



**global invacom**  
completing the picture

**Global Invacom Group Limited**

(Global Invacom, the “Company” or the “Group”)

**Results for nine months ended 30 September 2018  
 (“9M FY2018”)**

Singapore/London, 7 November 2018 - Global Invacom (SGX: QS9) (AIM: GINV), the global provider of satellite communications equipment, is pleased to announce its results for the nine months ended 30 September 2018 (“9M FY2018”) and the three months ended 30 September 2018 (“Q3 FY2018”).

**Key financial highlights:**

- The Company announced a seventh consecutive quarter of profitability in Q3 FY2018
- Revenue increased 7.0% to US\$30.5m (Q3 FY2017: US\$28.5m)
- Gross profit remained constant at US\$6.0m (Q3 FY2017: US\$6.1m)
- Cash and cash equivalents of US\$9.8m (31 December 2017: US\$7.2m)

**Key operational highlights:**

- Announced the acquisition of assets and development team from Skyware Technologies Group (“Skyware Technologies”), a designer and manufacturer of integrated transmitter/receivers for data over satellite (“DOS”) applications, extended its capabilities in the DOS market
- Strong new product sales to the Group’s major satellite broadcasting customers amidst shift to Digital Channel Stacking Switch (“DCSS”) technology
- Continued leverage of technological expertise to launch complementary products
  - Fully converted antenna supply to its new design for a major customer
  - Launched an innovative indoor avionics testing solution
- New slimline and low-cost LNBS based on new chip design now in production, with revenue contribution expected from Q1 2019
- DOS contributed 38.3% of Q3 FY2018 revenues

The Group’s financial performance reflected global demand for its products, with sales in Europe leading other geographies.

The transition to DCSS technology continues to provide good opportunities for the Group, as it responds to growing demand for such products. Following the traditionally quieter summer period for sales in the U.S., the Group is already seeing a pick-up in demand for satellite broadcast products from a major U.S. customer ahead of the American football season.

The DOS business continues to be a strong contributor, accounting for nearly 40% of revenue in 9M FY2018, and we expect to see continued growth in demand from emerging markets with the addition of new high-bandwidth, low-cost products.

The Group also expects to see contributions from the acquisition of Skyware Technologies, which completed in September. The products have a strong customer base and will benefit from integration into solutions with compatible antennas from Global Skyware in the U.S.

The Group continues to focus on maximising productivity gains from shop floor and supply chain improvements in the period, together with the roll out of a new design antenna, developed for a major U.S. customer.

Gross profit for Q3 FY2018 remained steady at US\$6.0m compared with corresponding quarter in 2017 of US\$6.1m, despite the shortage of key components in the market where demand, particularly from manufacturers of electric and autonomous vehicles, has outstripped supply.

Following a 10% increase in duties on imports from China caused by the US-imposed tariffs, the Group is working with its customers to mitigate this ahead of the full 25% import duty, which is anticipated to come into effect from January 2019.

As part of its efforts to diversify the business and enhance shareholder value, the Group has announced a proposal to acquire Tactilis Sdn. Bhd. ("Tactilis"), a manufacturer and distributor of biometric system-on-card solutions which, if completed, will constitute a reverse takeover. Subject to the completion of full due diligence, necessary regulatory and shareholder approvals, the Group expects the acquisition to be completed in the third quarter of 2019. The Group will continue to provide updates to shareholders in due course.

**Tony Taylor, Executive Chairman of Global Invacom, commented:**

*"Global Invacom is well positioned to benefit from the satellite broadcasting industry's technological shift to DCSS, along with increased demand for data and internet delivered by satellite.*

*Our core satellite business will continue to remain our focus as we roll out new, innovative products, strive to increase market share and extend our reach to new markets. As one of only seven companies capable of delivering integrated satellite communication solutions, we are well-placed to capitalise on the shifting technology and growing opportunity.*

*The proposed acquisition of Tactilis will allow the Group to extend its business into the high-value biometric card sector so as to enhance shareholder value."*

**\*\*End of Press Release\*\***

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**About Global Invacom Group Limited**

Global Invacom is a fully integrated satellite equipment provider with six manufacturing plants across China, Israel, Malaysia, UK and the US. Its customers include satellite broadcasters such as BSkyB of the UK and Dish Network of the USA.

Global Invacom provides a full range of antennas, LNB receivers, fibre distribution equipment, transmitters, switches and video distribution components and electronics manufacturing services in satellite communications as well as manufacturing services in military, medical, and consumer electronics industries. Following the acquisition in 2015 of Global Skyware, a leading US-based designer and supplier of satellite antennas products and services, the Company became the world's only full-service outdoor unit supplier.

Global Invacom is listed on the Mainboard of the Singapore Exchange Securities Trading Limited and its shares are admitted to trading on the AIM Market of the London Stock Exchange.

For more information, please refer to [www.globalinvacom.com](http://www.globalinvacom.com)