



Hi-P INTERNATIONAL LIMITED

Bringing value to our customers through quality & technology

www.hi-p.com

3Q2016 Results Briefing

The Integrated

Electro-Mechanics

Solution Provider



3Q2016 Overview

Mr. Yao Hsiao Tung
Executive Chairman & CEO

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Key Financial Highlights



(S\$m)	3Q16	3Q15	YOY % Chg
Revenue	387.3	394.2	(1.7)
Gross Profit	54.6	53.5	2.0
Gross Profit Margin (%)	14.1	13.6	0.5 pts
Profit After Tax	30.7	24.3	26.3
Earnings per Share (Sing Cents)	3.76	2.98	26.2
Net Asset Value per Share (Sing Cents)	67.41	76.22	(11.6)

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Key Financial Highlights



(S\$m)	3Q16	2Q16	QOQ % Chg
Revenue	387.3	285.4	35.7
Gross Profit	54.6	20.7	163.3
Gross Profit Margin (%)	14.1	7.3	6.8 pts
Profit After Tax	30.7	7.6	301.8
Earnings per Share (Sing Cents)	3.76	0.94	300.0
Net Asset Value per Share (Sing Cents)	67.41	62.97	7.1

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Key Financial Highlights (YOY)



3Q2016 vs. 3Q2015

- ❑ Sales comparable at S\$387.3 million
- ❑ Net profit increased 26.3% to S\$30.7 million
- ❑ The Board recommends an interim dividend of 0.4 Sing cents to reward shareholders

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Net Debt Position



Category	30 Sep 16 S\$ m	31 Dec 15 S\$ m
Cash and Cash Equivalent & Bank Deposits	91.7	126.2
Borrowings	(165.0)	(305.1)
Finance Leases	(4.6)	(11.2)
Net Debt	(77.9)	(190.1)
Net Gearing Ratio	14.2%	34.2%

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Capex Update



- For 3Q2016, CAPEX amounted to S\$5.3 million

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Business Updates

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Business Situation Update



- ❑ Expect economic environment to remain subdued for 4Q2016
- ❑ Continue to diversify customer base and pursue allocation from existing customers
- ❑ Continue to enhance production efficiency and improve cost management
- ❑ Generated S\$151.6 million operating cash flow through business result and cash cycle improvements

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Earnings Outlook

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Earnings Outlook



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

- ❑ The Group expects lower revenue in 4Q2016 as compared to 4Q2015. The Group expects to be profitable in 4Q2016.
- ❑ The Group expects higher revenue in 2H2016 as compared to 1H2016. The Group expects to be profitable in 2H2016.
- ❑ The Group expects lower revenue in FY2016 as compared to FY2015. The Group expects to be profitable in FY2016.

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Thank You

Q & A

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Succeed Together...*