



# Hi-P INTERNATIONAL LIMITED

Bringing value to our customers through quality & technology

[www.hi-p.com](http://www.hi-p.com)

## 3Q2016 Results Briefing

The Integrated

Electro-Mechanics

Solution Provider



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# 3Q2016 Overview

Mr. Yao Hsiao Tung  
Executive Chairman & CEO

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# Key Financial Highlights



<b>(S\$m)</b>	<b>3Q16</b>	<b>3Q15</b>	<b>YOY % Chg</b>
<b>Revenue</b>	387.3	394.2	(1.7)
<b>Gross Profit</b>	54.6	53.5	2.0
<b>Gross Profit Margin (%)</b>	14.1	13.6	0.5 pts
<b>Profit After Tax</b>	30.7	24.3	26.3
<b>Earnings per Share (Sing Cents)</b>	3.76	2.98	26.2
<b>Net Asset Value per Share (Sing Cents)</b>	67.41	76.22	(11.6)

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# Key Financial Highlights



<b>(S\$m)</b>	<b>3Q16</b>	<b>2Q16</b>	<b>QOQ % Chg</b>
<b>Revenue</b>	387.3	285.4	35.7
<b>Gross Profit</b>	54.6	20.7	163.3
<b>Gross Profit Margin (%)</b>	14.1	7.3	6.8 pts
<b>Profit After Tax</b>	30.7	7.6	301.8
<b>Earnings per Share (Sing Cents)</b>	3.76	0.94	300.0
<b>Net Asset Value per Share (Sing Cents)</b>	67.41	62.97	7.1

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# Key Financial Highlights (YOY)

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## 3Q2016 vs. 3Q2015

- ❑ Sales comparable at S\$387.3 million
- ❑ Net profit increased 26.3% to S\$30.7 million
- ❑ The Board recommends an interim dividend of 0.4 Sing cents to reward shareholders

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# Net Debt Position



<b>Category</b>	<b>30 Sep 16 S\$ m</b>	<b>31 Dec 15 S\$ m</b>
<b>Cash and Cash Equivalent &amp; Bank Deposits</b>	<b>91.7</b>	<b>126.2</b>
<b>Borrowings</b>	<b>(165.0)</b>	<b>(305.1)</b>
<b>Finance Leases</b>	<b>(4.6)</b>	<b>(11.2)</b>
<b>Net Debt</b>	<b>(77.9)</b>	<b>(190.1)</b>
<b>Net Gearing Ratio</b>	<b>14.2%</b>	<b>34.2%</b>

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# Capex Update

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- For 3Q2016, CAPEX amounted to S\$5.3 million

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# Business Updates

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# Business Situation Update

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- ❑ Expect economic environment to remain subdued for 4Q2016
- ❑ Continue to diversify customer base and pursue allocation from existing customers
- ❑ Continue to enhance production efficiency and improve cost management
- ❑ Generated S\$151.6 million operating cash flow through business result and cash cycle improvements

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# Earnings Outlook

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# Earnings Outlook

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Barring any other unforeseen circumstances, the Group wishes to guide its performance as follows:

- ❑ The Group expects lower revenue in 4Q2016 as compared to 4Q2015. The Group expects to be profitable in 4Q2016.
- ❑ The Group expects higher revenue in 2H2016 as compared to 1H2016. The Group expects to be profitable in 2H2016.
- ❑ The Group expects lower revenue in FY2016 as compared to FY2015. The Group expects to be profitable in FY2016.

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# Thank You

## Q & A

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Succeed Together...*