

Miscellaneous

Name of Announcer

HI-P INTERNATIONAL LIMITED

Company Registration No.

198004817H

Announcement submitted on behalf of

HI-P INTERNATIONAL LIMITED

Announcement is submitted with respect to

HI-P INTERNATIONAL LIMITED

Announcement is submitted by

Yao Hsiao Tung

Designation

Executive Chairman

Date & Time of Broadcast

04-August-2008 17:52:23

Announcement No.

00071

Announcement Title

SECOND QUARTER 2008 RESULTS BRIEFING

Description

PLEASE REFER TO ATTACHMENT.

Attachments:

 [HiP_Q2FY2008_Results_Briefing.pdf](#)



Hi-P International Ltd

Q2FY2008

Results Briefing

05 August 2008

Integrated
Contract
Manufacturer



Overview

Mr Yao Hsiao Tung
Executive Chairman



Key Financial Highlights – Robust Performance



Hi-P INTERNATIONAL
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| (S\$m) | Q2FY08 | Q2FY07 | YOY % Chg | Q1FY08 | QoQ % Chg |
|------------------------|------------|------------|--------------|------------|--------------|
| Revenue | 282 | 201 | +40 | 270 | +4 |
| Gross Profit | 50 | 28 | +79 | 49 | +3 |
| Profit from Operations | 31 | 16 | +97 | 34 | -10 |
| Forex Loss | -0.6 | -1.4 | -56 | -7 | -92 |
| Pretax Profit | 30 | 14 | +110 | 27 | +11 |
| Taxation | -3.1 | -0.9 | +233 | -2.6 | +20 |
| Tax Rate | 10% | 6.4% | - | 9.4% | - |
| PATMI | 27 | 13 | +101 | 25 | +10 |
| EPS (S cts) | S cts 3.1 | S cts 1.5 | +101 | S cts 2.8 | +10 |
| NAV/Share | S cts 55.8 | S cts 48.1 | +16 | S cts 54.0 | +4 |

Wireless – Key Driver of Revenue Growth in Q2



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| | % of Q2 Revenue | Y-o-Y Chg | Q-o-Q Chg |
|---------------------------------|----------------------------|----------------------|----------------------|
| Wireless | 66% | +93.9% | +14.2% |
| Consumer Electronics | 34% | -9.6% | -10.9% |

Margins up on Better Product Mix and Cost Efficiencies



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| | Q2 FY08 % | Q2 FY07 % | Q1 FY08 % |
|-------------------------|---------------------|---------------------|---------------------|
| Gross Margin | 17.9 | 14.0 | 18.1 |
| Operating Margin | 11.0 | 7.8 | 12.7 |
| Net Margin | 9.6 | 6.7 | 9.1 |

Significantly Improved Cash Management



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| | Q2'08 | Q2'07 | Q1'08 |
|------------------------|--------------|--------------|--------------|
| Payable Days | 64 | 104 | 78 |
| Receivable Days | 63 | 72 | 70 |
| Inventory Days | 44 | 83 | 53 |
| Cash Cycle | 43 | 51 | 45 |

Healthy Cashflows, Good Cash Position



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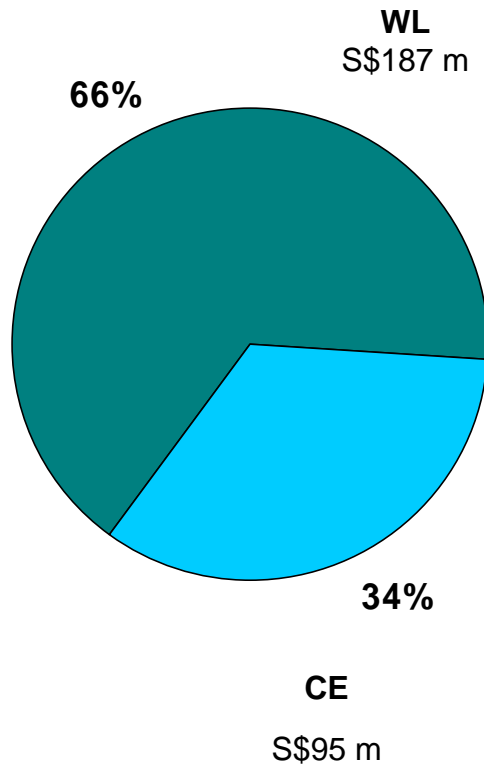
| | Q2FY08 S\$ m |
|---|-------------------------------|
| Operating Cashflows | 27 m |
| Investing Cashflows | (3 m) |
| Financing Cashflows | (5 m) |
| Net Increase in Cash and Cash Equiv. | 19 m |
| Gross Cash | 134 m |
| Net Cash | 93 m |
| Gross Gearing | 8.3% |

Revenue by Business Segment

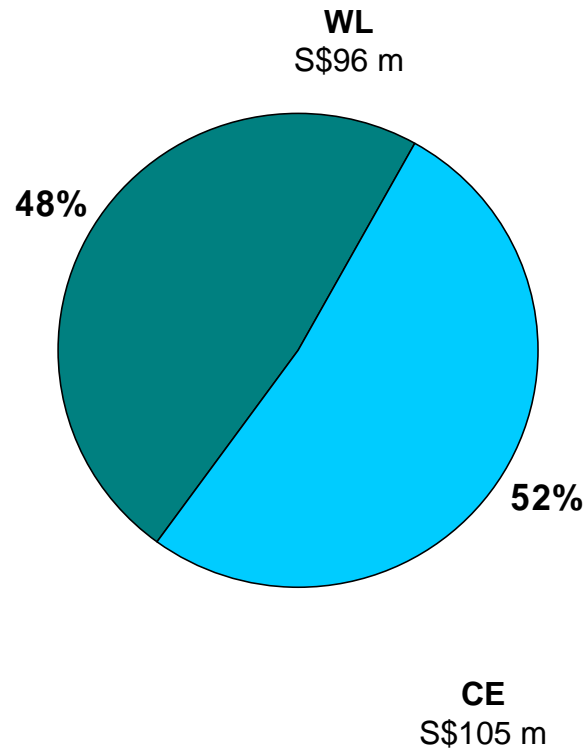


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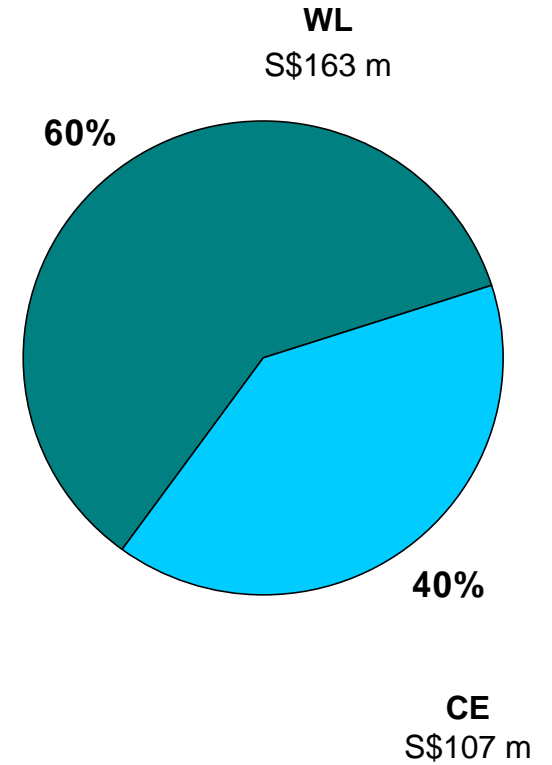
Q2FY08:



Q2FY07:



Q1FY08:

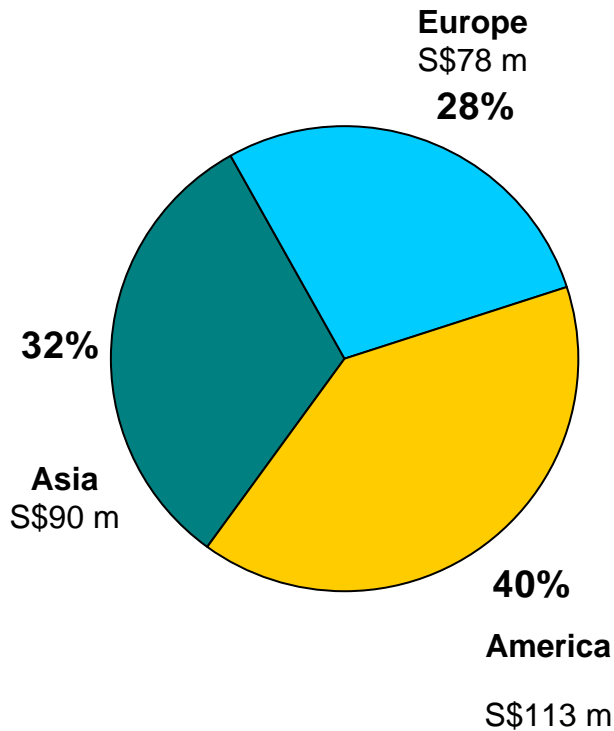


Revenue by Geographical Segmentation

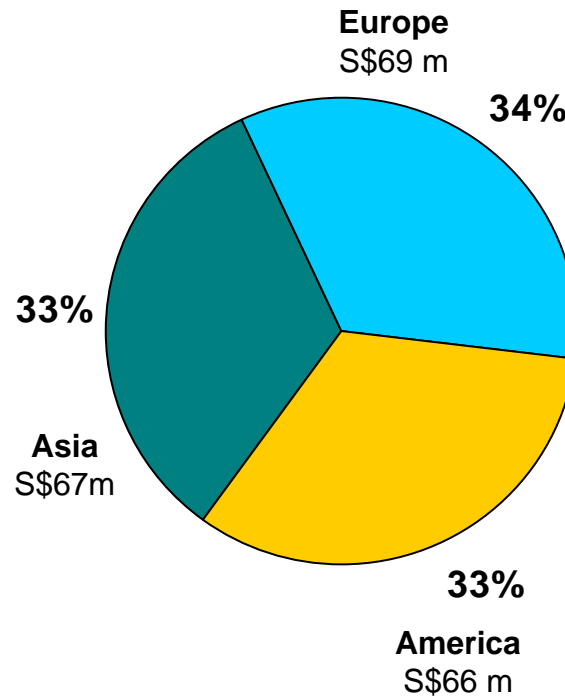


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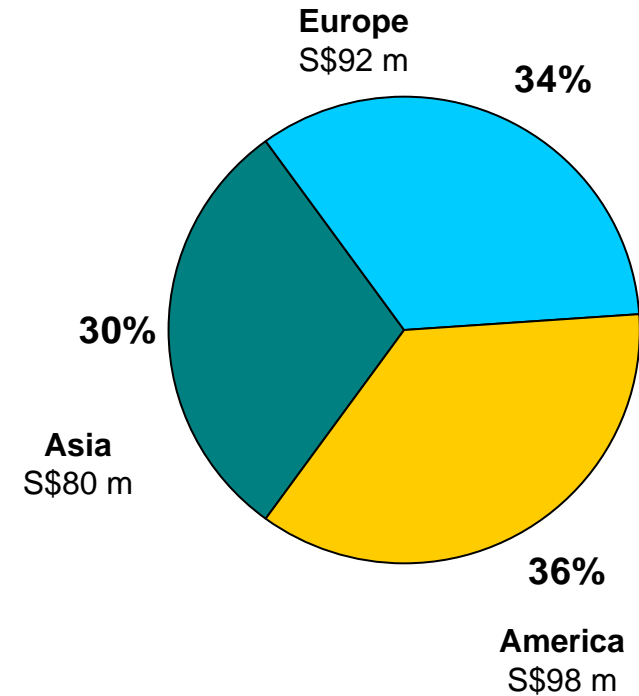
Q2FY08:



Q2FY07:



Q1FY08:



Outlook

Mr Yao Hsiao Tung
Executive Chairman



FY2008 Earnings Outlook



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Q3FY2008 vs Q3FY2007

Expects higher profit although lower revenue.

2HFY2008 vs 1HFY2008

Similar revenue but likely lower profit.

FY2008 vs FY2007

Better revenue and profit.



Thank You
Q & A