

2QFY15 Results Presentation For Financial Period Ended 31 Dec 14

9 February 2015





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1HFY15 Highlights

Key Financial Highlights	1H FY15	1H FY14
Revenue (\$ million)	59.5	74.1
NPATMI (\$ million)	3.5	7.5
NPATMI exclude Specific items (refer to slide 7 for details of Specific Items or SI) (\$ million)	3.8	2.3
Basic & Diluted EPS exclude SI (cents)	0.69	0.42
NAV per share (cents)	21.12	20.16
Current ratio (times)	2.4	1.9
Debt / equity ratio (%)	8%	9%
Interim Dividend Declared (cents)	0.20	0.18

- Revenue was impacted by lower DSS revenue with divestment of facilities and communication activities in 4QFY14. The loss in revenue from DSS was partly replaced by growth in PCS revenue, particularly added revenue from acquired businesses since August 2013.
- NPATMI excluding Specific Items* improved by 63% from the same period a year ago lifted by higher revenue from PCS which generally has higher margin than the Group's average gross profit margin.
- An interim dividend of 0.20 cents per ordinary share was declared and would be payable on 12 March 2015.



1HFY2015

Financial Performance



1HFY15 Results Summary

Results highlights	Year on Year		Sequential		
S\$'million	1HFY15	1HFY14	Change	2HFY14	Change
Revenue	59.5	74.1	(20%)	70.3	(15%)
Gross Profit	20.9	17.7	18%	21.1	(1%)
Gross Profit Margin	35%	24%	11 ppt	30%	5 ppt
Net Profit after Tax & MI*	3.5	7.5	(54%)	6.0	(42%)
Net Profit after Tax & MI Margin	6%	10%	-4 ppt	9%	(3 ppt)
Basic EPS (cts)	0.62	1.36	(54%)	1.08	(43%)
Diluted EPS (cts)	0.62	1.36	(54%)	1.08	(43%)
Shareholders' equity	116.7	111.4	5%	116.8	(0%)
NAV per share (cts)	21.12	20.16	5%	21.13	(0%)

^{*}Included in the net profits were some Specific Items (SI) that are one-time expenses/income. Details are listed in slide 7.



1HFY15 Results Summary

Doculto highlighto		Year on Year		Sequential	
Results highlights S\$'million	1HFY15 (excl SI)	1HFY14 (excl SI)	Change	2HFY14 (excl SI)	Change
Revenue	59.5	74.1	(20%)	70.3	(15%)
Gross Profit	20.9	17.7	18%	21.1	(1%)
Gross Profit Margin	35%	24%	11 ppt	30%	5 ppt
Net Profit after Tax & MI	3.8	2.3	63%	4.1	(8%)
Net Profit after Tax & MI Margin	6%	3%	3 ppt	6%	0 ppt
Basic EPS (cts)	0.69	0.42	64%	0.75	(8%)
Diluted EPS (cts)	0.69	0.42	64%	0.75	(8%)
Shareholders' equity	116.7	111.4	5%	116.8	(0%)
NAV per share (cts)	21.12	20.16	5%	21.13	(0%)

Specific Items (SI) are listed in slide 7.



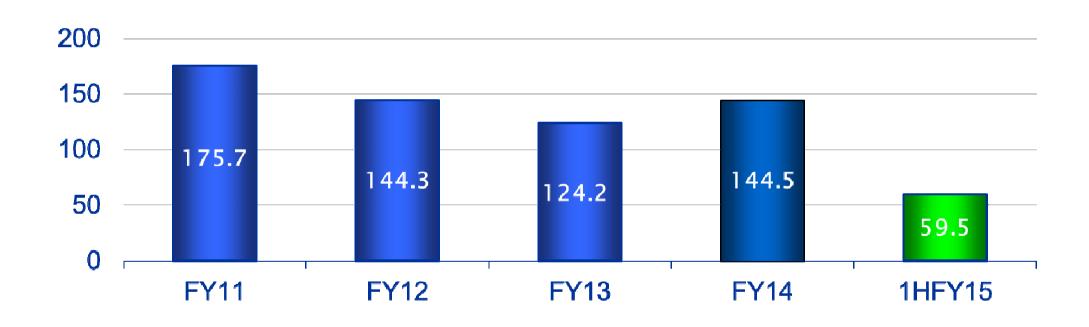
ellipsiz 1HFY15 Results Summary

Specific Items* (S\$ million)	1HFY15	1HFY14	2HFY14
Loss on disposal of investment in an associate	0.3	-	-
Relating to the business acquisition of Tokyo Cathode Laboratory (TCL)			
- Negative goodwill	-	(11.5)	(1.7)
- Post-acquisition integration and restructuring costs	-	5.2	(0.6)
- Business acquisition cost	-	1.1	0
Loss on disposal of investments in subsidiaries	-	-	0.1
Provision for retrenchment costs	-	-	0.3
Total	0.3	(5.2)	(1.9)



Revenue Trends

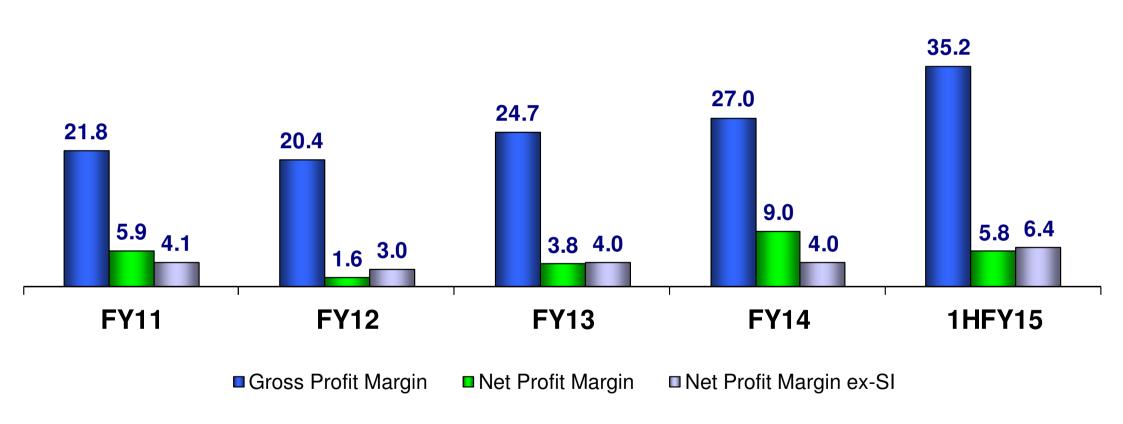
Revenue (S\$m)





Margin Trends

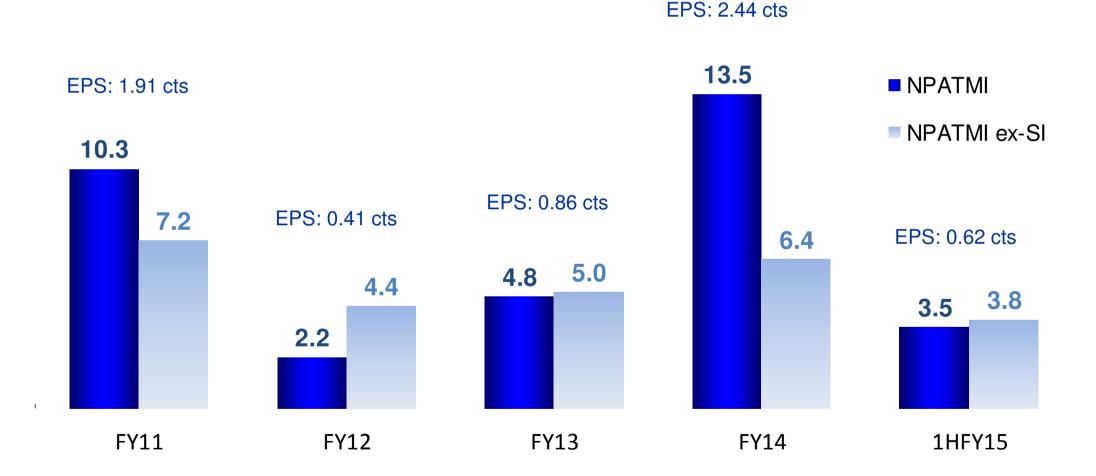
Margin as % of Revenue





NPATMI Trends

S\$ million



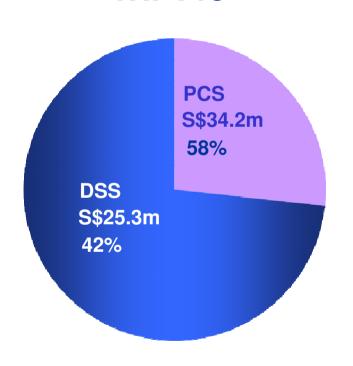
^{*1}HFY15 & FY14 EPS based on weighted average of approximately 553 million shares



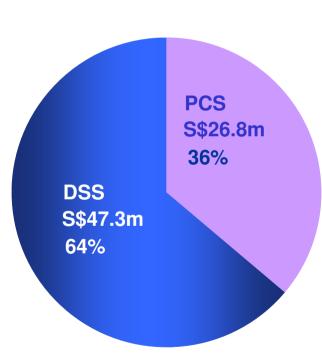
Revenue Mix

Revenue (S\$m)

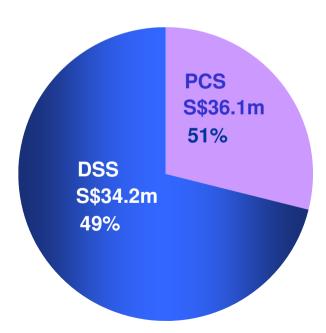
1HFY15



1HFY14



2HFY14



DSS: Distribution and Services solutions

PCS: Probe Card solutions



Segment Performance

		Year or	n Year	Sequential	
Revenue (S\$m)	1HFY15	1HFY14	Change	2HFY13	Change
Probe Card solutions	34.2	26.8	28%	36.1	(5%)
Distribution & Services solutions	25.3	47.3	(47%)	34.2	(26%)
Total	59.5	74.1	(20%)	70.3	(15%)



2QFY2015

Financial Performance



2QFY15 Results Summary

Results highlights		Year on Year		Sequential	
S\$'million	2QFY15	2QFY14	Change	1QFY15*	Change
Revenue	28.5	40.0	(29%)	31.0	(8%)
Gross Profit	10.4	9.0	15%	10.6	(2%)
Gross Profit Margin	36%	23%	13 ppt	34%	2 ppt
Net Profit after Tax & MI	1.7	1.2	41%	1.7	1%
Net Profit after Tax & MI Margin	6%	3%	3 ppt	6%	0 ppt
Basic EPS (cts)	0.31	0.22	41%	0.31	0%
Diluted EPS (cts)	0.31	0.22	41%	0.31	0%
Shareholders' equity	116.7	111.4	5%	117.2	(0%)
NAV per share (cts)	21.12	20.16	5%	21.19	(0%)

^{*}There was no SI in 2QFY15. Details of SI in 1QFY15 are detailed in slide 7.



ellipsiz 2QFY15 Results Summary

Dogulto highlighto		Year on Year		Sequential	
Results highlights S\$'million	2QFY15	2QFY14		1QFY15	
S\$ IIIIIIOII	(excl SI)	(excl SI)	Change	(excl SI)	Change
Revenue	28.5	40.0	(29%)	31.0	(8%)
Gross Profit	10.4	9.0	15%	10.6	(2%)
Gross Profit Margin	36%	23%	13 ppt	34%	2 ppt
Net Profit after Tax & MI	1.7	1.2	41%	2.1	(16%)
Net Profit after Tax & MI Margin	6%	3%	3 ppt	7%	(1 ppt)
Basic EPS (cts)	0.31	0.22	41%	0.37	(16%)
Diluted EPS (cts)	0.31	0.22	41%	0.37	(16%)
Shareholders' equity	116.7	111.4	5%	117.2	(0%)
NAV per share (cts)	21.12	20.16	5%	21.19	(0%)



Segment Performance

		Year or	n Year	Sequential	
Revenue (S\$m)	2QFY15	2QFY14	Change	1QFY15	Change
Probe Card solutions	16.3	15.0	9%	18.0	(9%)
Distribution & Services solutions	12.2	25.0	(51%)	13.0	(6%)
Total	28.5	40.0	(29%)	31.0	(8%)

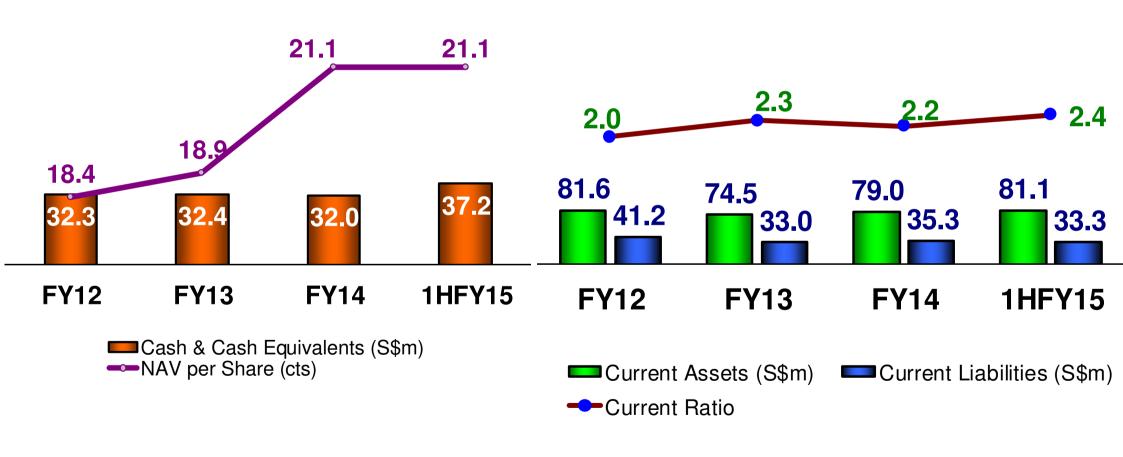


Balance Sheet Highlights



Balance Sheet Highlights

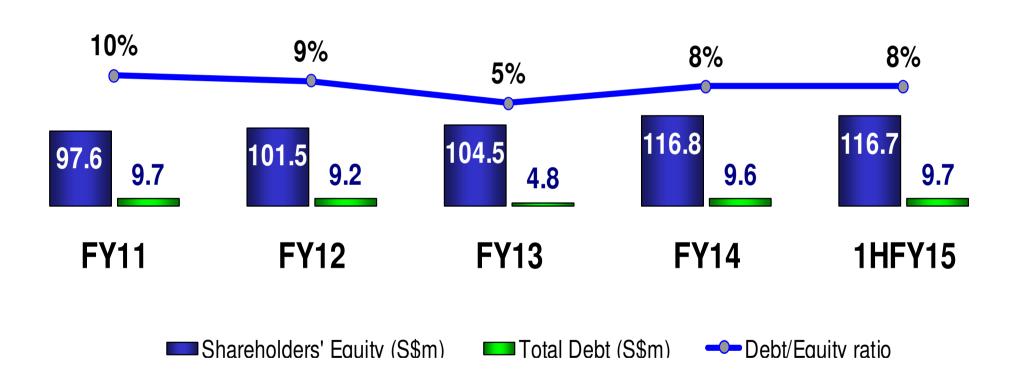
Maintaining healthy balance sheet





Balance Sheet Highlights

Debt to equity ratio





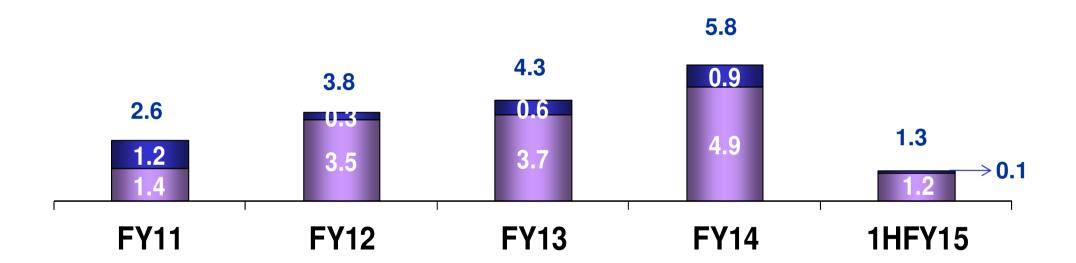
1HFY15 Capital Expenditure



Capital Expenditure

Capital Expenditure (S\$m)

- **Distribution & Services Solutions**
- Probe Card Solutions



ellipsiz 1HFY2015 Interim Dividends

- Interim cash dividend of 0.20 cent per ordinary share was declared and approved
- The dividend payout represented approximately 32% of the Group's 1HFY2015 earnings
- Books closure date 24 February 2015, 5 pm
- Payment date 12 March 2015

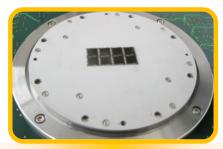


2QFY15 Business Updates & Outlook

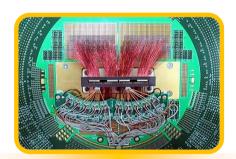
ellipsiz 2Q FY15 Business Updates

Probe Card Solutions

- Year-on-year revenue improved 6%, mainly contributed by higher revenue from GRC & Japan
- Compared with 1QFY15, revenue decreased by 12%
 - Driven by delays in major turn-key projects and changes in the product mix and ASP
 - Discontinuation of certain test socket distribution activities that were originally planned
- Total point production up QoQ, with Vertical product point production exhibiting the highest percentage of growth QoQ
- Qualified latest generation High Frequency LCD testing product at a major Taiwan Customer above 3Gbps
- Key customer reporting touchdowns exceeding 1M and excellent yields with our SpringTouch™ probe heads



Trio™ Vertical Probe Cards



LCD Driver Probe Card



SpringTouch™ Probe Card



2QFY15 Business Updates

Distribution & Services Solutions

- Quarter sales declined by 6% sequentially and 51% year-on-year (y-o-y).
- 1HFY15 sales was a decrease of 47% y-o-y; and DSS accounted for 42% of the Group's total revenue.
- The y-o-y decline was due mainly to the lost of revenue contribution from communications and facilities activities following disposal of investments in 4QFY14.
- Growth momentum in 2QFY15 was affected by reduction in business activities though recurring revenues provided support to DSS revenue base.

Consumable Specialities & Solutions

 DSS team continues to adopt proactive management of its recurring sales, inventory/products/ business partners and costs, while seeking new growth opportunities.



Industry Outlook

We are cautious over our business and financial prospects into the third quarter of FY2015 amidst:

- Volatile business environment;
- Macroeconomic uncertainties; and
- Shorter working days during the quarter in view of the Chinese New Year in February that would impact our business activities.

Nevertheless, the Group remain focus on building and optimising our core strengths and resources to sustain growth and performance for all of our stakeholders.



Thank you! www.ellipsiz.com

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