

## **Miscellaneous**

**Name of Announcer**

HI-P INTERNATIONAL LIMITED

**Company Registration No.**

198004817H

**Announcement submitted on behalf of**

HI-P INTERNATIONAL LIMITED

**Announcement is submitted with respect to**

HI-P INTERNATIONAL LIMITED

**Announcement is submitted by**

Robert B. Mahoney

**Designation**

Chief Executive Officer

**Date & Time of Broadcast**

26-Feb-2008 21:06:10

**Announcement No.**

00219

**Announcement Title**

FOURTH QUARTER & FULL YEAR 2007 RESULTS BRIEFING

**Description**

PLEASE REFER TO ATTACHMENT.

**Attachments:**

 [HiP\\_Q4FY2007\\_Results\\_Briefing.pdf](#)

Total size = 190K

(2048K size limit recommended)



# Hi-P International Ltd

## Fourth Quarter & Full Year 2007

### Results Briefing

*27 February 2008*

*Integrated*  
Contract  
Manufacturer



# Overview

**Robert Mahoney**  
**Chief Executive Officer**



# ***FY2007 Better Than Earlier Guidance***



Hi-P INTERNATIONAL

	<b>FY2007</b>	<b>FY2006</b>	<b>+/-</b>
Revenue	\$ 977 m	\$ 839 m	+16%
Gross Profit	\$ 130 m	\$ 121 m	+7%
Operating Profit	\$ 70 m	\$ 64 m	+10%
Pretax Profit	\$ 59 m	\$ 62 m	-4%
PATMI	\$ 60 m	\$ 57 m	+4%
Earnings/share	6.8 cts	6.5 cts	
NAV/share	51.4 cts	44.7 cts	
Dividends/share	1.50 cts	0.80 cts	

# FY2007 Revenue by SBU



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	<b>% of Grp Revenue</b>	<b>Y-o-Y Chg</b>
<b>Wireless</b>	<b>54%</b>	<b>+4%</b>
<b>Consumer Electronics</b>	<b>38%</b>	<b>+44%</b>
<b>Computing &amp; Auto.</b>	<b>8%</b>	<b>+5%</b>

*No single customer accounted for more than 25% of revenue*



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# Record Performance in Q4 FY2007

	Q4 FY07	Q4 FY06	YOY chg	Q3 FY07	QoQ chg
Revenue	\$ 313 m	\$ 257 m	+22%	\$ 262 m	+19%
Gross Profit	\$ 50 m	\$ 31 m	+62%	\$ 20 m	+149%
Op Profit	\$ 34 m	\$ 15 m	+130%	\$ 4 m	+710%
Pretax Profit	\$ 28 m	\$ 14 m	+94%	\$ 1 m	+2928%
Taxation	\$ 3 m	-\$ 0.6 m	-	-\$ 0.6 m	-
Tax Rate	-10.5%	4.2%	-	64.4%	-
PATMI	\$ 31 m	\$ 13 m	+130%	\$ 0.5 m	+6521%

**Exceeded Earlier Guidance of flat sales**

# Q4 FY2007 Revenue by SBU



Hi-P INTERNATIONAL  
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	<b>% of Grp Revenue</b>	<b>Q-o-Q Chg</b>	<b>Y-o-Y Chg</b>
<b>Wireless</b>	<b>60%</b>	<b>+34%</b>	<b>+13%</b>
<b>Consumer Electronics</b>	<b>33%</b>	<b>+3%</b>	<b>+47%</b>
<b>Computing &amp; Auto.</b>	<b>7%</b>	<b>+3%</b>	<b>+6%</b>

*No single customer accounted for more than 25% of revenue*

# *Review of Fourth Quarter*

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- Better than expected revenue due to WL
- Gross margins expanded to 16.1% (Q3:7.7%) :
  - absence of significant write-downs
  - lower operating losses in Poland
  - inventory write-backs of S\$4.9 million
- Net tax credit of S\$2.9 million
- Forex loss of S\$5 million

# Key Financials



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	Q1'07	Q2'07	Q3'07	Q4'07
<b>Payable Days</b>	88	104	74	70
<b>Receivable Days</b>	65	72	60	72
<b>Inventory Days</b>	77	83	60	56
<b>Cash Cycle</b>	54	51	46	58
<b>Gross Gearing</b>	3.1%	2.2%	7.3%	7.5%

# *Outlook*

**Robert Mahoney**  
**Chief Executive Officer**



# Business Outlook



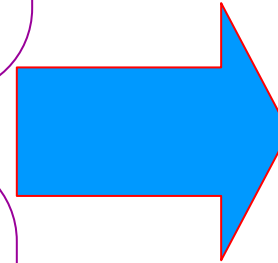
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## Healthy Revenue Outlook

- Diversified & growing customer base
  - WL will drive growth
- Processes all qualified, more cross-selling

## Improving Cost Structure

- Merger of CA and CE units
- Capacity Rationalisation



**SUSTAINABLE  
AND  
PROFITABLE  
GROWTH**

# ***Earnings Outlook – Q1 FY2008***

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## **Q1 FY08 vs Q4 FY07**

- **Revenue and profit will be lower due to usual industry seasonality.**

## **Q1 FY08 vs Q1 FY07**

- **Revenue and Profit will be substantially better given broader customer base and improved cost structure.**

# *Earnings Outlook - FY2008*

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## FY08

- **Better performance compared to FY2007.**



**Q & A**



**Thank You !**

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