



LMS COMPLIANCE LTD. CORPORATE PRESENTATION (SGX: LMS)

March 2023



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The contact person for the Sponsor is Ms. Goh Mei Xian, Director, ZICO Capital Pte. Ltd. at 77 Robinson Road, #06-03 Robinson 77, Singapore 068896, telephone (65) 6636 4201.



01 **Company Overview**

02 **Financial Highlights**

03 **Business Strategies
and Future Plans**

04 **Competitive Strengths**



Company Overview





LMS Compliance Ltd. offers quality **testing and certification services** for its customers across a gamut of industries, ranging from food and healthcare to industrial and greentech



Main Competitors:

- ALS Technichem (M) Sdn Bhd
- Eurofins Food Testing Malaysia Sdn Bhd
- SGS Malaysia Sdn Bhd
- Bureau Veritas (M) Sdn Bhd
- TÜV SÜD Malaysia Sdn Bhd

Our Brand



Company Overview: **LMS Compliance Ltd.** offers quality [testing and certification services](#) for its customers across a gamut of industries, ranging from food and healthcare to industrial and greentech



LMS COMPLIANCE



Company Overview: **LMS Compliance Ltd.** offers quality [testing and certification services](#) for its customers across a gamut of industries, ranging from food and healthcare to industrial and greentech

Acronym of patent pending technology **Linear Multiple Surveillance**



LMS COMPLIANCE



Company Overview: **LMS Compliance Ltd.** offers quality [testing and certification services](#) for its customers across a gamut of industries, ranging from food and healthcare to industrial and greentech

Acronym of patent pending technology
Linear Multiple Surveillance

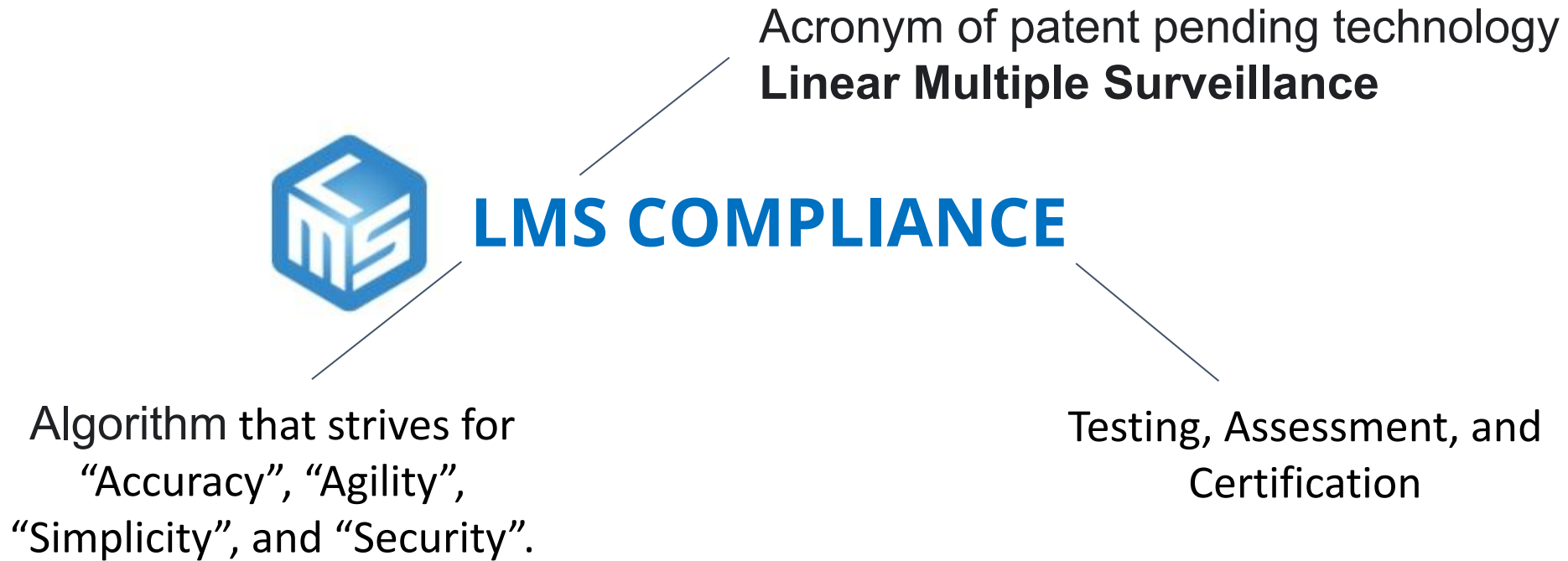


LMS COMPLIANCE

Algorithm that strives for
“Accuracy”, “Agility”,
“Simplicity”, and “Security”.



Company Overview: **LMS Compliance Ltd.** offers quality [testing and certification services](#) for its customers across a gamut of industries, ranging from food and healthcare to industrial and greentech





[https://lmscompliance.com/
corporate video.html](https://lmscompliance.com/corporate-video.html)

At A Glance



2006
Founded

Incorporation of MY CO2 Sdn. Bhd. (MY CO2) (establishment of first laboratory)



3

**Accredited
Laboratories**



>1,100
Accredited Tests
and
>10,200 non-accredited tests
(As of 31 December 2022)



>110
Employees

As of 31 December 2022



>80%
**Revenue* From
Repeat Clients**

*Testing and assessment segment
(FY2019-FY2022)

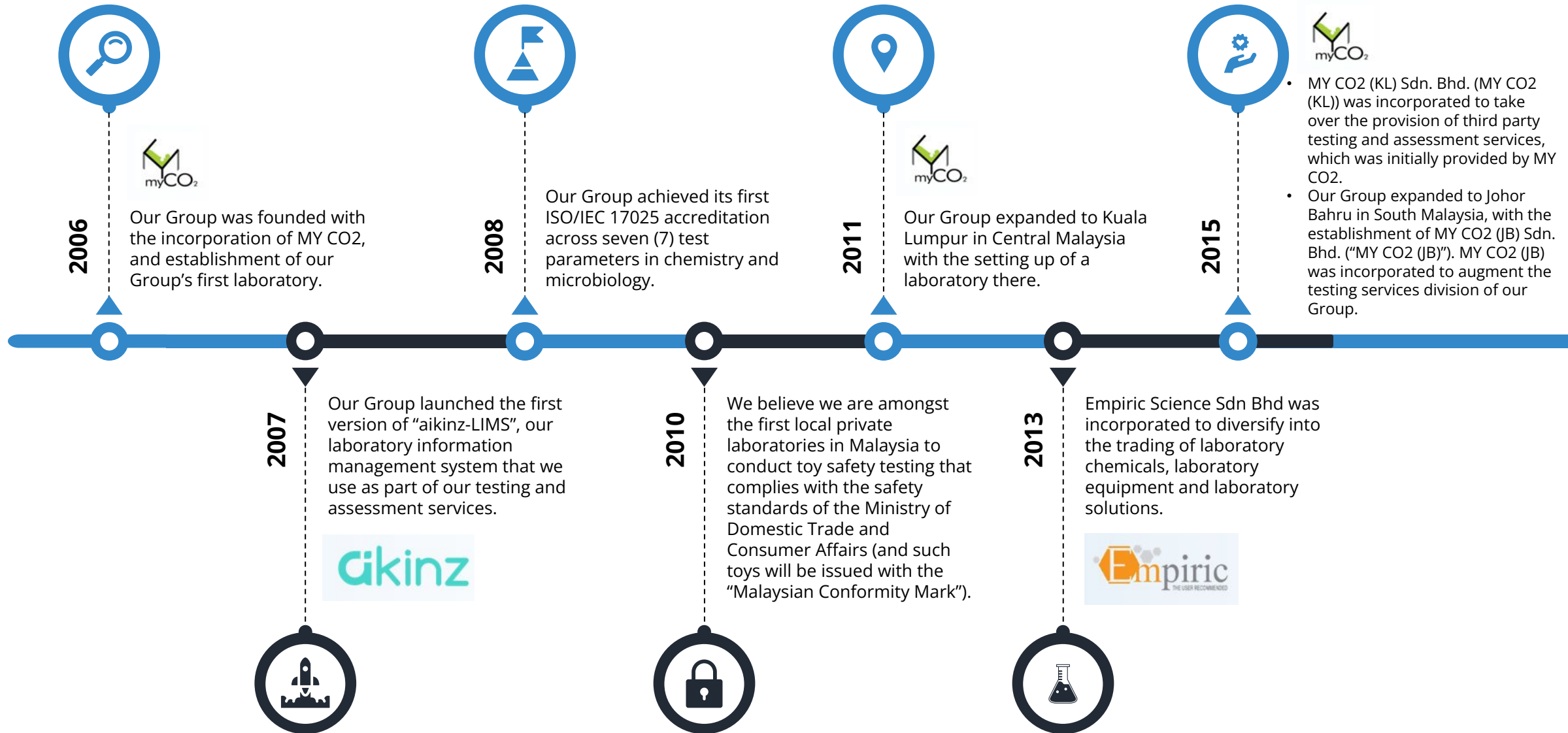


8.8%
Net Profit CAGR

FY2020-FY2022

*The Directors intend to recommend and distribute dividends of a minimum of **20%** of the Group's profit attributable to owners of the Company in respect of FY2022, FY2023 and FY2024.*

Key Milestones



Key Milestones



azeenz

2016

- Our Group launched the first version of "azeenz", our cloud-based automated workflow ISO certification platform.
- Our Group incorporated MY CO2 Certification Sdn Bhd. ("MY CO2 Certification"), which provides audit and management system certification services to our customers.



2018

To complement our testing and assessment services, our Group introduced its first electronic certificate of analysis (which allows test results to be accessed via an embedded QR code). This improves security and traceability of the certificates, as well as reduces costs and likelihood of forgery.



aizeenz

2021

Our Group began licensing our applications such as "aizeenz-LIMS" and "azeenz" to third party laboratories operating in Kuching.

2017

As part of the ongoing consolidation of our testing and assessment division, our Group established MY CO2 (PG) Sdn. Bhd. ("MY CO2 (PG)") to provide testing services, in addition to MY CO2 (KL) and MY CO2 (JB).



2020

- Our Group first conducted face mask testing that complies with ASTM 2100 and EN 14683:2019 specifications.
- After continually updating versions of "aizeenz-LIMS" and "azeenz" over the years, our Group commercialised these digital systems and applications by licensing and/or selling these to third party users.



2022

- Our Group established a sales office in Kota Bharu to market and promote our services.
- Our Group launched a digital product, "aisinz", that provides global real-time surveillance and access to data (such as safety and hygiene information about products or premises) through QR code.



aisinz

5 Business Segments



LMS Compliance Ltd.

ESG REPORTING & COMPLIANCE

The Group's new ESG reporting service will be made available to global market subject the country regulations.

Partnering with legal experts, who will be responsible for assessing legal compliance and the adequacy of a company's existing ESG practices. In addition, the Group will enlist the help of a chartered accountant to assess ESG expenditure under the year of reporting.



TESTING & ASSESSMENT

ISO/IEC 17025 accredited laboratories providing laboratory testing and assessment services to assist customers to achieve compliance with industry standards and ensure consumer products' safety



95.9%
FY2022
Revenue

CERTIFICATION

ISO17021 accredited certification body providing audit and management system certification services such as ISO9001-2015, ISO22000-2018, ISO45001-2018, MS1480-2019,



1.3%
FY2022
Revenue

TRADING

Trades and distributes chemicals, testing equipment, laboratory consumable items, and other products



2.0%
FY2022
Revenue

DISTRIBUTION OF CONFORMITY ASSESSMENT TECHNOLOGY

Markets and distributes the Group's online cloud-based applications which are developed in-house



0.8%
FY2022
Revenue

Industries and Footprint



As of 31 December 2022, for clients in a multitude of sectors:

- 1 Food
- 2 Feed
- 3 Fertiliser
- 4 Pharmaceutical
- 5 Medical devices
- 6 Healthcare
- 7 Industrial
- 8 Greentech

3 accredited laboratories, 1 sales office, and 2 aikinz labs across Malaysia



These are third party laboratories which [licensed] the Gorup's Aikinz laboaratory management systems

- Accredited Laboratories
- Sales Office
- Aikinz-laboratories

Our testing services allow businesses, their customers, regulators and other stakeholders to assess the quality and safety of products or materials, validate if the manufacturing process is achieving intended outcomes, as well as check for compliance with the applicable standards and regulations.

Testing Services



Environment



Environmental Pollutant Monitoring



Scheduled Waste Analysis



Waste Characteristics Analysis



Boundary Noise



Impacts of projects on the environment



Water Quality

E compliance

Food and Product Safety and Quality



Microbiological testing



Nutrition Facts Testing



Food Packaging Materials Testing



Pharmaceutical & Traditional Herbs Testing



Halal and Nuclei Acid Testing



Free Sales certification application for exports

S compliance

Industry Compliance



Use of hazardous substances in electronic equipment



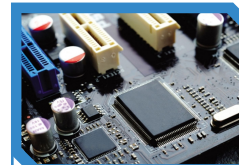
Lubricant



Calibration & Maintenance



Hand Sanitizer Testing



Failure Analysis in electronic circuit boards



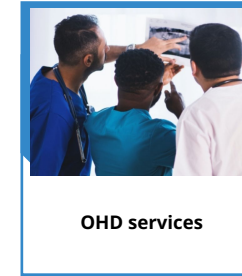
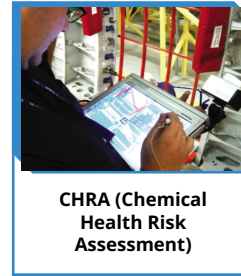
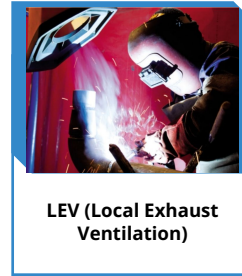
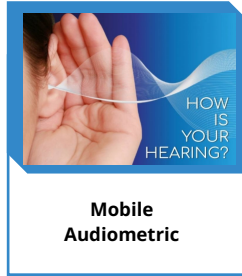
Medical Face Mask Testing

S compliance

Assessment Services



Workplace Safety and Hygiene



S compliance

Testing and Assessment Services (95.8% revenue)

The Group's Testing and Assessment services provide fundamental scientific data such as but not limited to carbon footprint, water quality, air quality, noise pollution, workplace safety and hygiene for ESG reporting that orchestrate the below Sustainability Developments Goals (SDGs).



Environment

Social

Certification Services



MY CO2 Certification is an ISO/IEC 17021 accredited certification body providing audit and management system certification services accredited by the Department of Standards Malaysia.

Certification audits provided include:

ISO 9001: 2015 Quality Management Systems Certification

ISO 45001: 2018 Occupational Health & Safety Management System Certification



ISO 22000: 2018 Food Safety Management System Certification

MS1480: 2019 Food Safety according to the Hazard Analysis Critical Control Points (HACCP) System

ESG certification based on Bursa Sustainability Reporting Standard

ISO 14001: 2015 Environmental Management System Certification

ISO 27001: 2022 Information Security Management System Certification

Social Audit: RBA, SEDEX, SA8000, SMITA certification

Our certification logos are used to show that the organization has been certificated by our Group to be in compliance with the applicable ISO standards.



Certification Services (1.3% Revenue)



Certification audits that orchestrate the ESG compliance

ISO 14001: 2015
Environmental Management
System Certification

E compliance


ISO 45001: 2018
Occupational Health &
Safety Management
System Certification

S compliance


ISO 22000: 2018 Food
Safety Management
System Certification

S compliance


MS1480: 2019 Food Safety
according to the Hazard
Analysis Critical Control
Points (HACCP) System

S compliance


ISO 26000: 2010 Social
Responsibility
ISO 37000: 2020 Governance
of Organization

ISO 37001: 2016
Anti-Bribery
Management System
Certification

ISO 27001: 2022
Information Security
Management System
Certification

Social Audit: RBA,
SEDEX, SA8000, SMITA
certification

G compliance


G compliance


G compliance


G compliance


Trading (2.0% Revenue)



Trading and distribution of broad range of analytical instruments, testing equipment, chemicals, glassware and laboratory consumable items

BEAKER LF (Low form)
HmbG

Beaker, low form with graduation and spout, Boro 3.3 Glass **HmbG**

Code no.	Capacity (ml)	Ø. D. (mm)	Height (mm)
C05999	10	20	35
C10000	25	34	50
C0747	50	42	60
C0746	100	50	70
C0751	150	60	80
C0649	250	70	95
C0801	400	80	110
C0752	500	90	120
C0786	600	90	125
C0753	1000	105	145
C0803	2000	130	185
C0047	5000	170	270

Distribution Of Conformity Assessment Technology



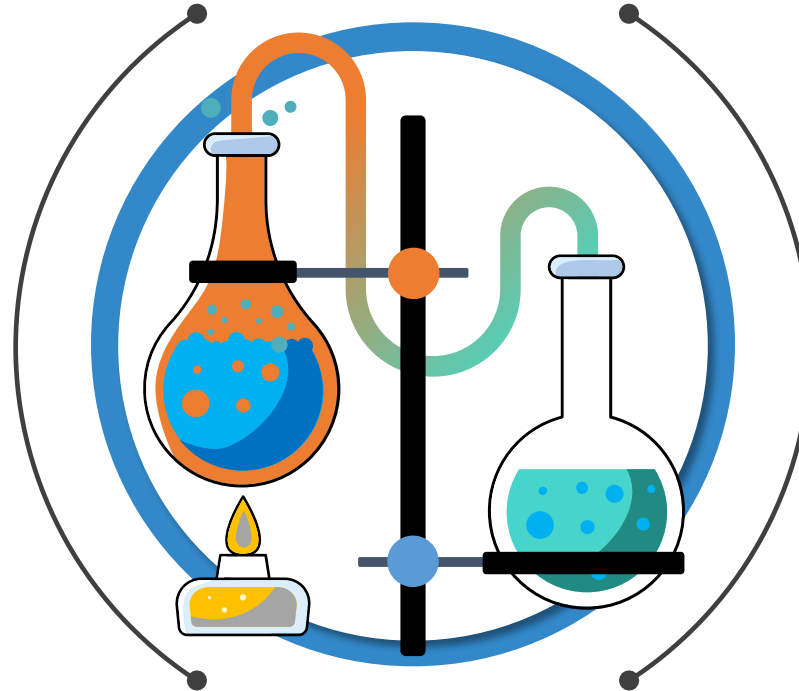
ikin

Digital **laboratory information management system** to streamline and digitalise laboratory operations

 **24,000** LITE USERS
online users

 **41** Countries

*for the period of 1 year up to 16 September 2022.
Free cloud-based version available*



izen

Document Management System: Cloud-based one-stop automated workflow ISO certification platform that enhances the efficiency of certification process for businesses

isinz

Global real-time surveillance and access to data (such as safety and hygiene information about products or premises) through QR code.



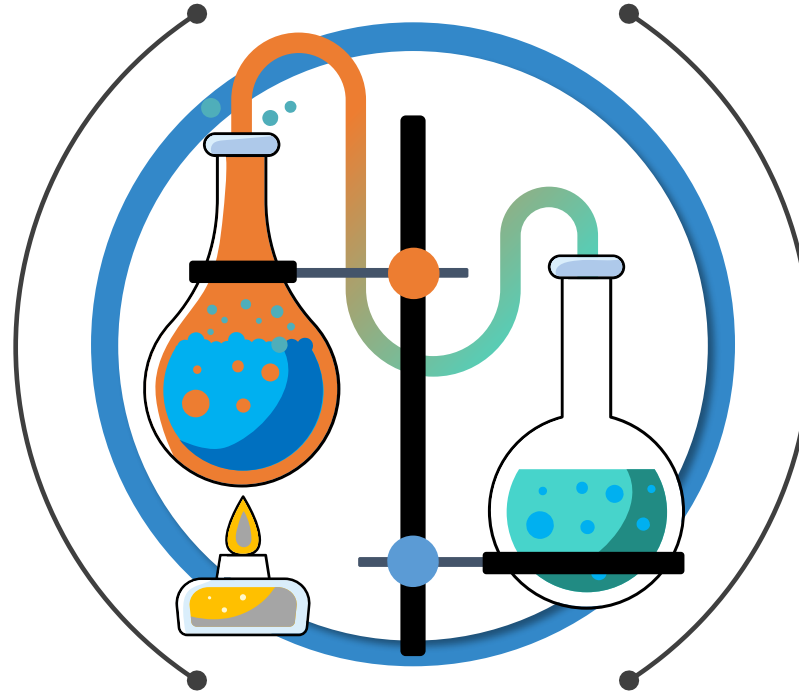
Conformity Assessment Technology (0.8% Revenue)



ikin

Digital **laboratory information management system** to streamline and digitalise laboratory operations

 **2** ENTERPRISE USERS



 **15** ENTERPRISE USERS

izen

Document Management System: Cloud-based one-stop automated workflow ISO certification platform that enhances the efficiency of certification process for businesses

 **50** products (tier 1)

isinz

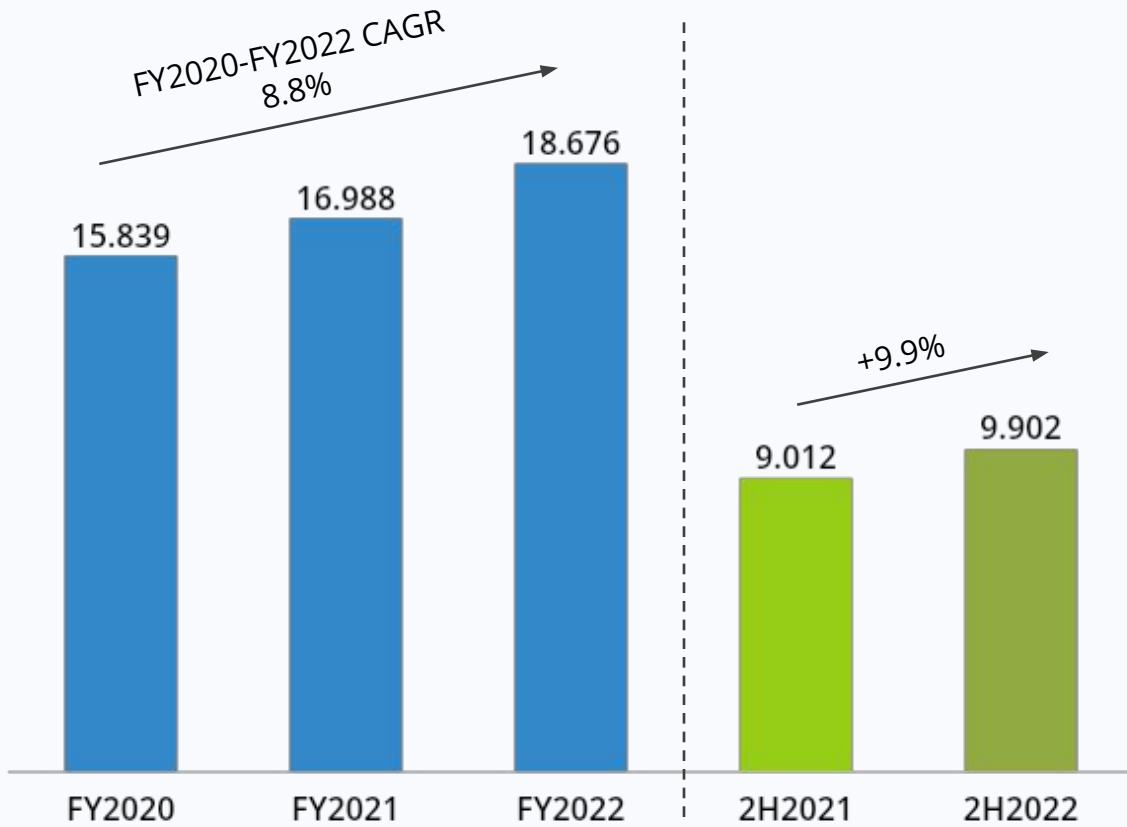
Global real-time surveillance and access to data (such as safety and hygiene information about products or premises) through QR code.



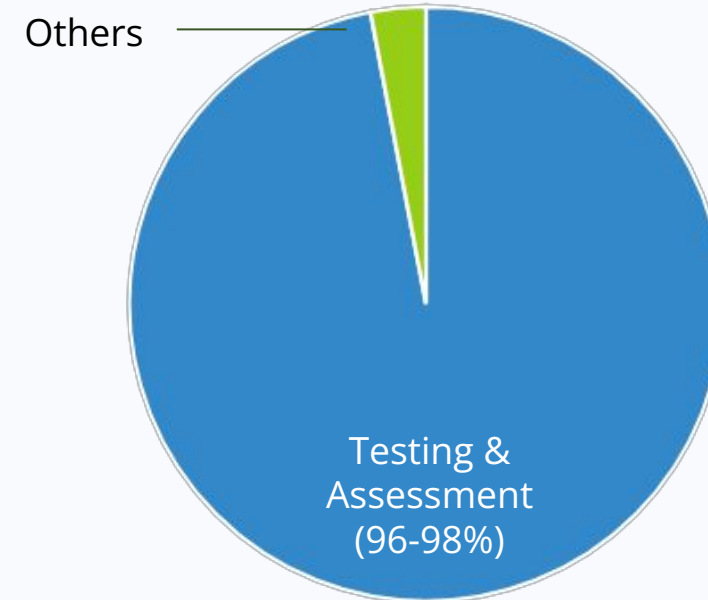
Financial Highlights



Financial Highlights



Revenue Breakdown by Segment (FY2019-FY2022)



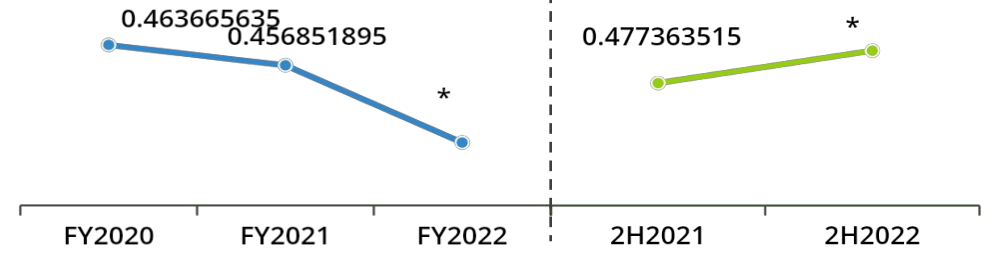
Financial Highlights



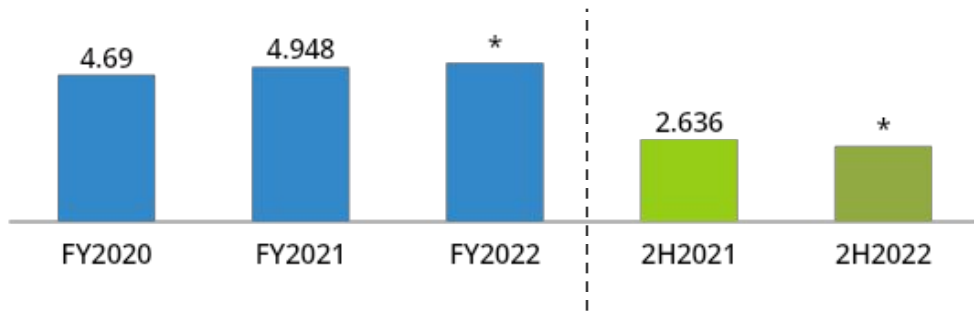
EBITDA (RM million)



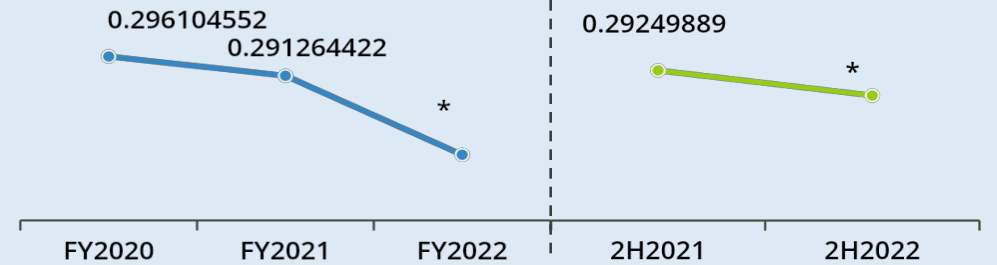
EBITDA Margin



Net Profit (RM million)



Net Margin

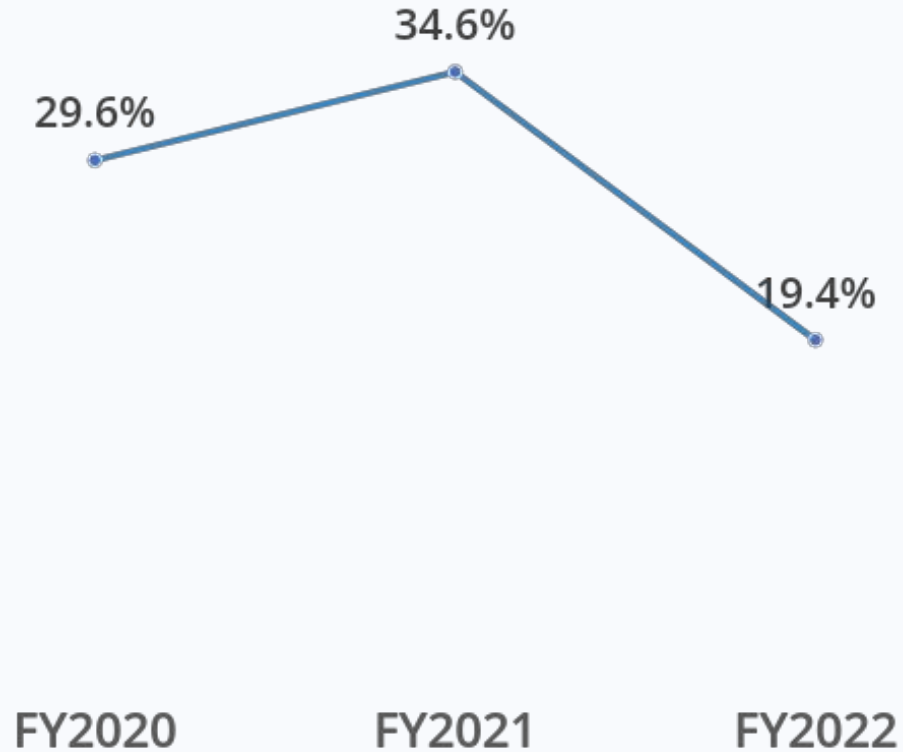


*Not including one-off listing expenses of RM4.35 million in FY2022

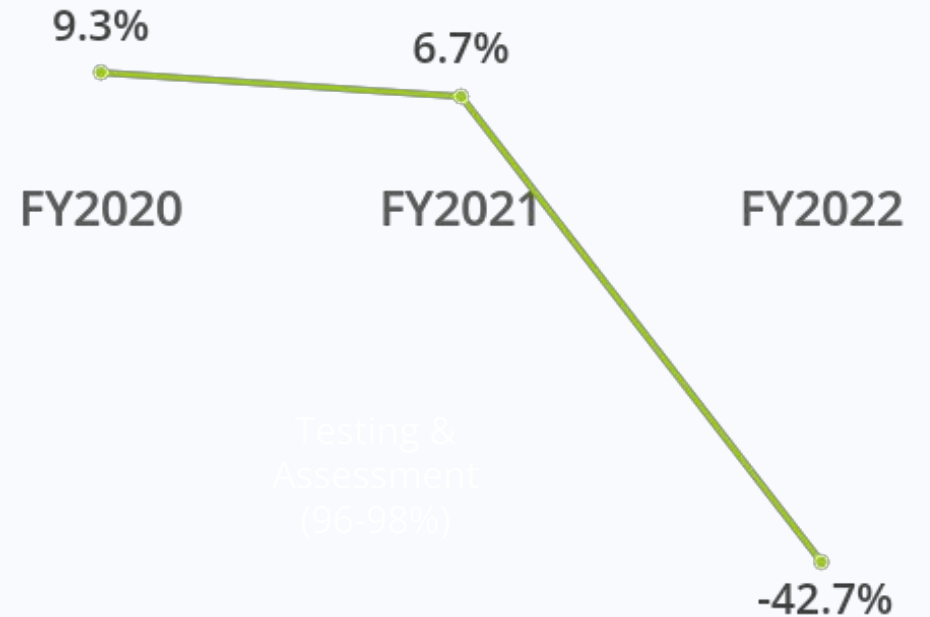
Financial Highlights



Return on Equity



Debt to Equity Ratio



Testing & Assessment
(96-98%)

* Debt to Equity Ratio = (Borrowings – Cash and Cash Equivalents) / Total Equity

Business Strategies and Future Plans



Business Strategies And Future Plans



Expanding The Scale Of Our Testing & Assessment Services

- To increase the range of tests in our existing industry sectors and expand into new industry sectors such as oil and gas
- Set up new laboratories in other states of Malaysia where we do not have a footprint in



Boosting Our Certification Services and Distribution of Conformity Assessment Technology

- Expand the scope of our certification services to new industry sectors
- Enhance the features and capabilities of our digital laboratory solutions, namely "aizenz" and "aikinz-LIMS"
- Increase our efforts in marketing and promotion of these digital laboratory solutions
- Leverage on our existing customer base to cross-sell our digital laboratory solutions



Growing Through Acquisitions, Joint Ventures and Strategic Alliances

- To expand through acquisitions, investments, joint ventures and strategic alliances to enable us to strengthen our market position and/or expand into new areas and geographies that are complementary to our existing business

GLOBAL LOCAL LABORATORIES																			
My	US	Sp	Uk	Ac	Fr	It	De	Es	Ca	Br	Ar	Ch	Co	Ec	Eq	Et	Gr	Id	Ms
MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB	MSB
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Competitive Strengths



Competitive Strengths



Established track record and strong market reputation

- More than 15 years' experience in laboratory testing and/or certification services.
- More than 80% of the Group's revenue from its testing and assessment segment was derived from repeat customers from FY2019 to FY2022.
- Won the Enterprise 50 (Top 10) Award – in 2013, 2016 & 2019; SME100 2022 Fast Moving Companies Award; Golden Bull Award 2022 – Outstanding SME Award.



Experienced and competent management team

- The Group's CEO, Dr. Ooi, and Chief Development Officer, Ms. Chong, have over 13 years and 22 years of experience respectively in the testing and/or certification industry.
- The Group's chairman of the Board, Datuk Fadilah Binti Baharin, served as Director-General of the Department of Standards Malaysia from 2006 to 2020 and was a member of the ISO Council from 2017 to 2019.



Competitive Strengths



Diverse range of services and locations caters to the wide-ranging needs of the Group's customers

- The Group has diversified into providing certification services, as well as the trading of laboratory equipment and chemicals, allowing it to expand its client base.
- For instance, the Group's certification services allow it to assist companies with their own in-house laboratories to ensure they comply with applicable regulations and standards.

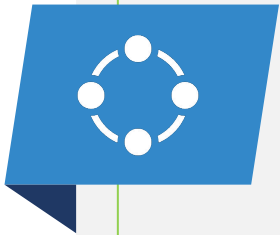
SYSTEM CERTIFICATION



Strong technical expertise gives the Group a market advantage

- The Group's laboratories for its testing services are accredited as ISO/IEC 17025: 2017 by the Department of Standards Malaysia and recognized by the International Laboratory Accreditation Cooperation.
- As at 16 September 2022, the Group has the capability to conduct over 1,100 accredited tests and over 10,200 non-accredited tests.





Constant innovation and digitalisation of the Group's work processes and systems

- The Group has invested in the development of its proprietary laboratory information management system, aikinz-LIMS, which allows the Group to improve information security, simplify workflows, increase accuracy and boost turnaround time.
- In 2020, the Group began licensing aikinz-LIMS to third-party laboratories in 2020 and also launched its cloud-based automated workflow ISO certification platform, aizenz, which seeks to streamline ISO certification processes and improve audit readiness for such certification processes.

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Board Of Directors



MR ONG BENG CHYE

Independent Non-Executive Director

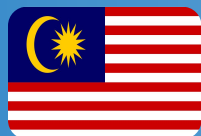
Mr Ong has more than 27 years of experience in areas such as accounting, auditing, due diligence, mergers and acquisitions, and business advisory. He is also currently an independent director of 5 other companies listed on the Singapore Exchange.



DR CHONG JUIN KUAN

Non-Independent Non-Executive Director

Dr Chong holds a PhD in management. He is an associate professor of marketing at the National University of Singapore, where he has been working for over 30 years. From 2016 to 2019, he served as the Vice Dean of Research and PhD at NUS Business School.



DATUK FADILAH BINTI BAHARIN

Independent Non-Executive Director

Datuk Fadilah served as the Director General of the Department of Standards Malaysia from 2006 to 2020. She was elected at the General Assembly of the International Organisation for Standardisation ("ISO") from 2017 to 2019 to represent Malaysia at the ISO council. She is also a fellow of The Academy of Sciences Malaysia.

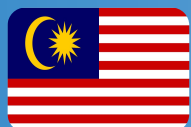


DATO (DR) GOOI HOE SOON

Independent Non-Executive Director

Dato Gooi is a member of the investment panel of the Employees Provident Fund of Malaysia. He is also a director of the Securities Commission of Malaysia. Dato Gooi is a chartered accountant under the Malaysian Institute of Accountants and a member of the Malaysian Institute of Certified Public Accountants.

Board Of Directors



DR OOI SHU GEOK

Executive Director and Chief Executive Officer

Dr Ooi is the Group's Executive Director and CEO, and he has been with the Group since 2009. He holds a Doctor of Business Administration. Dr Ooi was appointed the chairman of the Malaysia Association of Accredited Laboratories and chairman (southern region) of the Small and Medium Enterprises Association (Samenta) Malaysia, for a term of 3 years from 2021 to 2023.



MS CHONG MOI ME

Executive Director and Chief Development Officer

Ms Chong is the Group's Executive Director and Chief Development Officer, and she has been with the Group since 2006. She obtained her Master of Science (Chemistry) in 2006 and currently holds an associate membership with the Malaysian Institute of Chemistry.



MS WONG WAN CHIN

Independent Non-Executive Director

Ms Wong is the managing partner of the law firm, Wong & Loh, which has 7 offices in Malaysia. She is also the non-executive chairman of Volcano Berhad, listed on the ACE market of Bursa Malaysia. Ms Wong was admitted as Advocate & Solicitor of the Bar Council Malaysia in 2000, and was awarded with a medal of honour (Darjah Johan Negeri) from the Penang State Governor in 2017.

Executive Officers



MR KUAN PIN SEAH
Financial Controller

Mr Kuan is responsible for the Group's finance and management reporting, accounting and taxation matters, and oversees the operations of the Group's finance team. He holds a Master of Business Administration. He was formerly senior finance manager of Abbott Medical Device Division and WD Media (M) Sdn Bhd, and also previously served as the site central service finance manager at Intel Technology Sdn Bhd and finance manager at Seagate Technology Sdn Bhd.



MS OOI WAN KOON
Chief People Officer

Ms Ooi is responsible for developing and implementing human resource strategies of the Group and has been with the Group since 2011. She has a Bachelor of Engineering (Hons) (Chemical Engineering) and is currently a certified hygiene technician II with the Department of Occupational Safety and Health, Malaysia.



MR CHUA SIONG WEI
Chief Strategy Officer

Mr Chua is responsible for the Group's strategic planning. He joined the Group in 2012. He has a Bachelor of Science (Hons) degree and a master's degree in business administration (general management). He is a registered chemical health risk assessor with the Department of Occupational Safety and Health, Malaysia, and is also a registered food analyst with the Council of Food Analysts of Malaysia.

Executive Officers



MR NYEOH YEONG SHENG
Chief Compliance Officer

Mr Nyeoh is responsible for ensuring the Group's compliance with laws and regulations applicable to the testing division. He holds a Bachelor of Science (Hons) in Biotechnology. He is a registered member of the Malaysian Institute of Chemistry and is also a registered food analyst with the Council of Food Analysts of Malaysia.



MR POH TZE KYE
Chief Operation Officer

Mr Poh is responsible for overseeing and managing the day-to-day operations functions. He joined the Group in 2013. He holds a Bachelor of Science (Hons) in Chemistry and is currently a registered member of the Malaysian Institute of Chemistry.



MR TEH HUAT CHOOI
Chief Technology Officer

Mr Teh is responsible for resource planning and development, design, and support of all IT infrastructure for the Group's business operations. He was previously a senior system analyst at Dell and a senior system engineer at Keysight Technologies. He holds a Bachelor of Science in Computing.



Thanks!!



emily@gem-comm.com
clarissa@gem-comm.com