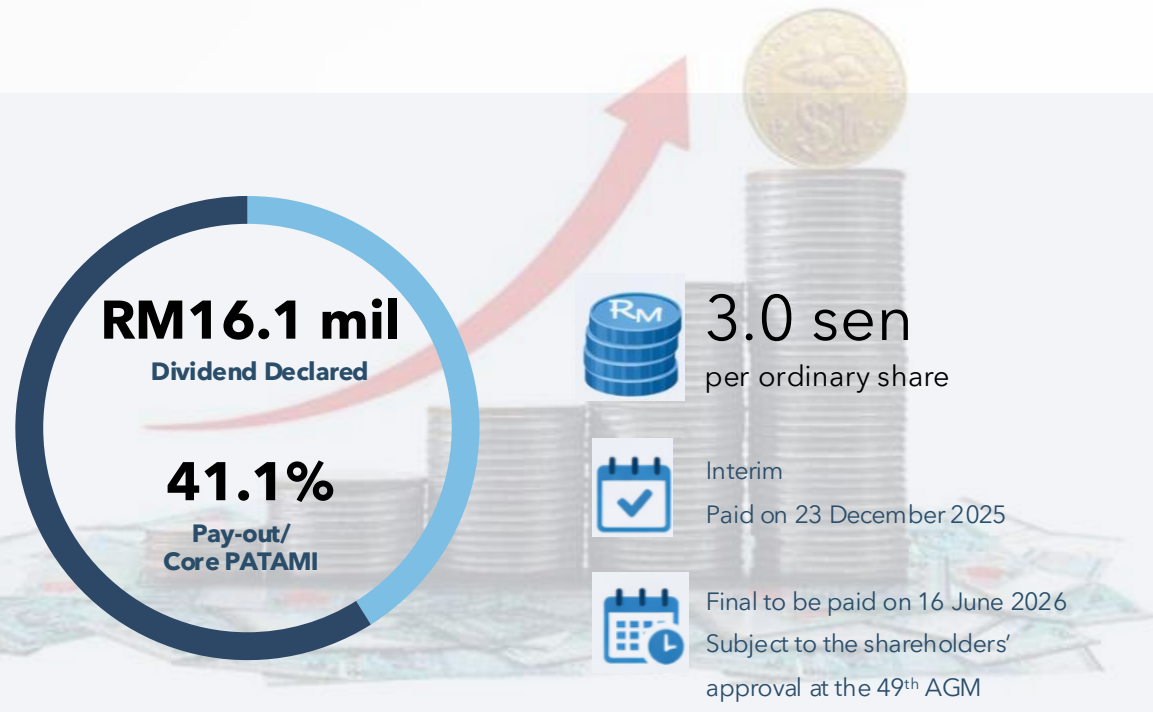
- **Total:** Reduced by RM33.4 million, mainly driven by the strategic asset sales in 2024 (Kaiserkorp).
- **Continuing:** Increased by RM21.8 million, supported by lower finance costs alongside reduced income tax and zakat expenses.

### **FY'21 to FY'25**

- Strategic asset sales enhanced earnings in FY'22 and FY'24.
- Debt reduction from the proceeds of asset sales strengthens the balance sheet and provides the Group with greater financial flexibility to support future investments.

# Dividend Distribution

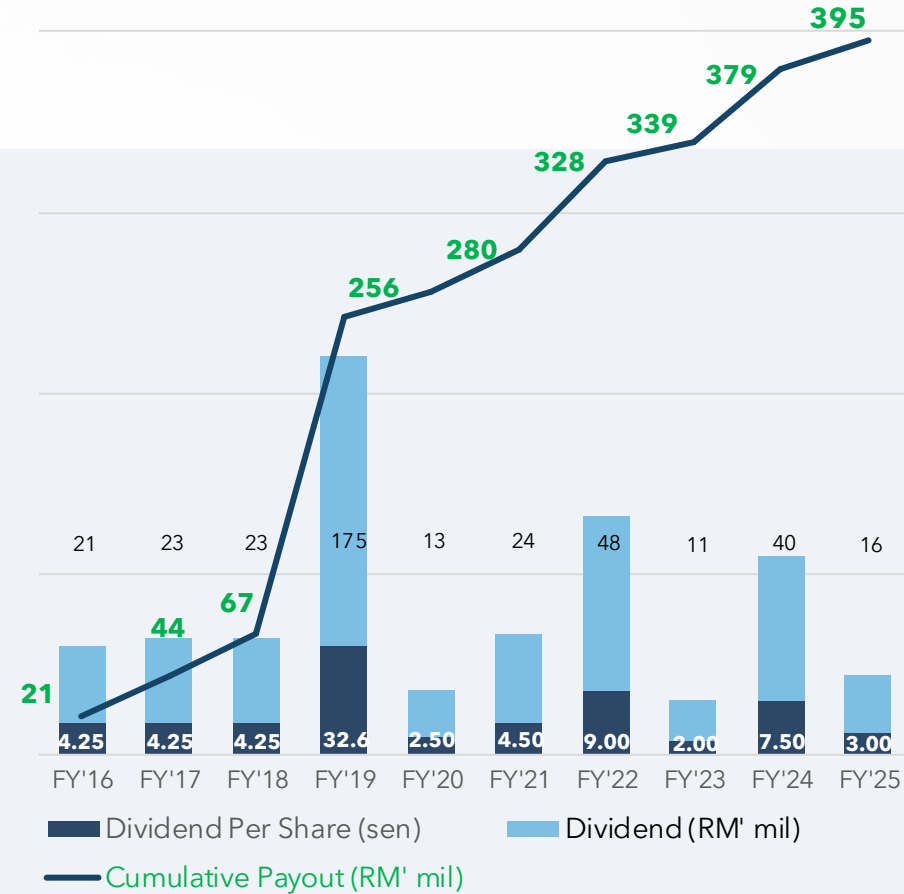
Reflecting A Disciplined Payout Aligned with Earnings & Cash Flow Generations



## Dividend Policy

**≥ 30.0%** of the Group's Normalised Core PATAMI

## Steady Dividend since BTP



Notes:

1) Special dividends: 32.6 sen (RM175.2 mil) in FY'19 (SPLASH), 4.5 sen (RM24.2 mil) in FY'22 (SPRINT), 4.5 sen (RM24.2 mil) in FY'24 (Kaiserkorp).



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## Non-Financial Achievements

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# Strides in ESG Areas

Purpose in Practice: Translating ESG Commitments into Measurable Actions

## How ESG Benefits Us?



- Driving efficiency with smarter use of resources, often leading to cost savings.
- Guarding from future risks, like rising costs, stricter regulations, and supply chain disruption.

## Carbon Footprint



- Expanded **solar power capacity** by 30% to 4,025 kWp, generating approximately RM2.5 million in cost savings through reduced electricity consumption.
- Established short-term **carbon emissions intensity reduction targets** of 2% annually across 4 manufacturing subsidiaries.

## FTSE4Good ESG Rating



## FTSE4Good

- Scoring improved to **3.4** in 2025, from 3.3 in 2024.

## Community Development (CSR)



- Benefited more than **200,000** individuals.



# Awards & Recognition

## High-Performance Culture Upheld

2025

**IR Impact Awards – South East Asia 2025: Best Sustainability Reporting (small cap)**



**Malaysia's Company Of The Year Award 2025: ESG Innovator of the Year**



**UNGCMYB Forward Faster CSO Award 2026 Mid-tier Company**



**SUSTAINABILITY & CSR MALAYSIA AWARD 2025**



**Company of The Year (Investment Holdings)**

**Long-Standing Excellence In Sustainability Award**



**Sustainability & CSR Malaysia Award: Long Standing Excellence Award in Sustainability Award**

Previous years

**UNGC 2024: Sustainability Awareness & Employee Recognition**



**Sustainability & CSR Malaysia Award 2024: Sustainability Leadership Award**



**ACCA Approved Employer Awards 2023 for both Professional Development and Trainee Development (Platinum)**



**NACRA 2024: Platinum Market Capitalisation below RM.2.0 billion**



**Malaysia Best Employer Brand Awards 2024**



**Sustainability & CSR Malaysia Awards 2023**



**Lembaga Zakat Selangor: Anugerah Majikan Paling Setia**



**Bronze Category in the Integrity, Governance and Anti-Corruption Award ("AIGA") 2023**



**The Edge Centurion Club Awards for 2023**





# 04

## Managing Prospects

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# Global Macro Risks

## Implications for 2026



### Geopolitical Conflict

Middle East tensions disrupting shipping lanes and energy flows



### Energy & Raw Material Inflation

Higher oil, resin, freight and insurance costs



### Slower Global Growth

Weaker discretionary demand in export-linked sectors



### Supply Chain Disruption

Longer transit times and sourcing complexity



### Trade Policy Volatility

Tariffs and localisation pressures affecting planning

**Revenue Growth** : Moderates

**Gross Margin** : Compresses

**Operating Costs** : Elevated

**Working Capital** : Higher

**Profitability** : Under Pressure

**GDP Growth** : Moderates



2.3%<sub>2026f</sub>  
vs 2.8%<sub>2025</sub>



4.4%<sub>2026f</sub>  
vs 4.8%<sub>2025</sub>



1.1%<sub>2026f</sub>  
vs 1.2%<sub>2025</sub>



5.1%<sub>2026f</sub>  
vs 5.0%<sub>2025</sub>



4.7%<sub>2026f</sub>  
vs 5.2%<sub>2025</sub>



6.0%<sub>2026f</sub>  
vs 6.1%<sub>2025</sub>

# FY2026 Action Plan

Protect Margins. Preserve Cash. Position for Recovery.

## 1. Revenue Quality

- Prioritise higher-margin customers
- Expand medical/industrial programmes
- Selective pricing pass-through

## 2. Cost & Productivity

- Tight cost control
- Yield improvement
- Automation & manpower optimisation

## 3. Cash & Balance Sheet

- Working capital discipline
- CAPEX prioritisation
- Maintain prudent gearing

## 4. Portfolio Actions

- Review underperforming assets
- Explore restructuring/partnerships
- Selective acquisition only if accretive

### Supported by

**Diversified Footprint:** Malaysia • China • Vietnam • Indonesia

**Balanced Earnings Mix:** Electronics • Multimedia & Communications • Packaging • Healthcare • Automotive • Water chemicals

**Disciplined Management:** Capital allocation • Governance • Cost focus

**Recovery Optionality:** Leaner cost base supports rebound when conditions normalise

# Thank You

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*Investor Relations, Sustainability & Communications*

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