



Hi-P INTERNATIONAL LIMITED

Bringing value to our customers through quality & technology

www.hi-p.com

1Q2018 Results Briefing

The Integrated

Electro-Mechanics

Solution Provider



1Q2018 Overview

Mr. Yao Hsiao Tung

Executive Chairman & CEO

Key Financial Highlights



(S\$m)	1Q2018	1Q2017	% Change
Revenue	281.1	244.2	15.1
Gross Profit	37.8	33.4	13.0
Gross Profit Margin (%)	13.4	13.7	(0.3 pts)
Profit After Tax	10.1	8.4	19.9
Net Profit Margin (%)	3.6	3.4	0.2 pts
Earnings per Share (Sing Cents)	1.25	1.04	20.2

Key Financial Highlights (YOY)



1Q2018 vs. 1Q2017

- ❑ Revenue rises 15.1% to S\$281.1 million driven by higher sales volume
- ❑ Net profit increases 19.9% yoy to S\$10.1 million
- ❑ Net cash position improves to S\$137.0 million

Capex Update



- ❑ For 1Q2018, CAPEX amounted to S\$12.5 million

Net Cash Position



Category	31 Mar 18 S\$' m	31 Dec 17 S\$' m
Cash and Cash Equivalents & Bank Deposits	372.2	282.8
Borrowings	(235.1)	(205.1)
Finance Lease	(0.1)	(0.1)
Net Cash	137.0	77.6



Business Updates

Business Situation Update



- ❑ Market becomes uncertain with the potential trade war between US and China
- ❑ New business initiatives aimed at customer diversification and new market trends
- ❑ Enhancing capacity utilisation, driving manufacturing yield improvement, increasing automation and tightening cost controls
- ❑ Exploring inorganic growth opportunities that are synergistic to the Group's operations



Earnings Outlook

Earnings Outlook



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

- ❑ The Group expects similar revenue but lower profit for 2Q2018 as compared to 2Q2017
- ❑ The Group expects higher revenue and profit for 2H2018 as compared to 1H2018
- ❑ The Group expects similar revenue but lower profit for FY2018 as compared to FY2017



Thank You

Q & A



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Succeed Together...*