

# **Trio-Tech International Investor Presentation**

**September 2025**

**NYSE MKT: TRT**



# Safe Harbor Statement

This presentation contains statements that are forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and may contain of 1995 and may contain forward looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Section 21E of the Securities Exchange Act of 1934, as amended, and assumptions regarding future activities and results of operations of the Company. In light of the Company. In light of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, the following factors, among others, could cause actual could cause actual results to differ materially from those reflected in any forward looking statements made by or on behalf of the Company: market acceptance of market acceptance of Company products and services; the divestiture of one or more business segments in response to, among other factors, changing business factors, changing business conditions or technologies and volatility in the semiconductor industry, which could affect demand for the Company's products and Company's products and services; the impact of competition; problems with technology; product development schedules; delivery schedules; changes in military or schedules; changes in military or commercial testing specifications which could affect the market for the Company's products and services; difficulties in profitably difficulties in profitably integrating acquired businesses, if any, into the Company; risks associated with conducting business internationally and especially in Asia, and especially in Asia, including currency fluctuations and devaluation, currency restrictions, imposition of tariffs, local laws and restrictions and possible social, and possible social, political and economic instability; changes in U.S. and global financial and equity markets, including market disruptions and significant interest rate and significant interest rate fluctuations; trade tension between U.S. and China and other economic, financial and regulatory factors beyond the Company's control. the Company's control. Other than statements of historical fact, all statements made in this release are forward looking, including, but not limited to, statements limited to, statements regarding industry prospects, future results of operations or financial position, and statements of our intent, belief and current expectations and current expectations about our strategic direction, prospective and future financial results and condition. In some cases, you can identify forward looking forward looking statements by the use of terminology such as "may," "will," "expects," "plans," "anticipates," "estimates," "potential," "believes," "can impact," "believes," "can impact," "continue," or the negative thereof or other comparable terminology. Forward looking statements involve risks and uncertainties that are uncertainties that are inherently difficult to predict, which could cause actual outcomes and results to differ materially from our expectations, forecasts and forecasts and assumptions. Many of these risks and uncertainties are beyond the Company's control. Reference is made to the discussion of risk factors detailed in the risk factors detailed in the Company's filings with the Securities and Exchange Commission including its reports on Form 10-K and 10-Q. Readers are cautioned not to Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the dates on which they are made. made.

# Company Overview and Market Position



# Introduction to Trio-Tech International



## Established Industry Leader

Trio-Tech International has maintained a strong market presence since 1958, leveraging its expertise in **semiconductor back-end solutions** and **industrial electronics** to deliver innovative, high-quality products and services that meet evolving customer needs. Proven resilience with disciplined execution and regional strength.

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**Listed** – NYSE MKT: TRT

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**Year End** – June 30

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**Shares** – 4.25M

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**Employees** – 614, ~99% in Asia

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**FY25 Revenue** – \$36.5M, 3% 4 yr. CAGR

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**FY25 Net Income\*** – Profitable at \$0.6M excluding the FX impact

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**FY25 Op Cash Flow** – \$0.4M, over 10 years of positive operating cash flow

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**FY25 Cash** – \$19.5M

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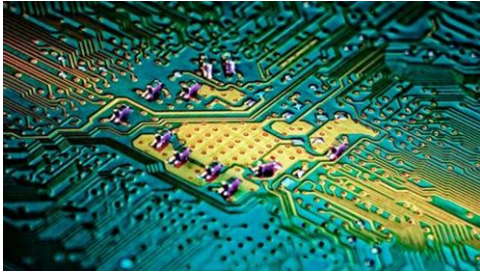
**Customers** – ~94% in Asia, 6% in the U.S.

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\*Negative FX impact of \$671,000 in FY25

# Overview of Business Segments



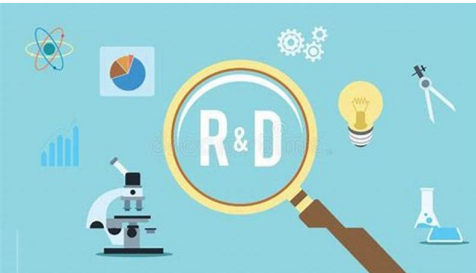
## Revenue Contribution Breakdown

Our **Semiconductor Back-End Solutions** segment generates the majority of revenue, accounting for 70%, while the **Industrial Electronics** segment provides diversification, contributing 30% of total revenue and enhancing financial stability.



## Innovative Products and Services

Trio-Tech excels in providing **advanced testing and reliability solutions for semiconductors, alongside tailored industrial equipment**, ensuring clients achieve optimal performance and operational efficiency across various sectors.



## Strategic Synergy Benefits

The interconnectedness of both segments fosters innovation and best practices, enabling Trio-Tech to leverage expertise across operations and ultimately enhance its competitive positioning and market responsiveness.

# Capitalizing on Semiconductor Supply Chain Transformation

**Industry Transformation:** Well-positioned to benefit from supply chain diversification amid tariffs and geopolitical pressures, with trusted partnerships and proven capabilities across Southeast Asia.

**Regional Strength:** Malaysia and Thailand serving as key backend hubs; Trio-Tech expanding its presence and capabilities.

**Customer Loyalty:** Building deep, trusted relationships with leading semiconductor players to enable long-term engagement.

**Resilience and Diversification:** Focus on stabilizing SBS, expanding IE (aviation/touchscreen channels), and disciplined capital allocation to support sustainable long-term growth.



## Business Segments and Services



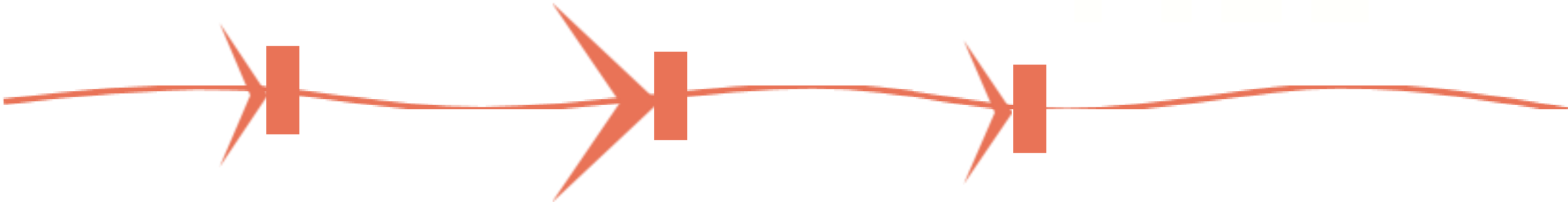
# Semiconductor Back-End Solutions

## Design and Manufacturing

Trio-Tech designs and manufactures an extensive range of burn-in and reliability test equipment used in the “back-end” manufacturing process of semiconductors.

## Comprehensive Service Portfolio

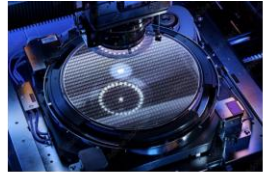
Trio-Tech also provides comprehensive reliability and burn-in testing services to semiconductor manufacturers in its testing labs in Asia.



## One-Stop Solution for Burn-In and Reliability Testing

Trio-Tech offers a full range of back-end services from reliability to production to ensure product excellence.





*Silicon Wafer*



*Semiconductor*



*Automotive*



*Aviation*



*Consumer & Industrial  
Electronics*

# Industrial Electronics

## Growth and Diversification Potential

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The Industrial Electronics segment is positioned for growth, driven by increasing automation and technological advancements, allowing Trio-Tech to leverage its position as a leading value-added distributor to meet the rising demand across various industries.

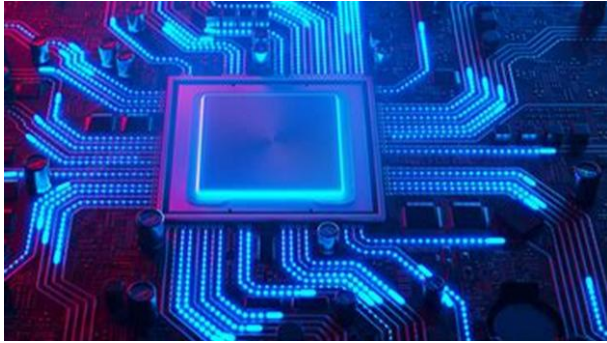
# Worldwide Customer Base



**SBS Segment**  
Trusted by over 40  
of the world's  
leading  
semiconductor  
manufacturers.

**IE Segment**  
Trusted by over 50  
of the world's top  
industrial  
electronics  
manufacturers.

# Competitive Advantages in Our Offerings



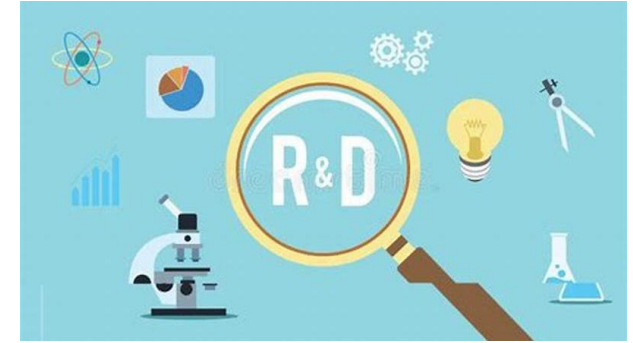
## Deep Industry Knowledge

Trio-Tech's extensive experience, dating back to 1958, equips the company with unparalleled insights into semiconductor and industrial electronics, fostering innovation and strong customer relationships that drive loyalty and satisfaction.



## Robust Product Diversity

Our comprehensive range of semiconductor back-end solutions and industrial electronics services enables us to meet diverse customer needs, minimizing our dependency on any single revenue source and enhancing our financial resilience.



## Commitment to Innovation

By emphasizing continuous improvement and customer-driven innovation, Trio-Tech consistently delivers reliable, high-quality solutions that strengthen our market position and support long-term shareholder value.

# Financials



# Key Financial Highlights

## Revenue Drivers

- **Industrial Electronics:** Q4, revenue up 70% on strong demand and diversification into new and existing markets.
- **Semiconductor Back-End Solutions (SBS):** Headwinds in China offset by resilience in Singapore, Malaysia, and Thailand.

## Financial Discipline and Resilience

- **Gross Margins:** Maintained 25% gross margins through product mix improvements and cost control.
- **Profitability:** FY25 profitable at \$0.6M excluding the FX impact.
- **Reduced liabilities:** Strengthening flexibility to support growth.

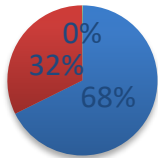
## Strong Balance Sheet

- **Cash and Deposits:** \$19.5M at end of FY25.
- **Working Capital:** Growth of 11% year over year.



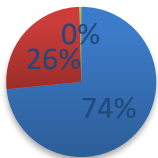


## FY25 Revenue Mix

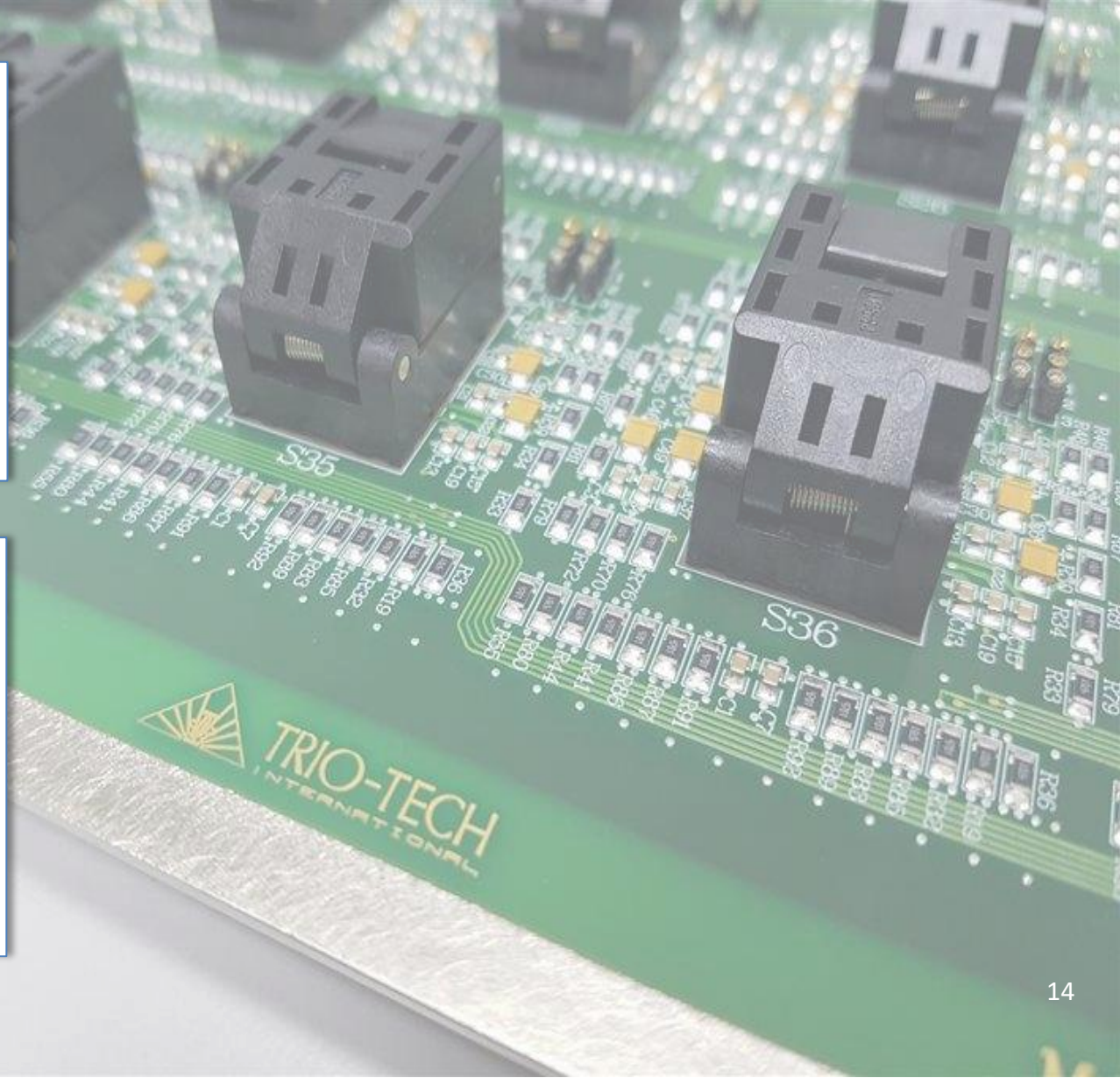


- Semiconductor Back-end Solutions
- Industrial Electronics
- Others

## FY25 Gross Margin Mix



- Semiconductor Back-end Solutions
- Industrial Electronics
- Others



# Why Invest in Trio-Tech International

- **Capitalizing on the Semiconductor supply chain transformation** with our footprint in Malaysia and Thailand, as customers shift from cost optimization toward resilience amid tariffs and escalating geopolitical tensions.
- **Industrial Electronics** is demonstrating its ability to serve as a growth engine with expansion into both existing and new end markets.
- **Demonstrated resilience** – Excluding FX impact, FY25 would have been profitable.
- **Strong balance sheet** with \$19.5M in cash and reduced liabilities enables targeted investments while preserving financial strength.



# Thank You

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# Appendix



# Fiscal 2025 Fourth Quarter Financial Results

Total revenue was \$10.7 million, compared to \$9.7 million a year ago, and up sequentially from Q3 FY25 as IE activity rebounded.

- SBS revenue was \$6.6 million, compared to \$7.3 million a year ago.
- IE revenue was \$4.1 million, compared to \$2.4 million a year ago, driven by aerospace channel expansion and fulfillment of deferred orders for components.
- Gross margin was \$2.6 million, or 25% of revenue, compared to \$2.7 million, or 27% of revenue a year ago.
- Total operating expense was \$2.2 million, compared to \$2.3 million a year ago.
- Income from operations was \$467,000, compared to operating income of \$358,000 in the same quarter last year.
- Other expense was \$358,000, mainly due to foreign currency movement, compared to other income of \$134,000 a year ago.
- Net income attributable to common shareholders was \$183,000, compared to \$243,000 a year ago.
- Net income per basic share and diluted share were \$0.04, compared to \$0.06 a year ago.

# Fiscal 2025 Financial Results

Total revenue was \$36.5 million, compared to \$42.3 million a year ago.

- SBS revenue was \$24.7 million, compared to \$30.1 million a year ago, reflecting cyclical weakness in China partially offset by strength in Singapore, Malaysia, and Thailand.
- IE revenue was \$11.8 million, compared to \$12.2 million a year ago, with an improvement in Q4 from deferred orders and expansion into aviation distribution channels.
- Gross margin was \$9.1 million, or 25% of revenue, compared to \$10.8 million, or 25% of revenue a year ago.
- Total operating expense was \$8.9 million, compared to \$9.7 million a year ago.
- Income from operations was \$254,000, compared to operating income of \$1.1 million in the same period last year.
- Other expense was \$181,000, compared to other income of \$500,000 a year ago, mainly due to foreign exchange losses due to unfavorable foreign currency movements.
- Net loss attributable to common shareholders was \$41,000, compared to net income of \$1.1 million a year ago. Excluding the negative foreign exchange impact of \$671,000, Trio-Tech would have generated profitability of \$630,000 for the year, highlighting the resilience of its core operations.
- Net loss per basic and diluted share was \$0.01, compared to net income per basic share of \$0.25 and per diluted share of \$0.24 a year ago. The net loss was a result of the negative impact of foreign exchange in the amount of \$671,000 or \$0.15 per basic and diluted share for the year.
- Backlog was \$11 million, compared with \$14.4 million a year ago.
- Cash, cash equivalents, and restricted cash were \$19.5 million, compared to \$19.1 million a year ago.