



A Integrated
Contract
Manufacturer



INTRODUCING THE PANEL

MR YAO HSIAO TUNG
*EXECUTIVE CHAIRMAN &
CHIEF EXECUTIVE OFFICER*

MR PHILIP TAN
CHIEF FINANCIAL OFFICER

AGENDA

- **Executive Chairman's Speech**
- **Presentation by CFO**
- **Question & Answer**

ABOUT Hi-P INTERNATIONAL LIMITED

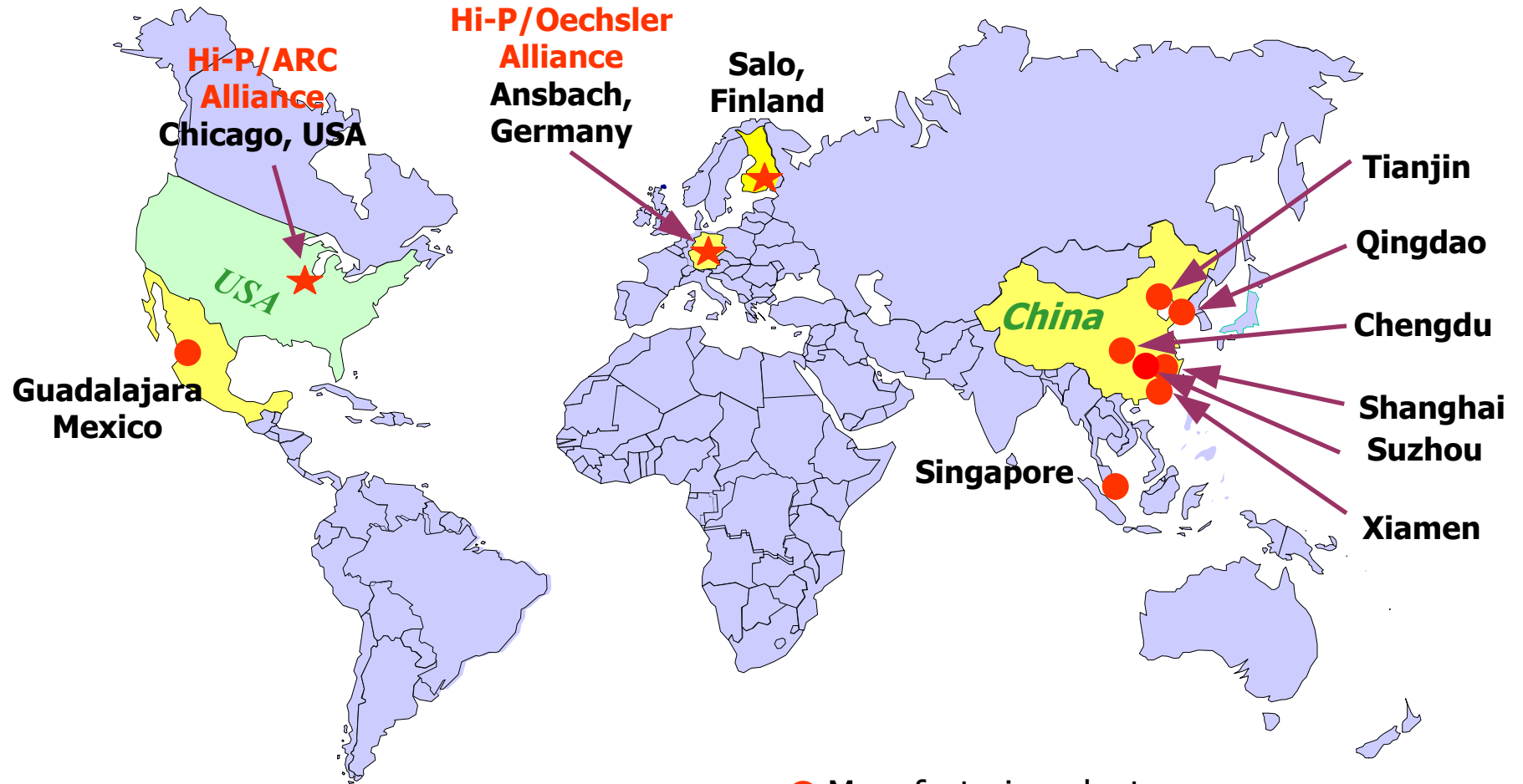
Hi-P International Limited is an **integrated contract manufacturing services provider**.

We provide contract manufacturing services to our customers mainly in the following industries:

- **Telecommunications**
- Consumer electronics & electrical
- **Data storage**
- Life sciences / medical
- **Automotive**



OUR GEOGRAPHIC PRESENCE



● Manufacturing plant

★ Marketing & engineering support centre

THE CUSTOMERS WE SERVE



OUR TOP 10 CUSTOMERS

1H 2004

Gillette Co. Seagate

Motorola Maxtor

Kodak Haier

Siemens Capitel

ZTE MEI

FY 2003

Motorola Seagate

Gillette Co. MEI

Kodak Baxtor

Maxtor Filtronic

ZTE DB Tel

REVIEW OF Q2 2004

- Commencement of mass production of turnkey contract in the telecommunications segment.
- Increased demand from existing customers and new customers across key business segments.

KEY FINANCIAL HIGHLIGHTS

FY	Q2-04 (A)	Q1-04 (B)	Var.(%) (A) - (B)	Q2-03 (C)	Var.(%) (A) - (C)
Revenue (S\$m)	150.7	111.5	35.2	58.3	158.6
PBT & MI (S\$m)	23.5	17.4	34.5	8.4	179.4
PAT & MI (S\$m)	22.1	16.1	37.2	7.5	195.8
EPS (cents) *	2.49	1.82	36.8	1.02	144.1
ROE (%)**	40.8	32.5	25.5	34.9	16.9
ROA (%)**	24.0	18.7	28.3	16.9	42.0

* For comparative purposes, EPS is calculated based on profit attributable to shareholders and the post-invitation share capital of 887,000,000 (Q2, 1H 2003: 736,000,000).

** Annualised

KEY FINANCIAL HIGHLIGHTS

FY	Q2-04	Q1-04	Q2-03
Gearing (x)	0.12	0.16	0.47
Capex (S\$m)	15.2	12.3	15.3
Average receivables turnover (Days)	53	53	55
Average inventory turnover (Days)	35	31	41
Average payables turnover (Days)	68	64	67

KEY FINANCIAL HIGHLIGHTS

FY	Q2-04	Q1-04	Q2-03
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Cashflow (S\$m)

**Net cash generated
from (used in):**

Operating activities

17.2

(15.2)

15.5

Investing activities

(9.1)

(21.6)

(12.3)

Financing activities

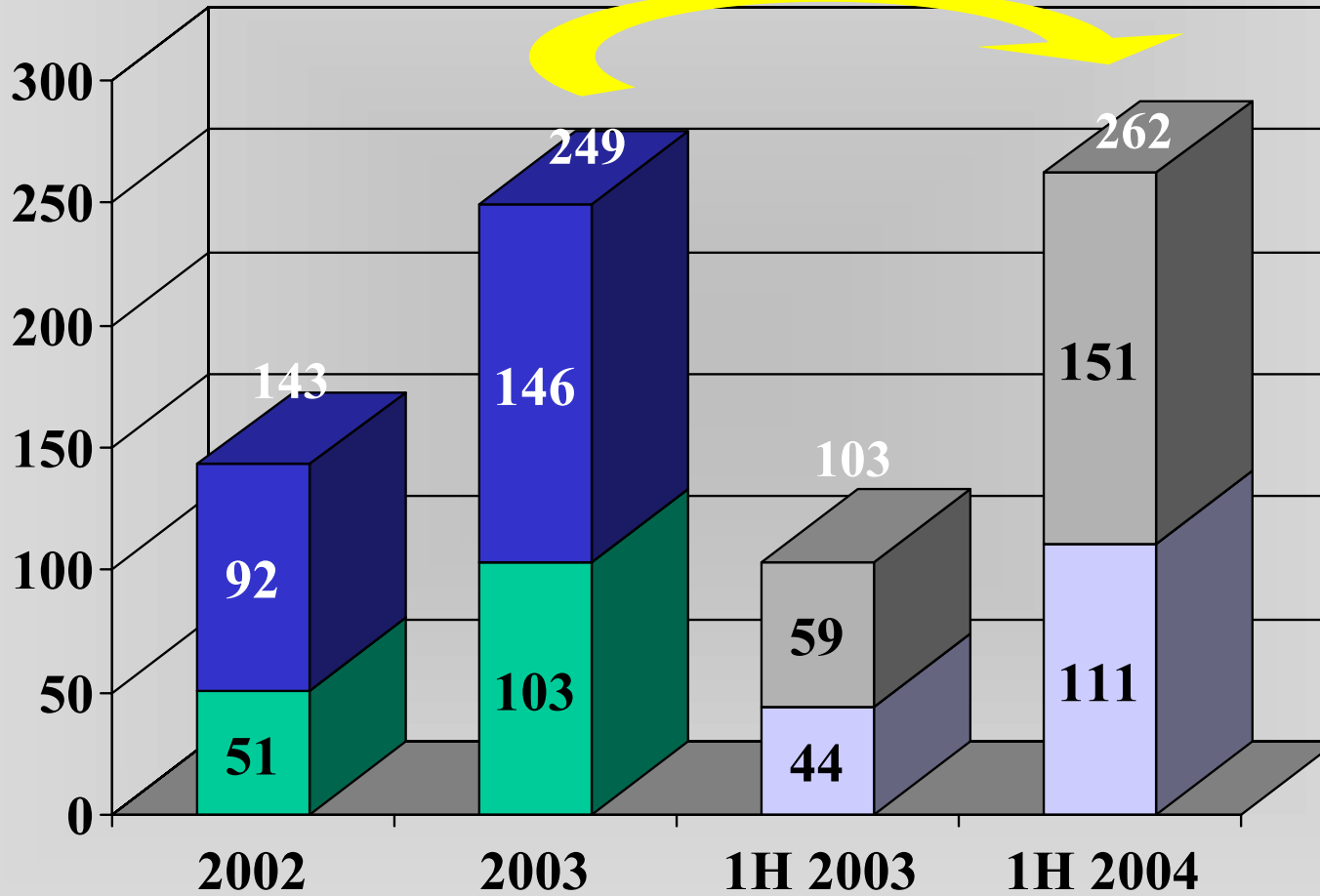
(7.4)

(13.0)

(5.2)

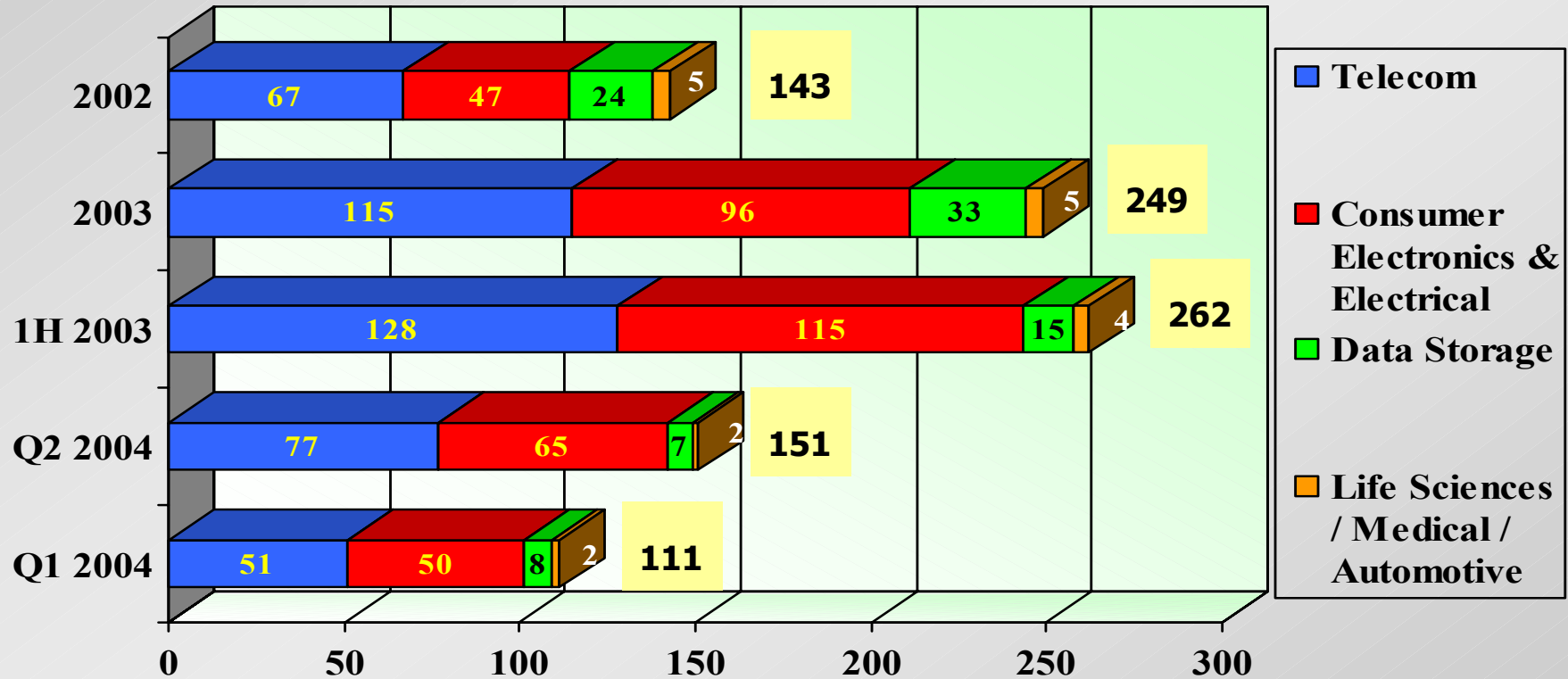
FINANCIAL HIGHLIGHTS

Revenue (S\$ Million)



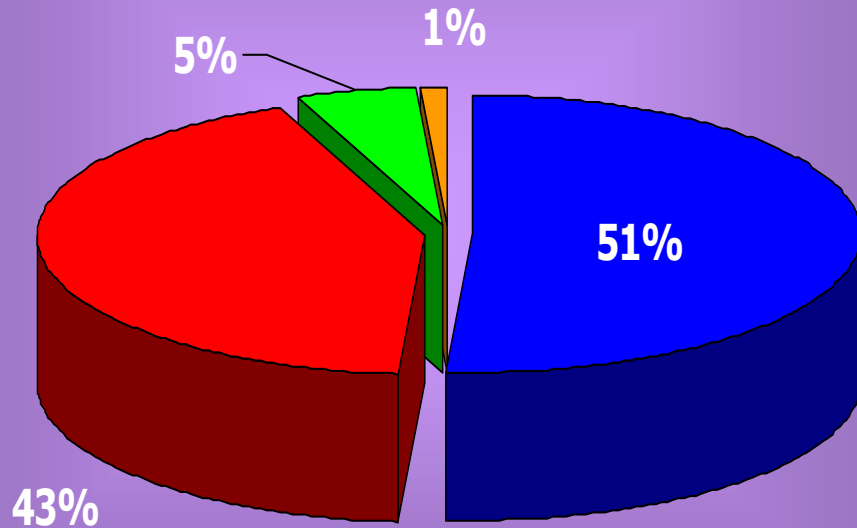
FINANCIAL HIGHLIGHTS

Revenue by Business Segments (S\$ Million)

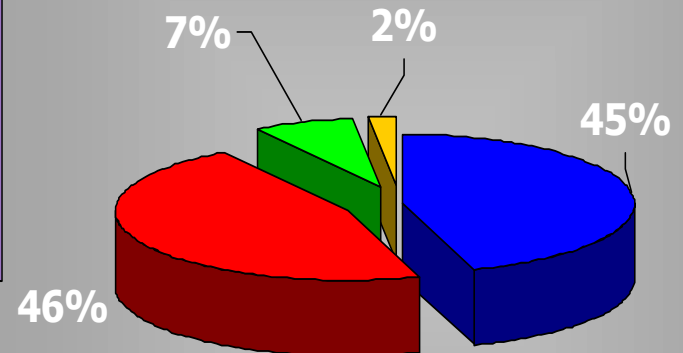


FINANCIAL HIGHLIGHTS

Revenue by Business Segments
Q2 2004



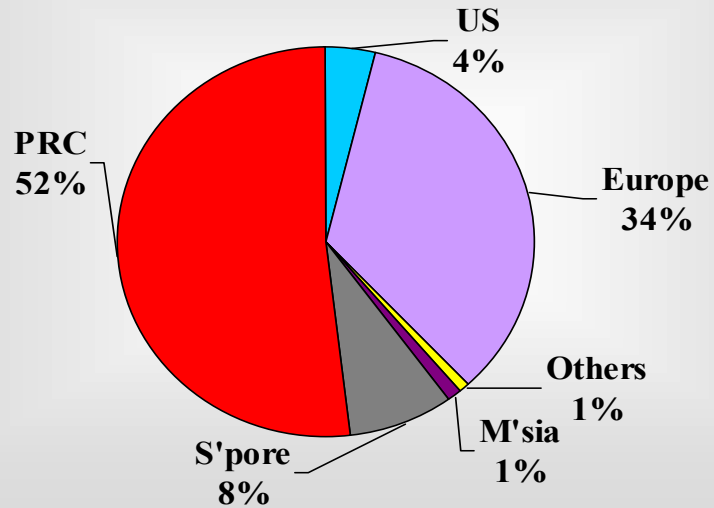
Revenue by Business Segments
Q1 2004



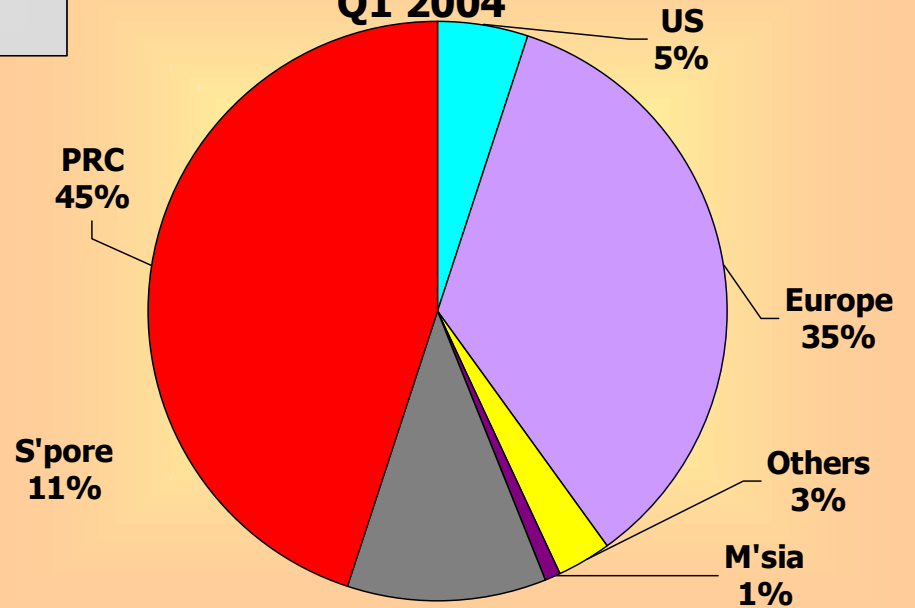
- Telecom
- Consumer E&E
- Data Storage
- Life Sc/ Med/ Auto

FINANCIAL HIGHLIGHTS

Revenue by Geography* Q2 2004



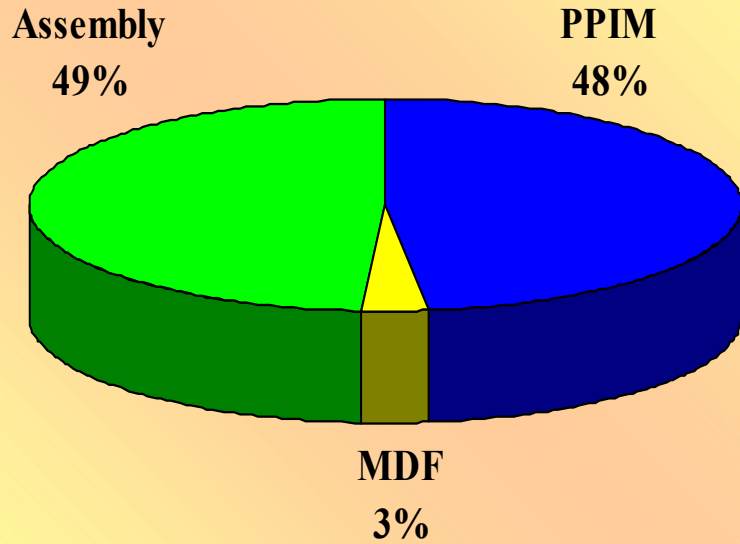
Revenue by Geography* Q1 2004



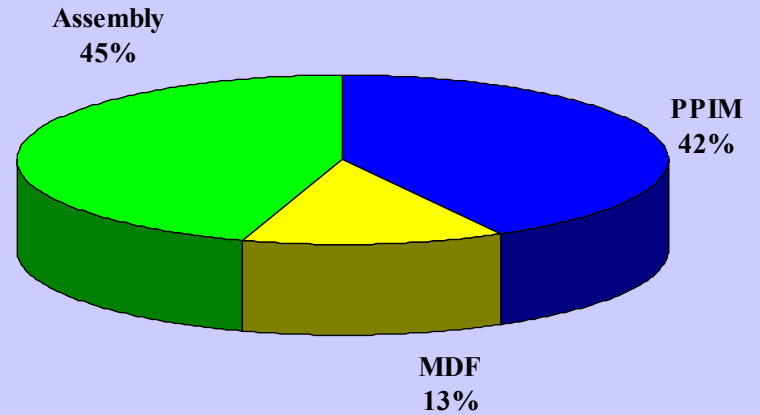
* **Bill-to Locations**

FINANCIAL HIGHLIGHTS

Revenue by Activities Q2 2004

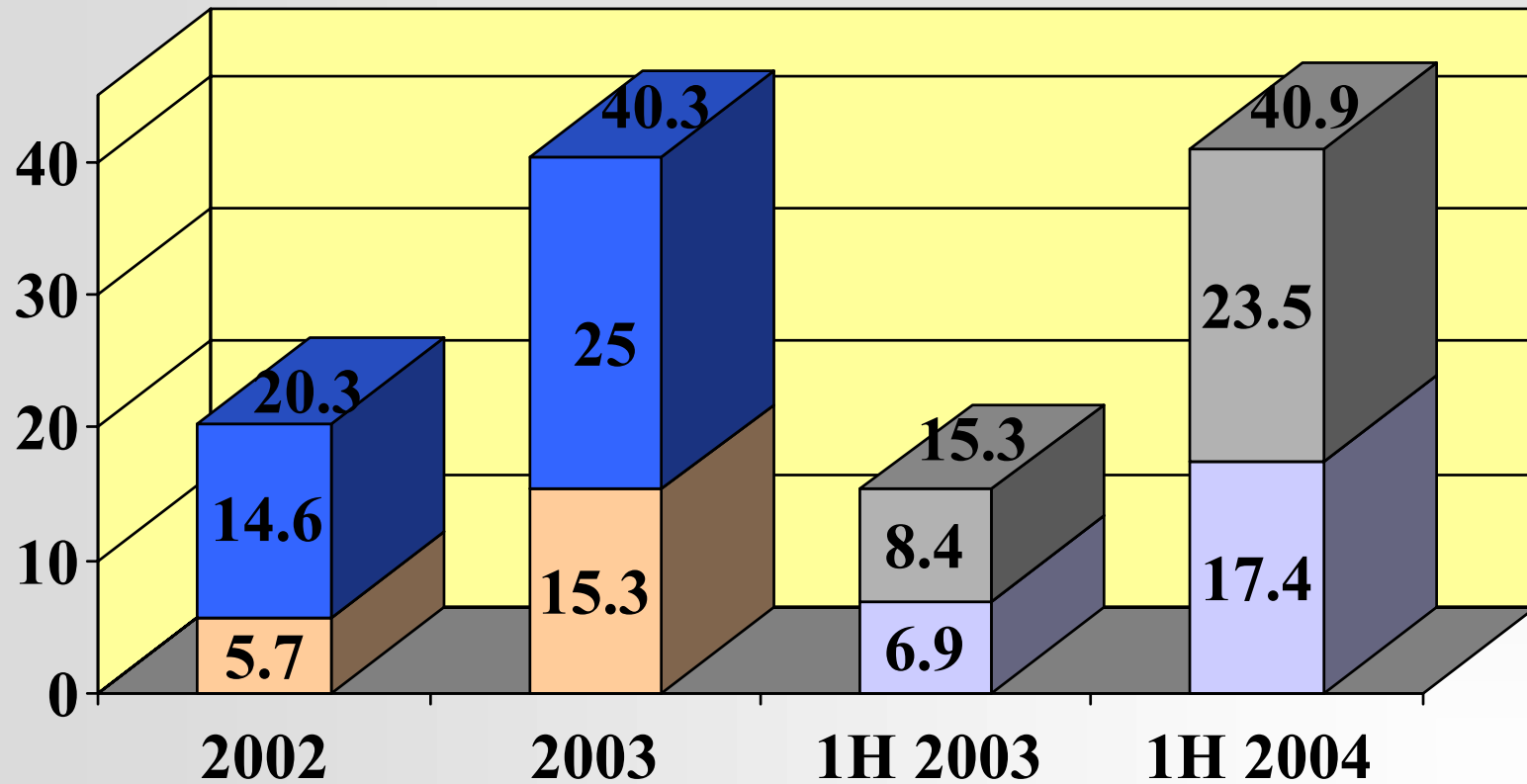


Revenue by Activities Q1 2004



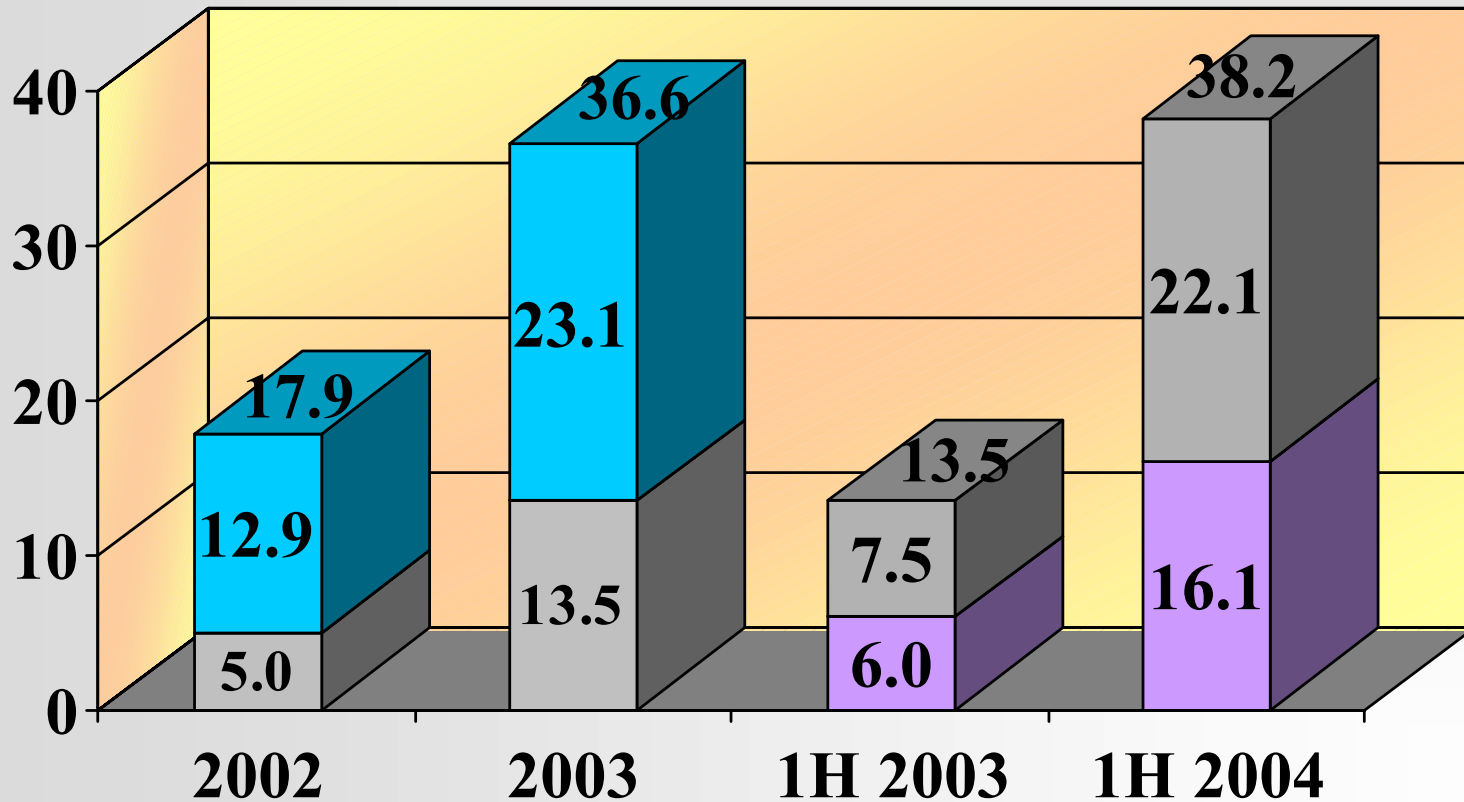
FINANCIAL HIGHLIGHTS

Profit before Tax & MI (S\$ Million)



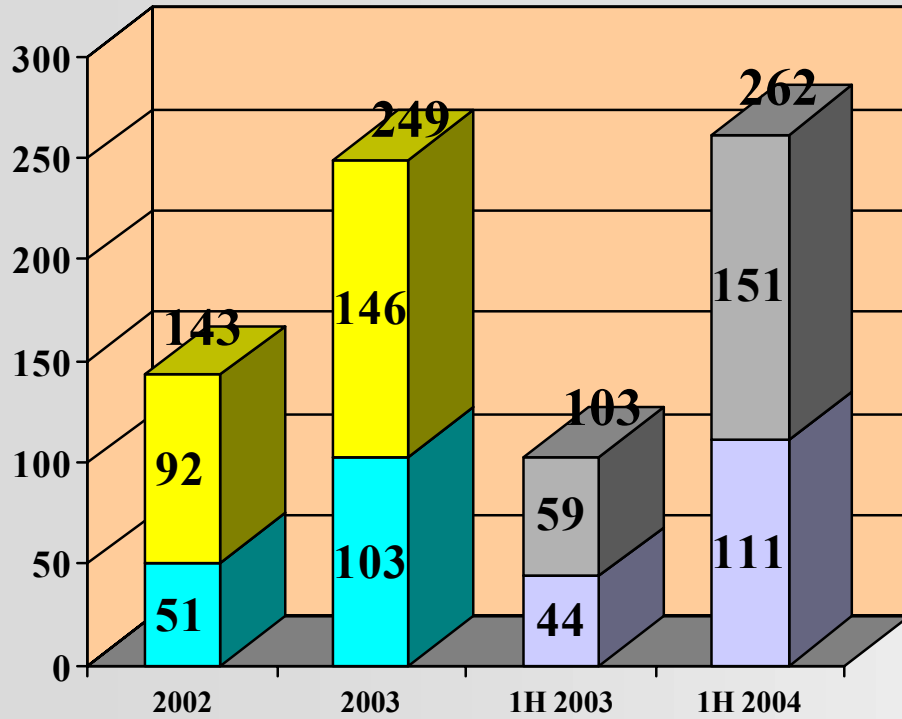
FINANCIAL HIGHLIGHTS

Profit After Tax (S\$ Million)

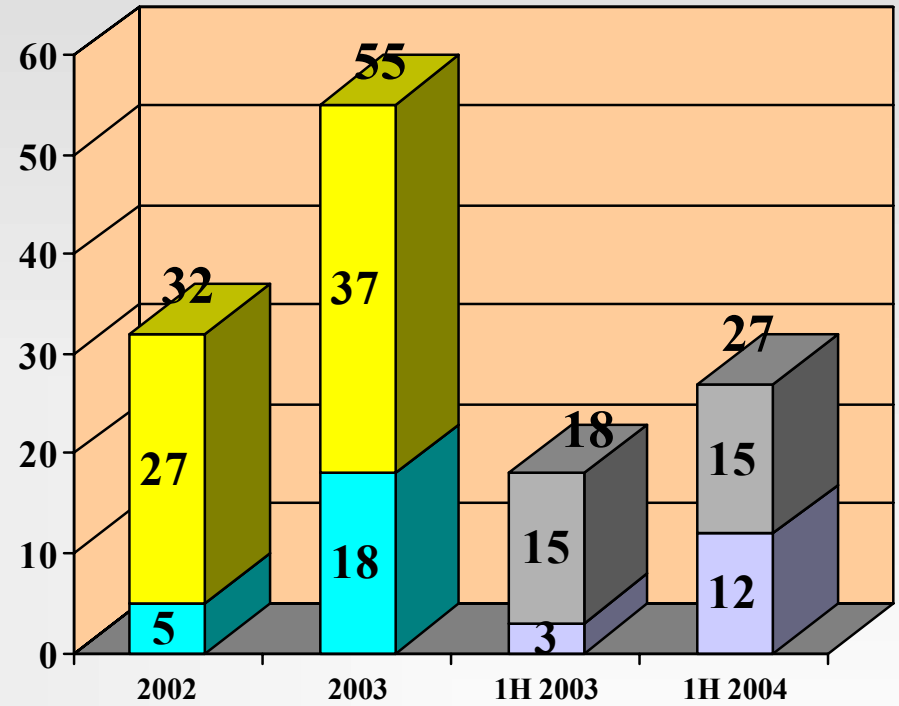


FINANCIAL HIGHLIGHTS

Revenue



Capex



(S\$ Million)

PROSPECTS

Q3 2004 will continue to be strong due to :

- Rising demand by global MNCs for integrated contract manufacturing services in China.
- Stronger orders from customers in the telecommunications segment and consumer electronics and electrical segment. This will more than offset the softer demand in the data storage segment.

**QUESTION
AND
ANSWER**

THANK YOU