



ANNUAL GENERAL MEETING TO BE HELD ON 29 APRIL 2021 RESPONSES TO SUBSTANTIAL AND RELEVANT QUESTIONS

Venture Corporation Limited (“**Venture**”) would like to thank shareholders who had submitted questions in advance of our Annual General Meeting to be held by way of electronic means on Thursday, 29 April 2021 at 10.30 a.m. (“**AGM**”)

We provide our responses to the substantial and relevant questions, which pertain mainly to the Group’s business operations as well as strategy and outlook. These are set out under the following themes:

- A. Business Operations; and
- B. Strategy and Outlook.

A. BUSINESS OPERATIONS

1. With the recent global supply chain disruptions, are there significant cost/business impacts to Venture’s operations and investment plans?

The global components shortage situation has affected many different industries. As a nimble and agile company, Venture has swiftly set up several working groups to manage its global supply base. In addition to regular communications with our operations teams to strategise solutions, these groups also implement joint initiatives with various external stakeholders such as our customers and partners, suppliers and components manufacturers, to mitigate the supply challenges and to secure the parts and components to meet our shipment plans.

2. Will there be significant capex increase to pursue growth in various new domains?

Venture leverages its deep R&D bench strength and differentiating engineering competencies for expansion into new domains. For capital investments, Venture has a stringent process to evaluate its investments to ensure that its return-on-investment remains attractive and continues to add value to the Group’s profitability in the long run. The Group is always ready to invest as and when interesting, lucrative opportunities present themselves.

3. Who are the top three customers of Venture?

We are not able to disclose our customers' names due to strict Non-Disclosure Agreements with them.

What we can share are as follows:

- Our customers include leading global technology companies, many of whom are in the Forbes 500 league or leaders in their fields of interests.
- Under Venture's Electronics Manufacturing Services business, we have over 100 active customers, of which the Top 100 contributes more than 95% of Group revenue in FY 2020. The Top 10 contributes between 45% to 55% of Group revenue in FY 2020.
- We serve a wider group of customers through other new business models, such as collaborative workflow partnerships and complete solutions development.

B. STRATEGY AND OUTLOOK

1. Of the various growth opportunities that the company is pursuing, which domain will be the most significant growth driver for FY2021?

In Venture's Annual Report 2020, we mentioned that Venture's compelling value proposition is its diversity, which ranges from its customer mix and base to its suite of products and solutions. The Group seeks to capture new value creation opportunities not just in one ecosystem, but across several dynamic ecosystems of interests.

Venture is already participating in some ecosystems of interests with growth opportunities, such as Life Science Technologies, Photonics and Networking and Communications Technologies, Advanced Semiconductor-related Equipment, and Lifestyle and Wellness Consumer Products. We see value creation and capture opportunities in trending technology domains such as Robotics, Automation and Artificial Intelligence, and the Battery Electric Vehicles industry.

2. **What are the opportunities for the company post-Covid/amidst growing tension between US and China?**
3. **Is Venture into any EV-related business? If yes, how big is this part of business for the Group? If not, will Venture explore getting into this business segment?**

On page 9 of Venture's Annual Report 2020 under the Message to Shareholders, we mentioned a few exciting opportunities.

In the Life Science Technologies domain, we are particularly excited about enhanced collaborations in the areas of sample and library preparation for next-generation sequencing, precision medicine, infectious disease research and proteomics science. With the wide-ranging advances and growing applications of Radio Frequency Networking and Communications modules, Photonics technology, and Advanced Semiconductor-related Equipment, we see new pathways where we can scale up our participation in the development of related products and solutions.

Automation and digitalisation are among the few industries that have emerged stronger from the pandemic. Venture has been instrumental in the development of related equipment that incorporates the use of its know-how in Robotics, Automation and Artificial Intelligence ("RAAI"), for better quality, faster speed, and higher throughput at a competitive cost. More RAAI applications are expected to penetrate other industry segments, and Venture will be well positioned to capture these opportunities.

With the heightened interest in clean energy, several countries around the world are building ecosystems around the increasing electrification of their transport systems. In the Battery Electric Vehicles industry, we are optimistic that there will be opportunities for us to define the right pathways where we can deliver impactful value creation and capture.

4. **What are the business strategies for Venture in the wake of the opening up of Singapore and world economies?**

In Venture's Annual Report 2020 under the Message to Shareholders, we have mentioned that a clear strategic plan has been mapped out – from the selection of key technology domains of interests to integrating Venture's clusters of excellence with other key strategic partners and participants in the ecosystems. On page 10 of Venture's Annual Report 2020, we have also mentioned that we have set our sights on new pathways of big value creation and capture. To remain relevant and impactful in our ecosystems of interests, we will consider new ways of technological collaborations and partnerships.

Our ultimate goal is to become an active contributor and integrator in the ecosystems we participate in, with the ability to bring along leading game-changing partners for synergistic partnerships driving multiplier effect.

By Order of the Board

Devika Rani Davar
Company Secretary

28 April 2021

This announcement is also available at www.venture.com.sg.

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ABOUT VENTURE (www.venture.com.sg)

Venture Corporation Limited (“**Venture**” or the “**Group**”) was founded in 1989 as an electronic services provider after the merger of three companies. Today, it is a leading global provider of technology services, products and solutions with established capabilities spanning marketing research, design and development, product and process engineering, design for manufacturability, supply chain management, as well as product refurbishment and technical support across a widely diversified range of technology domains.

Headquartered in Singapore, the Group comprises more than 30 companies with global clusters in Southeast Asia, Northeast Asia, America and Europe and employs over 12,000 people worldwide.

The Group has built know-how and intellectual property with expertise in several technology domains. These include life science, genomics, molecular diagnostics, medical devices and equipment, healthcare and wellness technology, lifestyle consumer technology, health improvement products, instrumentation, test and measurement technology, networking and communications, fintech, as well as computing, printing and imaging technology. The Group manages a portfolio of more than 5,000 products and solutions and continues to expand into new technology domains through its collaborations with customers and partners in selected ecosystems of interests.

Venture is a strategic partner of choice for over 100 global companies including Fortune 500 corporations. It ranks among the best in managing the value chain for leading electronics companies. The Group is committed to enhancing its competencies through further investments in technologies, market access capabilities, its people and expanding connectivity with other enterprises and research-intensive organisations/institutions in its ecosystems of interests. It stands poised to provide the leading edge and remain relevant in a constantly changing and evolving world.