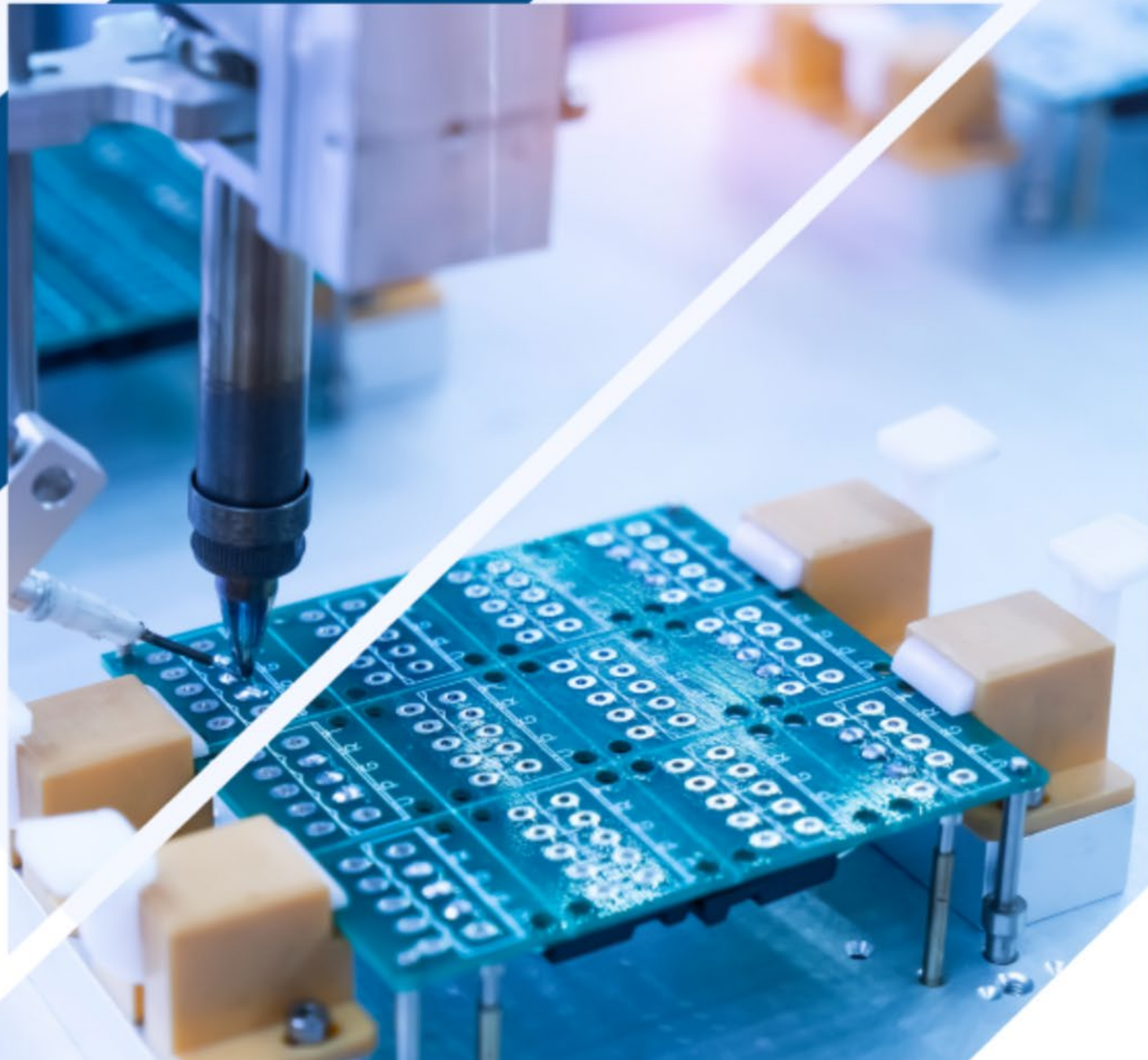




Electronics Inc.

CSE: ZTE



Corporate Presentation

公司介紹

October 2024
2024年10月

Disclaimer & Forward-Looking Statement

免責聲明和前瞻性聲明

This presentation contains “forward-looking information” within the meaning of applicable Canadian securities legislation. Such forward-looking information includes, but is not limited to, information with respect to our objectives and the strategies to achieve these objectives, as well as information with respect to our beliefs, plans, expectations, anticipations, estimates and intentions. It also includes information in this presentation sited from third party sources. This forward-looking information is identified by the use of terms and phrases such as “may”, “would”, “should”, “could”, “expect”, “intend”, “estimate”, “anticipate”, “plan”, “foresee”, “believe”, or “continue”, the negative of these terms and similar terminology, including references to assumptions, although not all forward-looking information contains these terms and phrases.

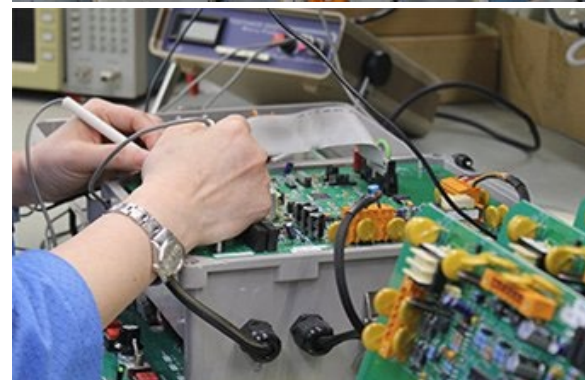
Forward-looking information is based upon a number of assumptions and is subject to a number of risks and uncertainties, many of which are beyond our control, that could cause actual results to differ materially from those that are disclosed in or implied by such forward-looking information. These risks and uncertainties include, but are not limited to, the following risk factors, reliance on key personnel, inability to attract and retain qualified personnel, utilization of our workforce, labour relations, growth initiatives, long sales cycles, risks related to developing customer base, availability of financing for our customers, the cost of raw materials, cost overruns, risks related to performance, cost and timing of numerous technical, productivity and supply chain requirements, interruptions in the global supply chain, unknown use of forced and child labour within our supply chain, additional capital requirements, fluctuations in EBITDA, fluctuations in quarterly operating results, exchange rate fluctuations, competition, sensitivity to general economic conditions, brand and corporate reputation, product liability and warranty claims, equipment availability, reliance on manufacturers, product defects, continued access to appropriate facilities, litigation, risks related to income tax matters, environmental regulations, health and safety matters, risks related to global epidemics and pandemics and other health crises, dependence on IT systems, and business operations could be adversely affected by computer hacking.

Although the forward-looking information contained in this presentation is based upon what we believe are reasonable assumptions based on information currently available to the Company, investors are cautioned against placing undue reliance on this information since actual results may vary from the forward-looking information. Certain assumptions made in preparing the forward-looking information and our objectives include: our ability to generate sufficient revenue while controlling our costs and expenses; our ability to manage our growth effectively; the absence of material adverse changes in our industry or the global economy; trends in our industry and markets; our ability to manage risks related to expansion; our ability to maintain good business relationships; our ability to expand our sales and distribution infrastructure and our marketing; our ability to develop products and technologies that keep pace with the continuing changes in technology, evolving industry standards, new product introductions by competitors and changing client preferences and requirements; the continued demand for printed circuit boards and custom printed circuit board assembly; our ability to retain key personnel and our ability to raise sufficient debt or equity financing to support our business growth.

Consequently, all forward-looking information contained in this presentation is qualified by the foregoing cautionary statements, and there can be no guarantee that the results or developments that we anticipate will be realized or, even if substantially realized, that they will have the expected consequences or effects on our business, financial condition or results of operation. Unless otherwise noted or the context otherwise indicates, the forward-looking information contained in this presentation is provided as of the date of this presentation, and we do not undertake to update or amend such forward-looking information whether as a result of new information, future events or otherwise, except as may be required by applicable law.

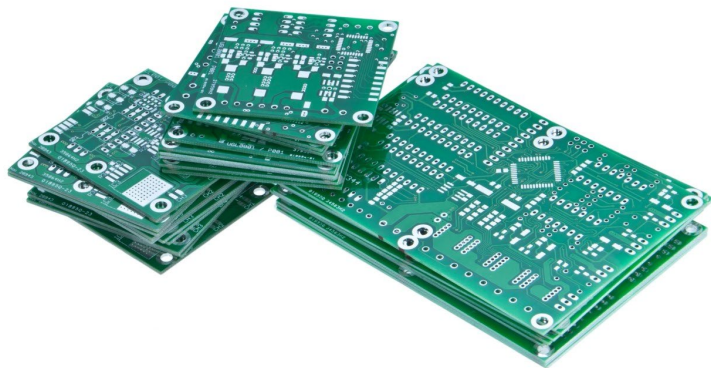
About ZTEST / ZTEST概況

- ZTEST Electronics Inc. (CSE:ZTE) operates through its wholly owned subsidiary, Permatest Electronics Corporation (“Permatest”). / ZTEST Electronics Inc. (CSE:ZTE) 通過其全資子公司 Permatest Electronics Corporation (簡稱“Permatest”) 運營。
- Permatest engages in Printed Circuit Board Assembly (PCBA) materials management, and testing services, operating out of a 21,000 square foot certified facility in North York, Ontario, Canada. / Permatest在加拿大安大略省北約克市一個面積為21,000平方英尺、經認證的設施內從事印刷電路板組裝 (PCBA) 物料管理和測試服務。
- Customers include companies in a variety of industries: medical, power, computer, telecommunications, wireless, industrial, trucking, wearables, and consumer electronics. / 客戶包括各行各業的公司：醫療、電力、計算機、電信、無線、工業、卡車運輸、可穿戴設備和消費電子產品。



What is a Printed Circuit Board (PCB)?

什麼是印刷電路板 (PCB) ?



- A Printed Circuit Board (PCB) is a thin board made of an insulating material onto which conductive pathways are printed or etched. Once assembled, these pathways connect various electronic components, allowing them to work together to perform complex functions. / 印刷電路板 (PCB) 是由絕緣材料制成的薄板，上面印有或蝕刻有導電通路。組裝完成後，這些通路將各種電子元件連接起來，使它們能夠協同工作，執行複雜的功能。
- Circuit boards are the backbone of every electronic device today. PCBs are called the “mother of electronic products” and are vital not only to everyday appliances and devices, but also to the medical, transportation, communication, and entertainment industries. PCBs are also vital to new and growing technologies including the Internet of Things (IoT), the Internet of Vehicles, the Industrial Internet of Things, 5G and Artificial Intelligence¹. / 電路板是當前所有電子設備的支柱。印刷電路板被稱為“電子產品之母”，不僅對日常電器和設備至關重要，對醫療、交通、通信和娛樂行業也至關重要，對於包括物聯網 (IoT)、車聯網、工業物聯網、5G 和人工智能在內的不斷發展的新技術而言更是如此。
- Different PCBs are needed for the many kinds of appliances in use. For example, the PCB needed to power a smartwatch is different from the PCB required for a computer. / 日常使用中的各種電器所需要的印刷電路板是不同的。例如，為智能手表供電所需的印刷電路板就與電腦所需的印刷電路板不同。

1) Source / 資料來源: [mordorintelligence.com](https://www.mordorintelligence.com)

Our Products / 我們的產品

CUSTOM PRINTED CIRCUIT BOARDS, MADE TO ORDER. 定制印刷電路板，按訂單生產。

- Permatech is an IPC Class 3 compliant facility. Every board we build is compliant with IPC standards, the highest grade of manufacturing reliability which is required for medical, aerospace and military applications. / Permatech是一家符合IPC 3級標準的工廠。我們制造的每一塊電路板都符合IPC標準，這是醫療、航空航天和軍事應用所必需的最高制造可靠性等級。
- Our versatility allows us to manufacture custom boards in varying quantities. We test and re-test these boards for quality and performance. / 我們的多功能性使我們能夠按不同的數量制造定制電路板。我們對這些電路板進行質量和性能測試以確保質量。
- We offer full and partial Turnkey services whereby we provide Materials Management services to procure all materials necessary to build their boards or those materials necessary to augment what the customer may already have. We also offer assembly-only services. / 我們提供全面和部分的交鑰匙服務，為客戶提供材料管理服務，採購建造電路板所需的所有材料，或者補充客戶可能已經擁有的材料。我們也提供僅裝配服務。

OUR PCBs ARE: / 我們的印刷電路板具有以下特征：

- ✓ RHOS and IPC Class 3 compliant / 符合RHOS和IPC 3級標準
- ✓ Made with specific materials as requested / 使用特定要求的材料制造
- ✓ Available in different placement types / 適用於不同的放置類型
- ✓ Suitable for a wide variety of industries / 適用於多個行業

Our Competitive Advantage / 我們的競爭優勢

Experience & Expertise

經驗與專業性

Over 40 years experience and expertise in handling complex PCBAs. / 在處理複雜的印刷電路板組裝方面有40多年的經驗和專業知識。

Quality & Reliability

質量與可靠性

An extensive track record of producing high-quality PCBs on demand. / 在按需生產高質量印刷電路板方面有大量成功經驗。

Turnaround Time

交貨時間

The ability to meet deadlines and deliver top quality products on time. / 能夠在截止日期前按時交付高質量的產品。

Cost - Effectiveness

成本效益

Competitive pricing without compromising on quality or customer service. / 在不影響產品質量或客戶服務的前提下，有競爭力的價格。

Certifications & Standards

認證與標準

Compliance with industry standards and certifications, such as ISO 9001-2015, IPC. / 符合ISO 9001-2015和IPC等行業標準和認證。

State of the Art Technology

最先進的技術

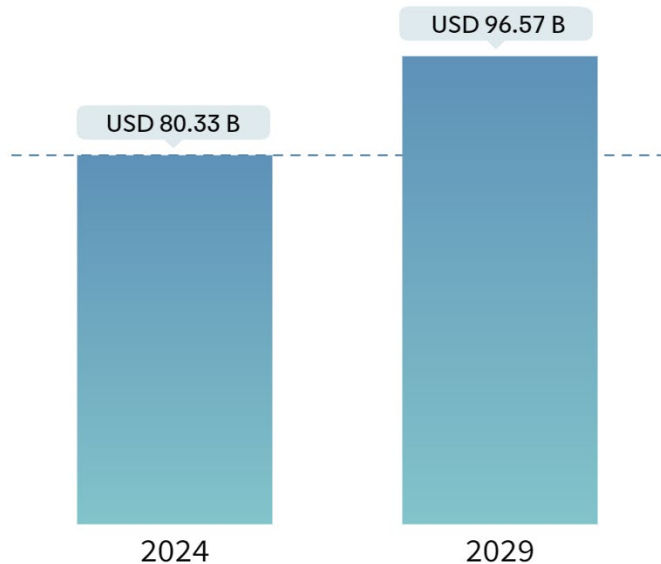
Recently acquired advanced machinery. / 近期購置了先進的設備。

Market Overview – Printed Circuit Boards (PCBs)

印刷電路板 (PCB)市場概述

PCB Market

Market Size in USD Billion
CAGR 4.87%



Source: Mordor Intelligence

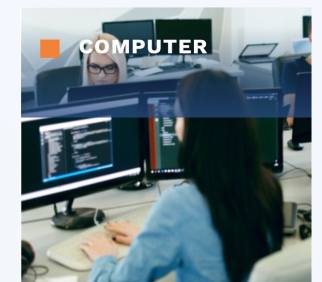
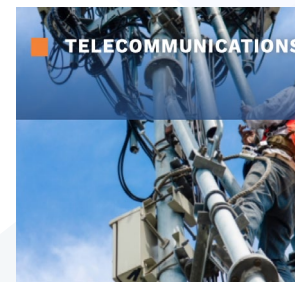
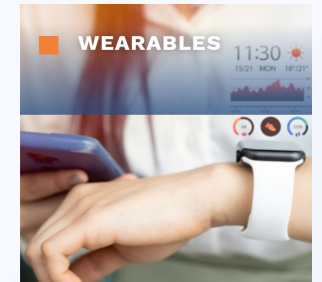
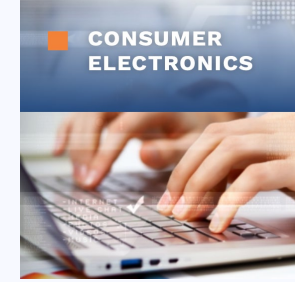


- The PCB market is estimated at USD \$80.3 billion in 2024, and is expected to reach USD \$96.6 billion by 2029, growing at a CAGR of 4.28% during the forecast period¹. / 據估計，印刷電路板市場2024年規模約為803億美元，預計到2029年將達到966億美元，近五年的複合年增長率為4.28%。
- The indispensability of PCBs extends to a wide range of consumer electronics, such as smartphones, televisions, laptops, and gaming consoles, owing to their compact design and capability to accommodate intricate circuitry. / 印刷電路板設計緊湊，能夠容納複雜的電路，因此在智能手機、電視機、筆記本電腦和遊戲機等各種消費電子產品中發揮著不可或缺的作用。
- One major trend driving the growth of the PCB market is the increasing adoption of advanced technologies such as 5G. / 現階段推動PCB市場增長的一個主要趨勢是，5G等先進技術的采用日益增長。

1) Source / 數據來源: [Mordor Intelligence](#)

Industries We Serve / 我們服務的行業

- ZTEST assembles top quality circuit boards according to customers' design, regardless of the industry. / ZTEST根據客戶的設計組裝高質量電路板，不受行業限制。
- We cater to customers that require high quality, quick-turn, small or medium size production runs, fulfilling a unique and growing market niche. / 我們順應客戶對高質量、快速交貨、中小批量生產的要求，滿足獨特且不斷增長的市場需求。
- We currently provide printed circuit boards for customers in the medical, consumer electronics, trucking, telecommunications, computers, wearables, wireless, and power industries, and we can tailor our production processes to suit any industry. / 目前，我們為醫療、消費電子、卡車運輸、電信、計算機、可穿戴設備、無線和電力行業的客戶提供印刷電路板，並可根據任何行業的要求定制生產流程。



Examples of Our Products – by Industry

我們的產品示例 - 按行業分類



Medical – Equipment for women’s health.

醫療行業 - 女性保健設備。



Mining – Communications in mines, gas detection meters.

采礦行業 - 礦井中的通信、氣體檢測儀。



Consumer Electronics – Remote car starters.

消費電子產品 - 遙控汽車啟動器。

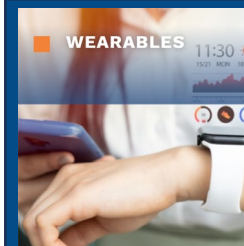


Trucking – AI for autonomous garbage trucks. AI-powered sign readers and traffic controls. Road salters. / 卡車運輸 - 用於自動化垃圾車的人工智能。人工智能驅動的標志識別器和交通控制器。道路撒鹽機。



Wireless – Microwave and RF technology for the aerospace industry.

無線 - 用於航空航天工業的微波和射頻技術。



Wearables – Smart lenses.

可穿戴設備 - 智能鏡片。

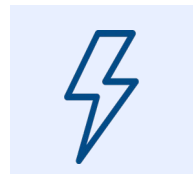
More Examples / 更多示例



- Computer – Industrial smart factory computers. / 計算機-工業智能工廠計算機。



- Telecommunications – Voice and video communications (VoIP), audio intelligibility. Satellite link testing. / 電信-語音和視頻通信 (VoIP)、音頻清晰度。衛星鏈路測試。



- Power – Power Grid Switches and controls. / 電力-電網開關和控制。



- Agriculture – Automatic seed feeders, Auger Controllers. / 農業-自動播種機、螺旋控制器。



- Industrial – Water leak detection system, assemblies used in semiconductor manufacturing. Geotechnical and Environmental equipment. Elevator controls. / 工業-漏水檢測系統、用於半導體制造的組件。岩土工程和環境設備。電梯控制。

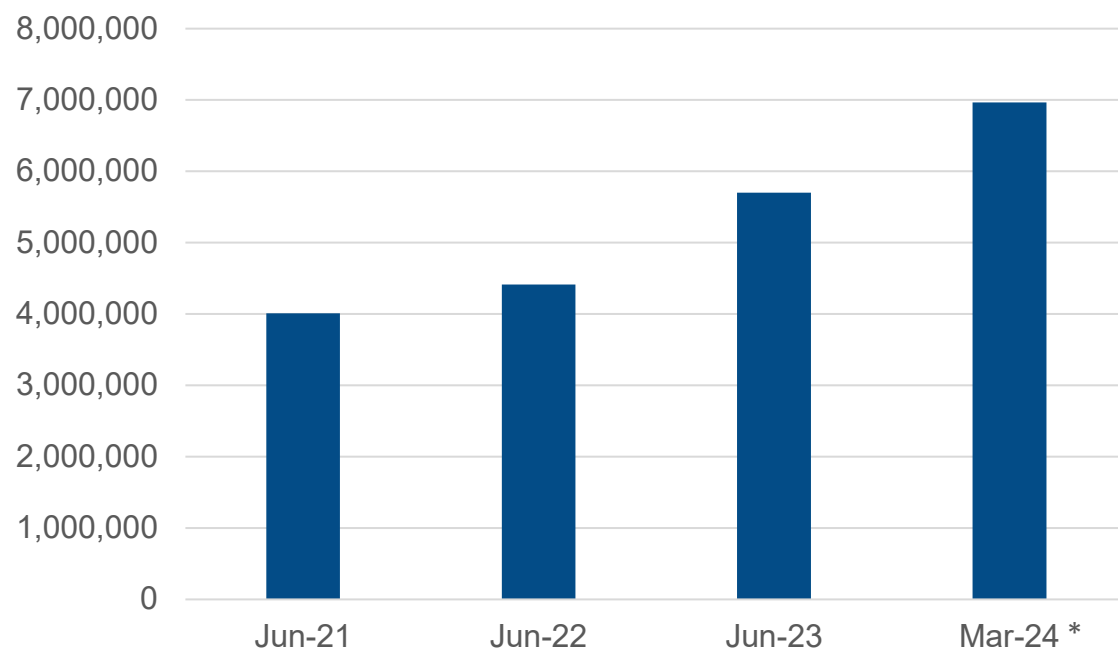


- Test Equipment and Instrumentation – Test equipment for space aviation, transportation, and high-tech manufacturing. / 測試設備和儀器-航空航天、交通運輸和高科技製造業的測試設備。

Financial Highlights: Fiscal 2021 – 2024

財務亮點：2021年至2024財年

Total Revenues
总收入

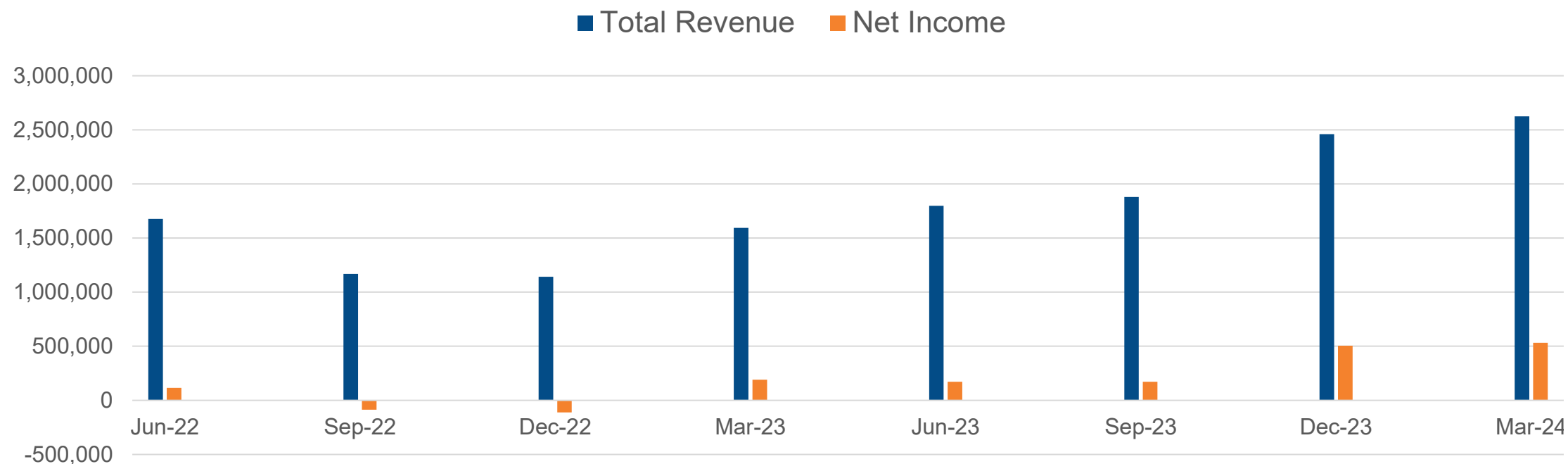


For the period ended 截至以下日期的財務期	June 2021 2021年 6月	June 2022 2022年6 月	June 2023 2023年6 月	March 2024 * 2024年3 月
Net Income (loss) 淨收入 (虧損)	\$45,762	\$(266,878)	\$165,274	\$1,207,651
Basic Earnings Per Share 基本每股收益	\$0.002	\$(0.010)	\$0.006	\$0.03

* Financial results for the 9 months ended March 31, 2024 (Fiscal 2024 annual financial results not yet reported) / 截至2024年3月31日的9個月財務業績 (2024財年年
度財務業績尚未報告)

Financial Highlights: Quarterly, 2022 - 2024

財務亮點：2022-2024財年按季度



For the quarter ended 截至以下日期的季度	June 2022 2022年6月	Sept 2022 2022年9月	Dec 2022 2022年12月	Mar 2023 2023年3月	June 2023 2023年6月	Sept 2023 2023年9月	Dec 2023 2023年12月	Mar 2024 2024年3月
Basic Earnings Per Share 基本每股收益	0.004	(0.003)	(0.004)	(0.017)	\$0.006	\$0.006	\$0.018	\$0.017

Cap Table & Share Structure

資本和股權結構表

Common Shares Outstanding 流通普通股	36,695,821
Options / 期權	1,750,000 ^{1,2,3}
Warrants / 認股權證	2,739,380 ^{4,5}
Fully Diluted / 完全稀釋後	41,193,447 ⁶
Long Term Debt / 長期債務	\$137,230
Cash / 現金	\$2,631,004 ⁷
Enterprise Value / 企業價值	\$7.2M / \$720萬
Share Price: October 10 2024 股價：2024年10月10日	\$0.30
Market Cap / 市值	\$12.3M / \$1230萬

- 1.) 600,000 Options at \$0.10 per share, expiring Sept 30, 2027 / 600,000份期權，每份價格為\$0.10，2027年9月30日到期
- 2.) 350,000 Options at \$0.27 per share, expiring March 28, 2029 / 350,000份期權，每份價格為\$0.27，2029年3月28日到期
- 3.) 800,000 Options at \$0.30 per shares, expiring Aug 15, 2029 / 800,000份期權，每股價格為\$0.30，2029年8月15日到期
- 4.) 2,520,000 Warrants issued at \$0.30 per share, expiring November 2025 / 2,520,000份認股權證，發行價格為\$0.30，2025年11月到期
- 5.) 219,380 Broker Warrants issued at \$0.25 per share, expiring November 2025 / 219,380份經紀人認股權證，發行價格為\$0.25，2025年11月到期
- 6.) 8,246 Shares reserved for 2013 Convertible Class A Shares / 為2013年可轉換A類股預留的8246股
- 7) Cash balance as of March 31, 2024 plus Gross Proceeds of May 2024 Private Placement / 截至2024年3月31日的現金餘額加上2024年5月私募融資的總收益

Leadership Team / 領導團隊

STEVE SMITH

CEO, PRESIDENT & CHAIRMAN

首席執行官、總裁兼董事會主席

- 35+ years experience in corporate leadership, corporate finance, business development, marketing and investor communications. / 在企業領導、企業融資、業務發展、市場營銷和投資者溝通方面擁有超過35年的經驗。
- Has lead multiple IPOs, mergers and acquisitions, restructuring and equity offerings. / 領導過多次首次公開募股、並購、重組和股票發行。
- Provided guidance and funding for numerous public companies, resulting in multiple successful acquisitions, including QHR Technologies Inc (acquired by Loblaw's for \$170 million), and MDI Technologies (acquired by Logibec for \$70 million). / 曾為多家上市公司提供指導和融資，促成多起成功收購，包括QHR Technologies Inc (被Loblaw's以\$1.7億收購)和MDI Technologies (被Logibec以\$7000萬收購)。

MIKE KINDY, CPA

VP FINANCE & CFO

財務副總裁兼首席財務官

- Seasoned executive with proven success in overseeing finance strategy, financial reporting, and operating performance for companies across diverse industries. / 資深財務高管，在監督不同行業公司的財務戰略、財務報告和經營業績方面有大量成功經驗。
- Former partner in a Toronto accounting firm, 30+ years providing financial consulting, management and acting as chief financial officer for companies. Key contributor in business financings, business acquisitions, business sales, and reverse takeovers. / 曾是多倫多一家會計師事務所的合夥人，擁有30多年為公司提供財務諮詢、管理和擔任首席財務官的經驗。在企業融資、企業收購、企業銷售和反向收購方面發揮關鍵作用。

WILLIAM JOHNSTONE, LLB

DIRECTOR & CORPORATE SECRETARY

法學學士，董事兼公司秘書

- 40+ years practicing law, focusing on corporate and securities law. / 在公司和證券法方面有40多年的執業經驗。
- Partner with Gardiner Roberts LLP in Toronto. / 是多倫多Gardiner Roberts LLP律師事務所的合夥人。
- Serves as the chair of the ZTEST audit committee. / 擔任ZTEST審計委員會主席。

DEAN TYLIAKOS

DIRECTOR / 董事

- 22 years serving small to mid-sized businesses, achieving over \$750 m in financed/leased equipment transactions. / 在服務中小型企業方面有22年的經驗，完成了超過\$7.5億的設備融資/租賃交易。
- Works with several large funding partnerships including major publicly traded finance Co's, major Banks and portfolio securitizers. / 與多家大型融資合作機構合作，包括大型上市金融公司、大型銀行和組合證券化公司。

DAVE BARNETT, CFA

DIRECTOR / 董事

- Six years of capital markets experience in investment banking and corporate treasury at BMO Nesbitt Burns. / 在BMO Nesbitt Burns投資銀行和公司財務部門擁有六年的資本市場經驗。
- Seven years of experience in risk management, including expertise in evaluating manufacturing operations, product liability, business continuity analysis and improving efficiencies. / 七年的風險管理經驗，包括評估生產運營、產品責任、業務連續性分析和提高效率方面的專業知識。
- Bachelor of Business Administration from Simon Fraser University and is a CFA Charterholder. / 西蒙弗雷澤大學工商管理學士，特許金融分析師。

Thank you. 感謝參閱！

For more information, please contact:

如需了解更多信息，請聯系：

Steve Smith President & CEO / 總裁兼首席執行官



steves@ztest.com



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