



IMI Analyst Briefing 2024 Q1

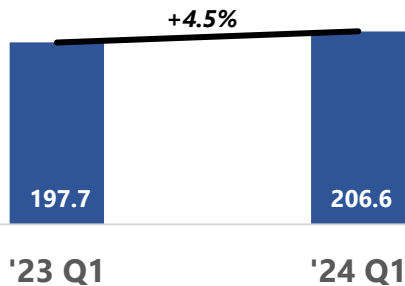
May 10, 2024
Online



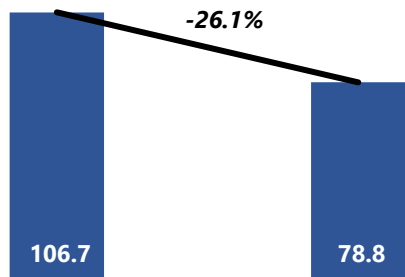
Financials



2024 Q1 Segment Updates



Automotive



Industrial

➤ Automotive:

- 2024 global automotive growth to be driven by 21% increase for EV's as compared to 3% for total passenger car sales
- Despite slower than expected first quarter in 2024, OEMs and Tier 1's mostly reaffirming full year revenue guidances
- Ramp up of new business in Serbia driving growth for the segment, revenues more than doubled compared to last year
- Uncertainty in the market continues to slow down new business pipeline with \$9M of wins in Q1
- Contribution margin % maintained compared to 2023

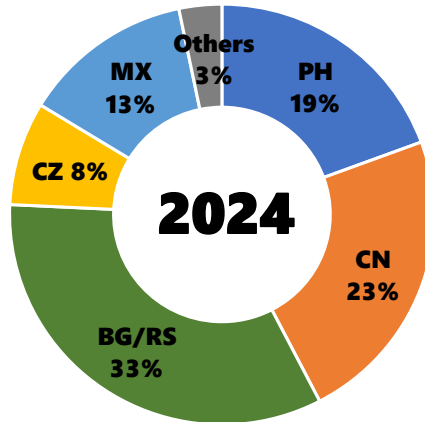
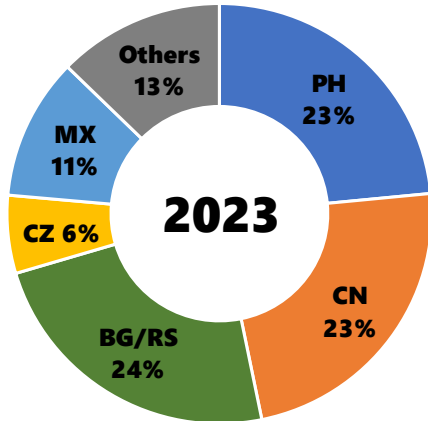
➤ Industrial:

- Supply chain across the whole market continues to trim inventory levels, with the slowdown in orders still being served by existing stock
- EV charging space remains tight as it goes through a phase of consolidation where market share is gravitating towards the most successful players
- Issues in Chinese real estate market extending to industrial home applications
- Improved contribution margin % compared to last year



2024 Q1 Region Updates

	'23 Q1	'24 Q1	Y/Y%
PH	77.8	56.3	-28%
CN	63.3	56.5	-11%
BG/Serbia	81.9	96.8	18%
CZ	20.8	23.1	11%
MX	37.8	37.8	0%
TOTAL	346.8	290.1	-16%



➤ Philippines:

- Trend of slow ordering from industrial end-consumers continues. Inventory across the whole Supply chain still above ideal levels
- \$4.3M of order backlogs mostly from lingering pockets of component shortage and pushout of demand.
- New business wins from 2022 and 2023 to ramp up in production in 2nd half of this year

➤ China:

- IMI Chengdu affected by uncertainty in EV charging market
- Continued revenue decline of low margin telco business
- Mobility-focused Jiaying site exceeding previous year and budget forecasts

➤ Europe:

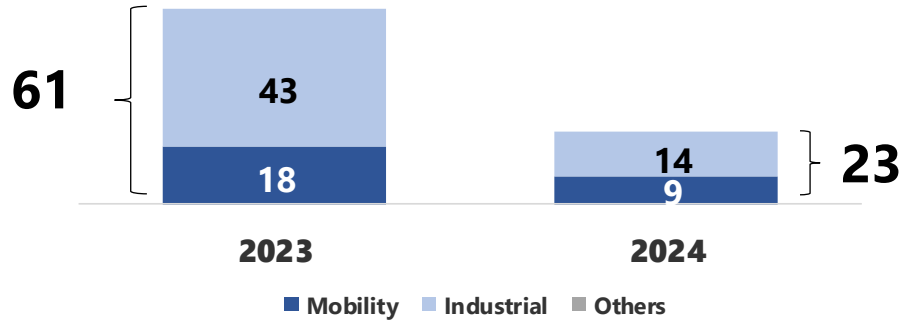
- Driven by doubling of Serbia revenue compared to 2023 from new business rollouts
- Bulgaria and Czech sites also growing compared to last year

➤ Mexico:

- Customers being shifted towards MX site to support onshoring of business to North America
- New model of steering application pushed out to later in the year
- Cost efficiency being driven with fixed overhead expenses ending the quarter more than \$700k below budget



2024 Q1 Group Program Wins

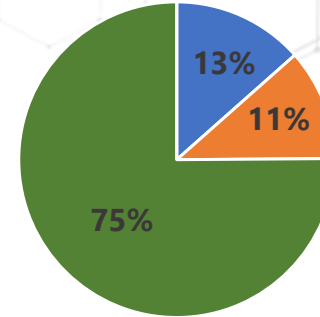


*Wins in US\$ of Annual Revenue Potential

Notable Wins in 2024

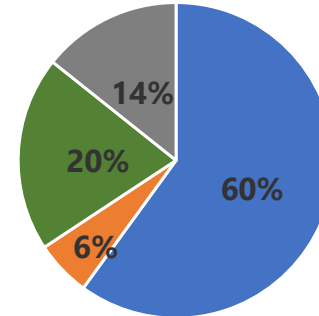
LED Lighting	Industrial	Bulgaria
Automotive HVAC	Mobility	Bulgaria
Automotive Cooling Fan	Mobility	China
LIDAR	Mobility	Philippines
Data Communication	Industrial	Philippines

Win Location - 2024



■ Philippines ■ China ■ E. Europe ■ MX

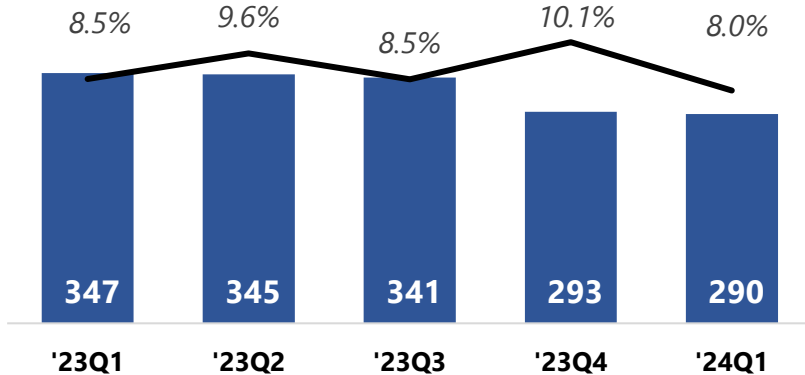
Win Location - 2023



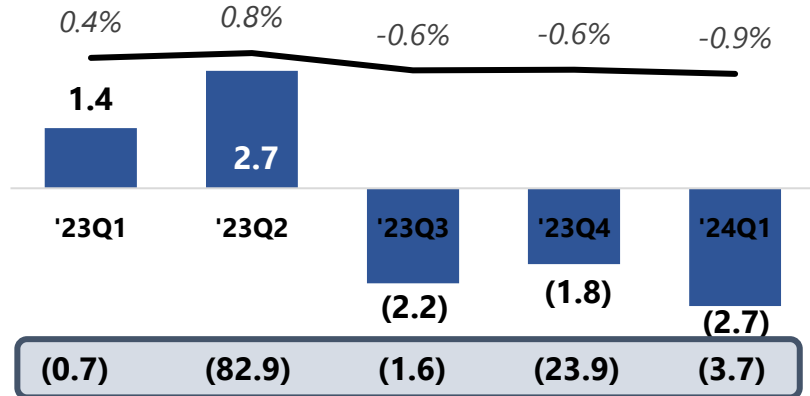


2024 Q1 Performance (Non-GAAP)

Revenue and Gross Profit Margin

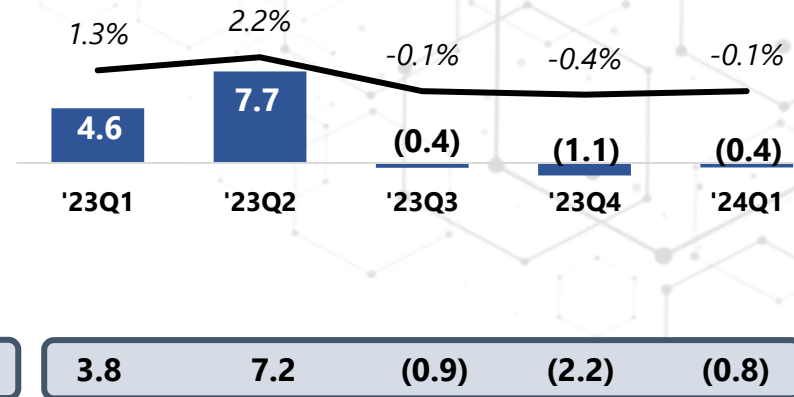


Net Income

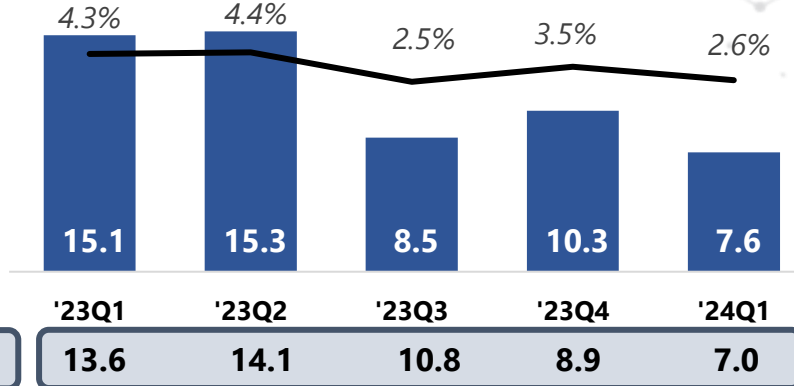


Reported

Operating Income



EBITDA



Reported

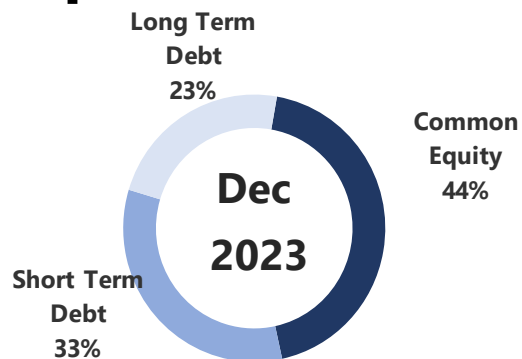
2022 adjusted to reflect change in EUL policy

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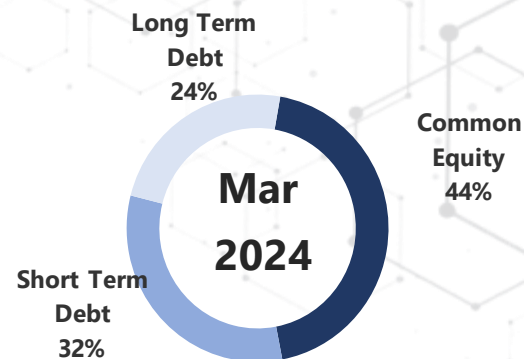




Capital Structure



(US\$ Millions)	Dec 2023	Mar 2024
Short-Term Debt	209.7	194.9
Long-Term Debt	146.7	145.3
Total Bank Debts	356.4	340.2
Cash and Investments	103.0	101.4
Net Debt	253.4	238.8
Common Equity Attributable to Parent	277.8	269.4



Key Financial Ratios	Dec 2023	Mar 2024
Current ratio	1.43	1.43
Bank Debt/ Total Equity	1.15	1.15
Net Debt / Total Equity	0.82	0.81
Book value/share (\$) *	\$0.13	\$0.12
Book value/share (PHP)**	₱6.95	₱6.83

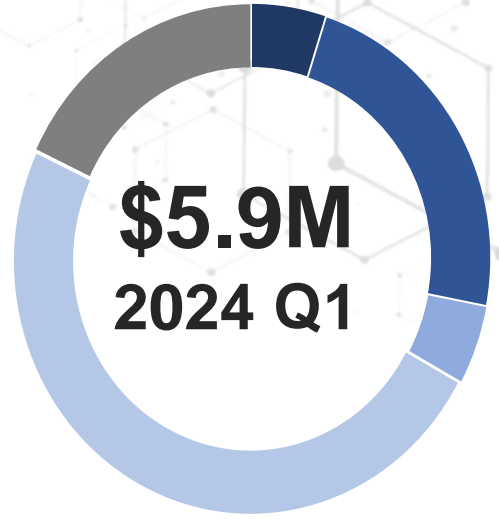
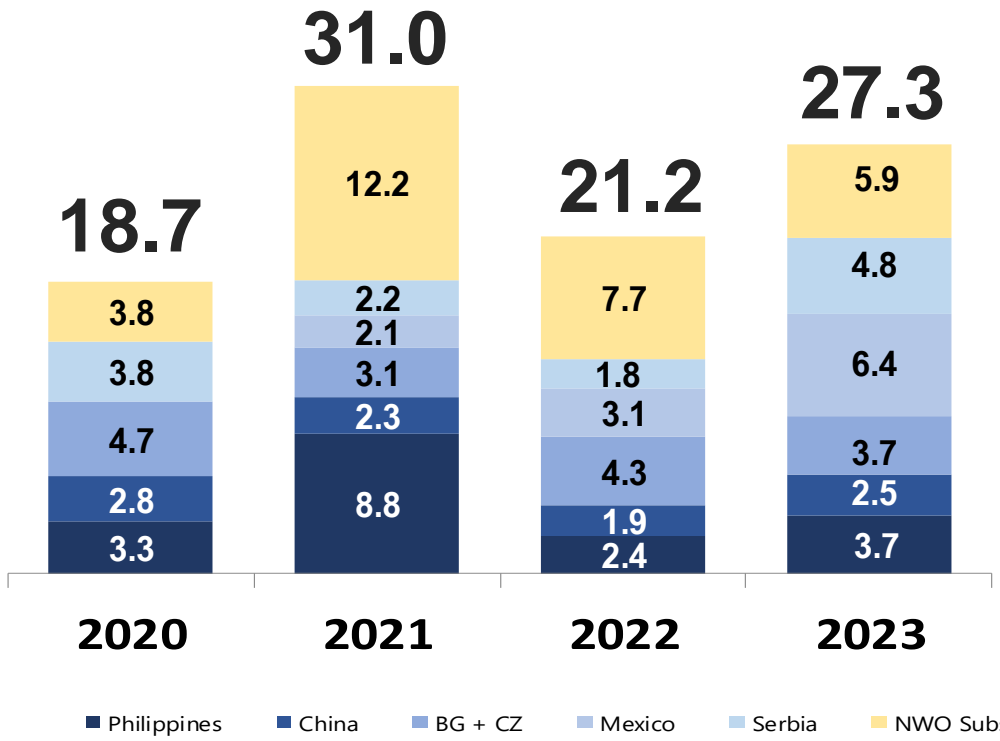
*Excluding Minority Interest

** Forex Rates at respective period close





Disciplined Capital Investments



■ Buildings.....5% ■ Machinery.....23%

■ Furn & Fix.....5% ■ Constr. in progress.....49%

■ Others.....18%





Executive Summary

- Automotive market continues to be driven by European and Chinese regions. Positive trend in IMI financials despite softer market outlook which should continue to improve later in the year
- Industrial market still stunted by slowdown of end-consumer demand. Lower levels of ordering across the entire supply chain as existing inventory is being utilized to serve current orders
- Continued softness in electronics space partly driven by uncertainty of macro-economic factors
- Overhead and admin expenses to be revisited to align with lower volume orders
- VIA 2022 audited financials have been filed, with 2023 figures to be finalized soon



New Leadership



Louie Hughes
Chief Executive Officer



Robert Heese
Chief Financial Officer



A member of  AC Industrials

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