



# Hi-P INTERNATIONAL LIMITED

Bringing value to our customers through quality & technology

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

## FY2017 Results Briefing

The Integrated

Electro-Mechanics

Solution Provider



---

# FY2017 Overview

Mr. Yao Hsiao Tung  
Executive Chairman & CEO

CONFIDENTIAL

# Key Financial Highlights



(S\$m)	FY2017	FY2016	% Change
<b>Revenue</b>	1,426.9	1,305.1	9.3
<b>Gross Profit</b>	232.9	155.8	49.4
<b>Gross Profit Margin (%)</b>	16.3	11.9	4.4 pts
<b>Profit After Tax</b>	121.5	54.5	122.8
<b>Net Profit Margin (%)</b>	8.5	4.2	4.3 pts
<b>Earnings per Share (Sing Cents)</b>	15.05	6.69	125.0

CONFIDENTIAL

# Key Financial Highlights (YOY)

---



## FY2017 vs. FY2016

- ❑ Sets a new record revenue of S\$1.43 billion due to higher sales volume
- ❑ Gross profit margin improves from 11.9% to 16.3%
- ❑ Net profit jumps 122.8% yoy to a record high of S\$121.5 million

CONFIDENTIAL

# Capex Update

---



- ❑ For FY2017, CAPEX amounted to S\$29.4 million

CONFIDENTIAL

# Net Cash Position



<b>Category</b>	<b>31 Dec 17 S\$' m</b>	<b>31 Dec 16 S\$' m</b>
<b>Cash and Cash Equivalents &amp; Bank Deposits</b>	<b>282.8</b>	<b>120.7</b>
<b>Borrowings</b>	<b>(205.1)</b>	<b>(93.4)</b>
<b>Finance Lease</b>	<b>(0.1)</b>	<b>(2.2)</b>
<b>Net Cash*</b>	<b>77.6</b>	<b>25.1</b>

\* After dividend payout of S\$172.7 million in FY2017 (FY2016: S\$5.7 million)

CONFIDENTIAL

# Dividend

---



- ❑ The Board recommends a final dividend of 4.0 Sing cents; total dividends amounting 25.0 Sing cents for FY2017 (FY2016: 0.8 Sing cents)

CONFIDENTIAL



---

# Business Updates

CONFIDENTIAL



# Business Situation Update

---



- ❑ Significant improvements to manufacturing yield and productivity have led to gross profit margin expansion
- ❑ Diversifying customer base and increasing allocation from existing customers
- ❑ Exploring inorganic growth opportunities that are synergistic to the Group's operations

CONFIDENTIAL



# Earnings Outlook

CONFIDENTIAL

# Earnings Outlook

---



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

- ❑ The Group expects higher revenue and profit for 1Q2018 as compared to 1Q2017
- ❑ The Group expects lower revenue and profit for 1Q2018 as compared to 4Q2017
- ❑ The Group expects higher revenue and profit for FY2018 as compared to FY2017

CONFIDENTIAL



# Thank You

## Q & A

CONFIDENTIAL



*Work Together,  
Succeed Together...*