

Singapore's big tech manufacturers

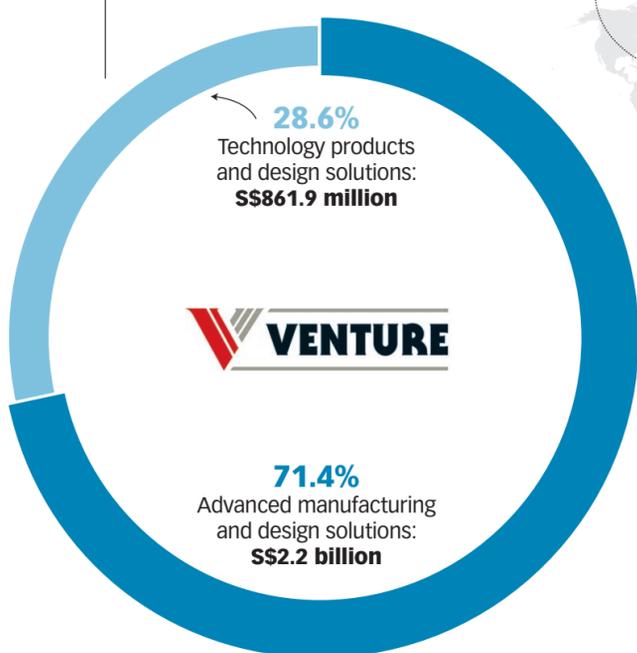
WHILE Singapore has few global tech champions, investors can tap tech manufacturers here that are poised to benefit from the sustained need for digitalisation and continued upswing in tech spending. These counters will also stand to gain from structural trends such as the move to 5G, telecommuting, electronic vehicles and autonomous vehicles that have driven demand for electronics and semiconductor chips. Here's a look at what Singapore's biggest (by market capitalisation) tech manufacturers do, their revenue streams and potential bright spots. **BY CLAUDIA TAN**

Venture Corporation

Global provider of technology services, products and solutions. It is known for its capabilities in original design manufacturing and providing high-mix, high-value and complex manufacturing.

FY20 revenue
S\$3 billion
(Net profit: S\$297.3 million)

Revenue by region
20.7% Singapore
73.9% Asia-Pacific (excluding Singapore)



5.4% Others

Key customers



illumina

New products

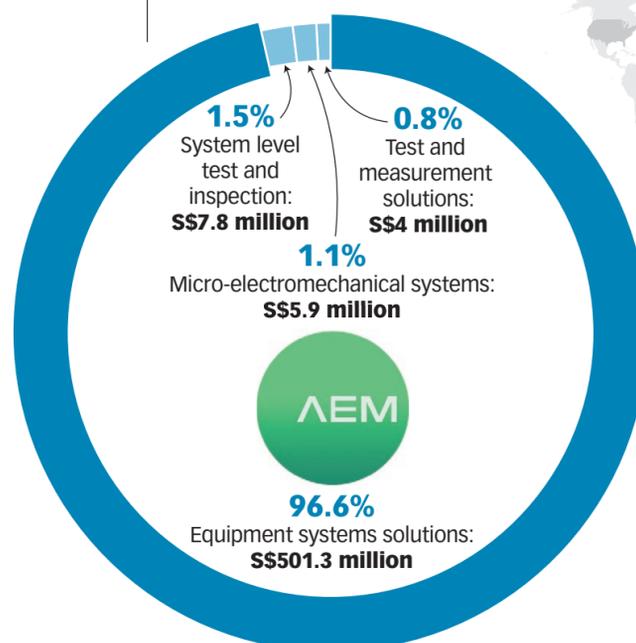
Looking to launch new products across the instrumentation, networking and communications, advanced industrials and advanced semiconductor-related equipment domains.

AEM Holdings

Solutions provider for the back-end testing of the semiconductor manufacturing process. It works closely with customers to develop test handlers to accelerate delivery cycles and ensure product quality.

FY20 revenue
S\$519 million
(Net profit: S\$97.6 million)

Revenue by region
27.6% Malaysia
27.3% USA
27% Vietnam



13.3% China
4.7% Others

Key customer intel.

Boost from key customer

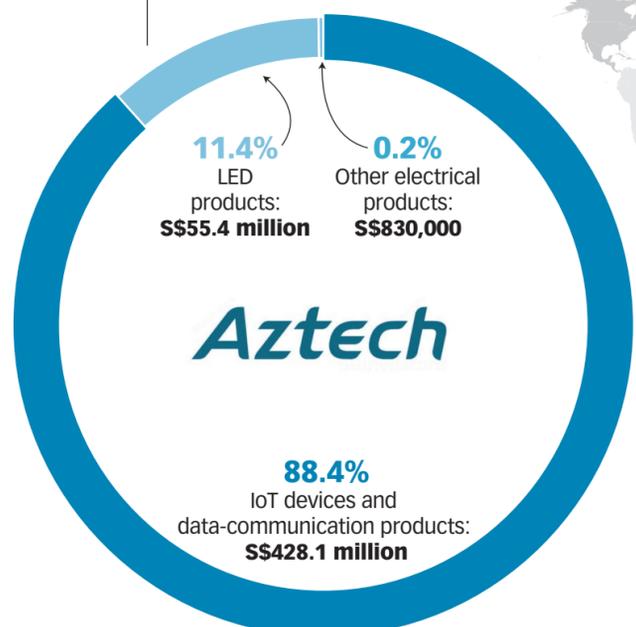
Intel is planning to spend an estimated US\$20 billion to build two new wafer fabs in Arizona, US to open up its factories to outside customers.

Aztech Global

Manufacturer of IoT devices, data-communication products and LED lighting products. It also provides design and manufacturing services.

FY20 revenue
S\$484.3 million
(Net profit: S\$55.7 million)

Revenue by region
63.7% North America
31.3% Europe



2% China
2.1% Others
0.9% Singapore

Key customer

Sole supplier to its key customer, Customer A, for the manufacturing of smart security cameras. Customer A is a major US e-commerce retailer, which accounted for over 60 per cent of Aztech's FY20 revenue.

Rapid expansion

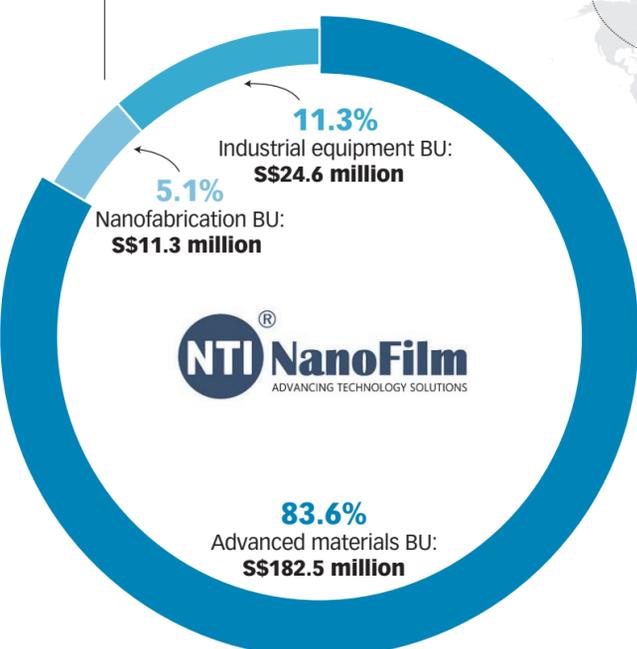
The company is expanding its Johor Bahru plant in Malaysia by about 89 per cent to support future volume increases, and potentially start manufacturing a new line of products.

Nanofilm Technologies

Specialises in advanced materials and nanoproducts with a core business in providing protective coating services for devices such as smartphones, laptops and other electronics. It also manufactures and sells equipment systems ranging from coating equipment to auxiliary equipment.

FY20 revenue
S\$218.3 million
(Net profit: S\$57.6 million)

Revenue by region
11.4% Singapore
77.5% China



5.1% Nanofabrication BU: S\$11.3 million



83.6% Advanced materials BU: S\$182.5 million

11.1% Japan
0.001% Vietnam

Key customers

Microsoft, Huawei, Canon, Sunny Optical and Customer Z (major customer by revenue) which is a global technology company that designs, develops and sells consumer electronics, computer software and online services.

Tapping new markets

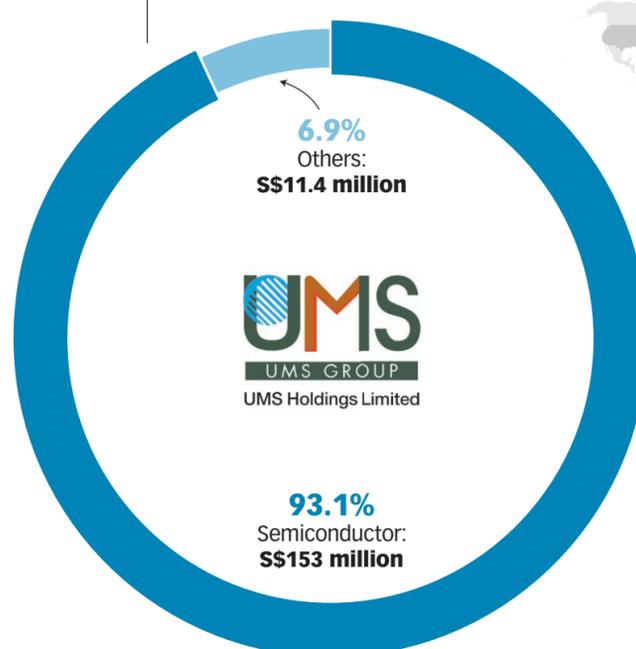
- New energy
- Biomedical
- Aerospace
- Internet of Things

UMS Holdings

Precision engineering group which specialises in manufacturing high precision front-end semiconductor components and performs complex electromechanical assembly and final testing services. Part of its core business includes the production of modular and integration systems for original semiconductor equipment manufacturers.

FY20 revenue
S\$164.4 million
(Net profit: S\$36.5 million)

Revenue by region
68.4% Singapore
14.7% Taiwan
13.3% USA



2.5% Malaysia
1.1% Others

Key customer



Lift from major customer

About 90 per cent of UMS' 2020 revenue was derived from Applied Materials, which is projecting its semi system and services businesses' FY20-24 revenue to grow at a compound annual growth rate of 17 per cent and 13 per cent respectively.