



Hi-P INTERNATIONAL LIMITED

Bringing value to our customers through quality & technology

www.hi-p.com

1Q2019 Results Briefing

The Integrated

Electro-Mechanics

Solution Provider



1Q2019 Overview

Mr. Yao Hsiao Tung

Executive Chairman & CEO

Key Financial Highlights



(S\$m)	1Q2019	1Q2018	% Change
Revenue	286.8	281.1	2.0
Gross Profit	36.2	37.8	(4.3)
Gross Profit Margin (%)	12.6	13.4	(0.8) pts
Profit After Tax	10.7	10.1	5.8
Net Profit Margin (%)	3.7	3.6	0.1 pts
Earnings per Share (Sing Cents)	1.33	1.25	6.4

Key Financial Highlights (YOY)



1Q2019 vs. 1Q2018

- ❑ Despite challenging market conditions, revenue increased 2.0% yoy to S\$286.8 million
- ❑ Gross profit margin declined to 12.6% due to price pressure and a change in product mix
- ❑ Net profit increased 5.8% yoy to S\$10.7 million
- ❑ Reported net cash position of S\$169.4 million

Capex Update



- ❑ For 1Q2019, CAPEX amounted to S\$10.6 million

Net Cash Position



Category	31 Mar 19 S\$' m	31 Dec 18 S\$' m
Cash and Cash Equivalents & Bank Deposits	276.6	288.4
Bank Loans and Borrowings*	(107.2)	(168.2)
Net Cash	169.4	120.2

* Excluding lease liabilities arising from right-of-use assets



Business Updates

Business Situation Update



- ❑ Business environment has become increasingly competitive for both customers and Hi-P
- ❑ Striving to penetrate new product fields through organic and inorganic growth initiatives
- ❑ Strengthening sales force in US, Europe and Asia
- ❑ Increasing automation with the aid of artificial intelligence



Earnings Outlook

Earnings Outlook



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

- ❑ The Group expects lower revenue but similar profit for 2Q2019 as compared to 2Q2018
- ❑ The Group expects higher revenue and profit for 2H2019 as compared to 1H2019
- ❑ The Group expects similar revenue and profit for FY2019 as compared to FY2018



Thank You

Q & A



*Work Together,
Succeed Together...*