



Hi-P INTERNATIONAL LIMITED

Bringing value to our customers through quality & technology

www.hi-p.com

FY2018 Results Briefing

The Integrated

Electro-Mechanics

Solution Provider



FY2018 Overview

Mr. Yao Hsiao Tung

Executive Chairman & CEO

Key Financial Highlights



(S\$m)	FY2018	FY2017	% Change
Revenue	1,402.1	1,426.9	(1.7)
Gross Profit	204.2	232.9	(12.3)
Gross Profit Margin (%)	14.6	16.3	(1.7) pts
Profit After Tax	100.9	121.5	(16.9)
Net Profit Margin (%)	7.2	8.5	(1.3) pts
Earnings per Share (Sing Cents)	12.54	15.05	(16.7)

Key Financial Highlights (YOY)



FY2018 vs. FY2017

- ❑ Despite challenging market conditions, revenue was maintained at S\$1.4 billion
- ❑ Achieved profit after tax of S\$100.9 million
- ❑ Reported net cash position of S\$120.2 million
- ❑ Final dividend of 4.0 Sing cents brings total dividends for FY2018 to 5.0 Sing cents

Capex Update



- ❑ For FY2018, CAPEX amounted to S\$71.9 million

Net Cash Position



Category	31 Dec 18 S\$' m	31 Dec 17 S\$' m
Cash and Cash Equivalents & Bank Deposits	288.4	282.8
Borrowings	(168.2)	(205.1)
Finance Lease	-	(0.1)
Net Cash	120.2	77.6



Business Updates

Business Situation Update



- ❑ Expanding manufacturing operations in Thailand & exploring into other non-China regions
- ❑ Aggressively diversifying customer base in new regions such as China, Northeast Asia and Europe
- ❑ Exploring opportunities for growth in automotive, medical & IoT ecosystems through M&A



Earnings Outlook

Earnings Outlook



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

- ❑ The Group expects similar revenue and lower profit for 1Q2019 as compared to 1Q2018
- ❑ 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...*