

# Aztech

3Q 2015 / Jan – Sep FY 2015  
Financial Results Announcement

---

23 October 2015

# GROUP PROFILE

- Global Player with 8 Sales Offices, 4 R&D Centres and over 2,500 employees worldwide
- State-of-the-Art Electronics and LED Lighting Manufacturing facilities
- Quality & Safety – TL9000, TS16949, ISO9001, ISO14001, BizSAFE, OHSAS18001
- Food Safety – ISO22000, HACCP SS444, SS590



**Aztech**



**AZ e-lite**



**Az Marine**



**Az United**

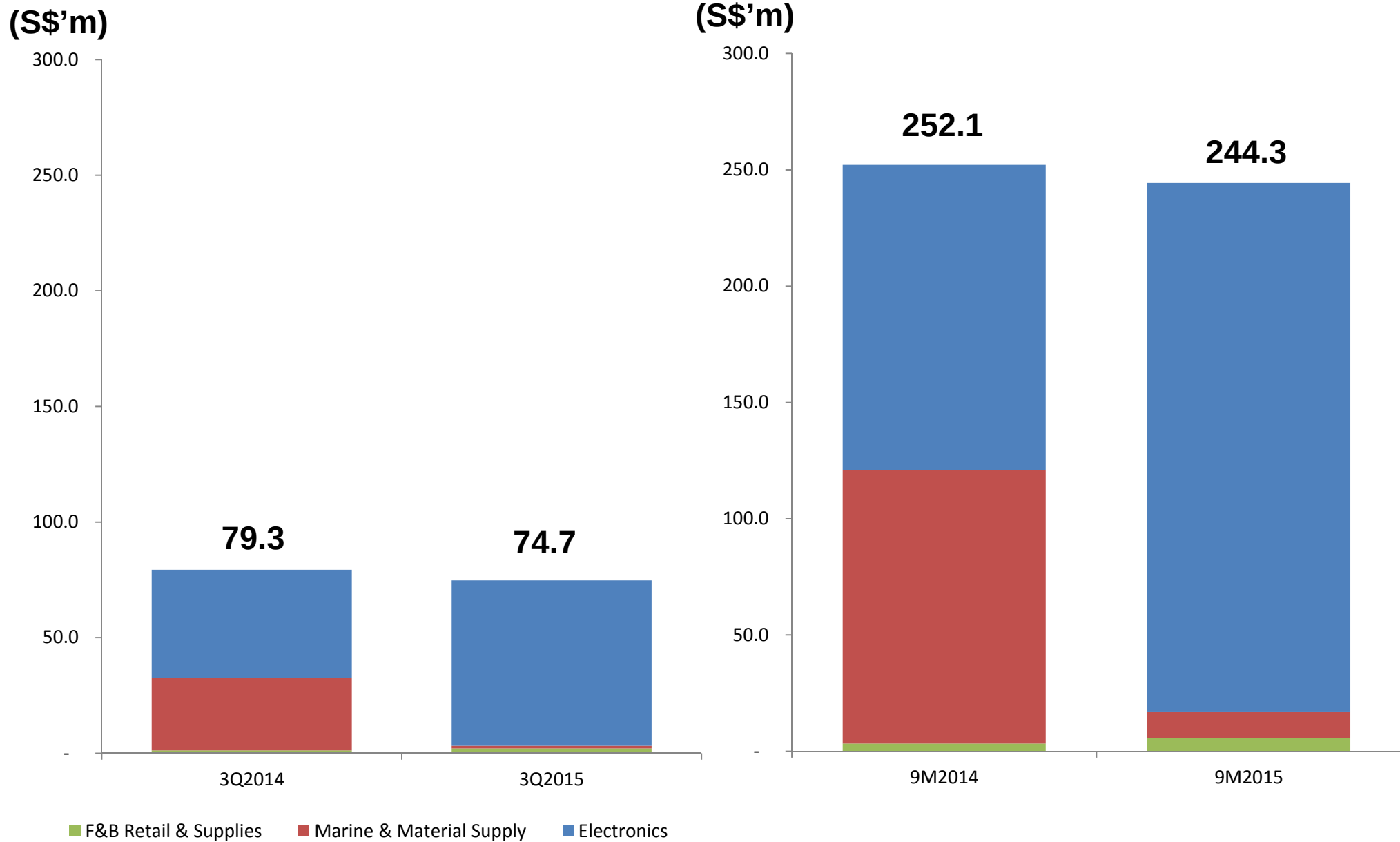


**Shiro**

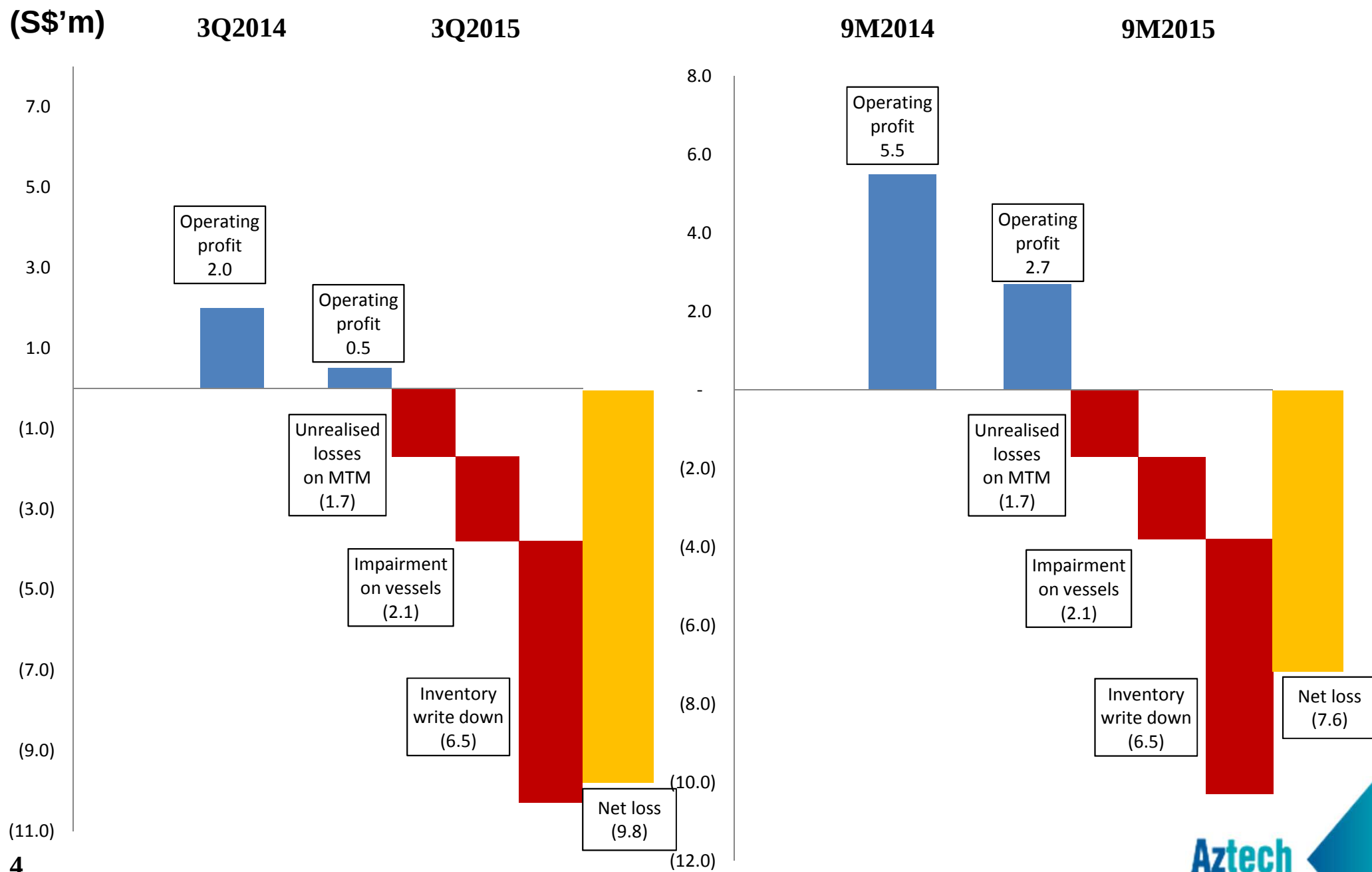


**琪利**  
KAY LEE

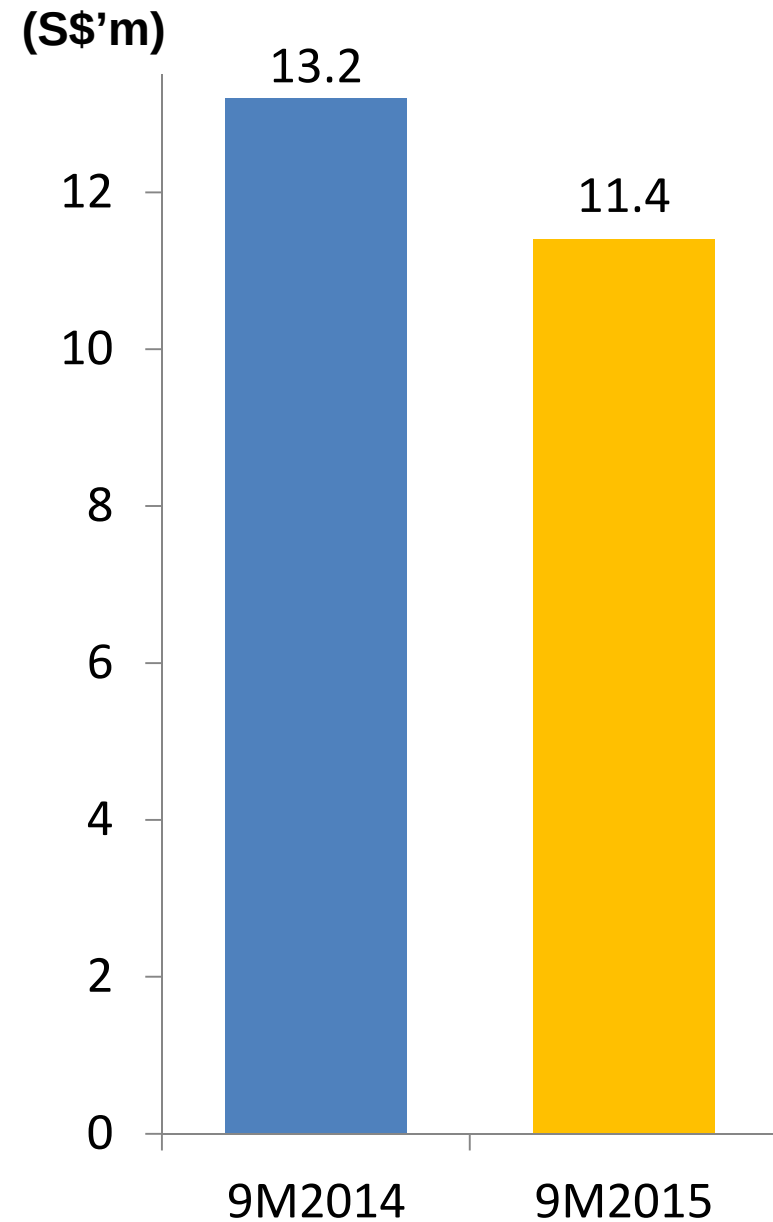
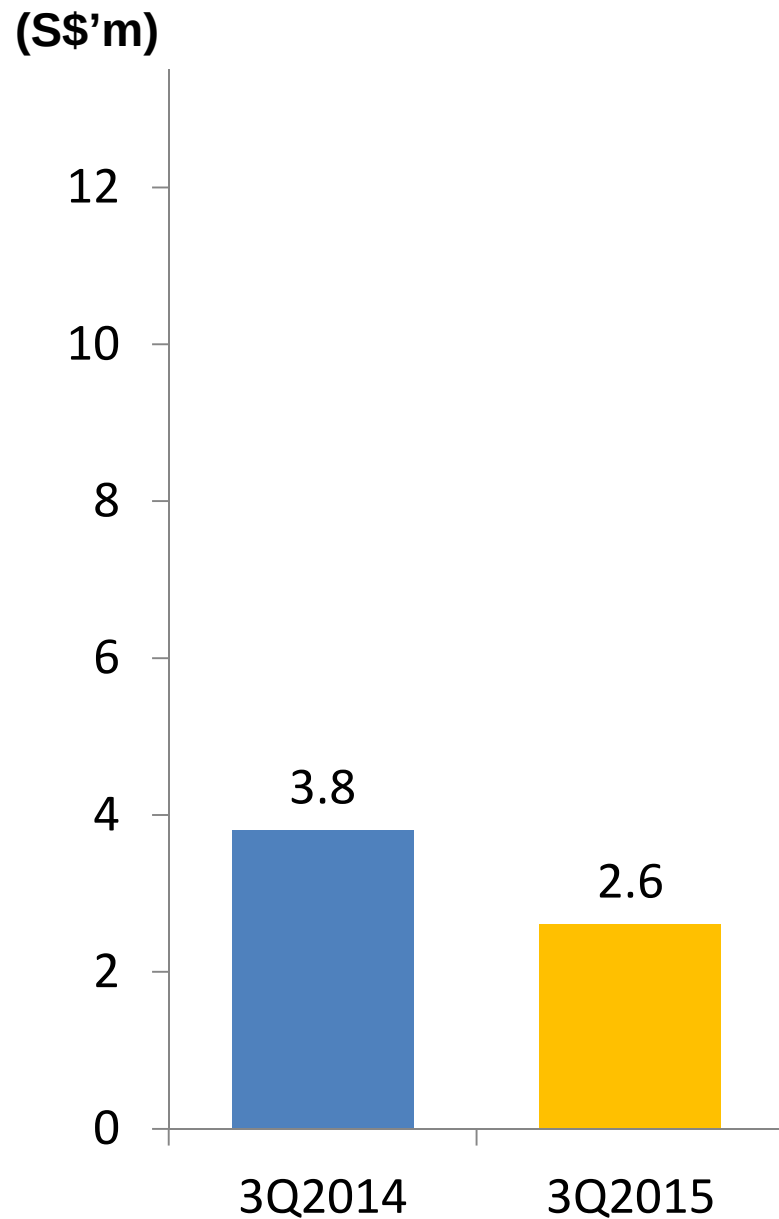
# Q3 / 9M 2015 TURNOVER



# Q3 / 9M 2015 NET PROFIT AND LOSS



# Q3 / 9M 2015 OPERATING CASHFLOW BEFORE MOVEMENT IN WORKING CAPITAL



# FINANCIAL HIGHLIGHTS

| <b>S\$'m</b>                                                   | <b>9M 2015</b> | <b>9M 2014</b> | <b>% change</b> |
|----------------------------------------------------------------|----------------|----------------|-----------------|
| <b>Turnover</b>                                                | <b>244.3</b>   | <b>252.1</b>   | <b>(3.1)</b>    |
| <b>Gross Profit</b>                                            | <b>23.6</b>    | <b>26.3</b>    | <b>(10.3)</b>   |
| <b>Gross Profit Margin</b>                                     | <b>9.7%</b>    | <b>10.4%</b>   | <b>(6.7)</b>    |
| <b>Operating Profit Before Tax and One-Off Non-Cash Charge</b> | <b>2.7</b>     | <b>6.5</b>     | <b>(58.5)</b>   |
| <b>Unrealised Mark-to-Market CNY Currency Hedge</b>            | <b>1.7</b>     | <b>-</b>       | <b>n.m.</b>     |
| <b>Writing Down of Inventory</b>                               | <b>6.5</b>     | <b>-</b>       | <b>n.m.</b>     |
| <b>Impairment on Vessels</b>                                   | <b>2.1</b>     | <b>-</b>       | <b>n.m.</b>     |
| <b>Operating Cashflows Before Movement in Working Capital</b>  | <b>11.4</b>    | <b>13.2</b>    | <b>(13.6)</b>   |
| <b>Net (Loss) Profit After Tax</b>                             | <b>(7.6)</b>   | <b>5.5</b>     | <b>n.m.</b>     |

# BALANCE SHEET SUMMARY

| <b>S\$'m</b>                                        | <b>30 Sep 2015</b> | <b>31 Dec 2014</b> | <b>% change</b> |
|-----------------------------------------------------|--------------------|--------------------|-----------------|
| <b>Current Assets</b>                               | <b>165.3</b>       | <b>143.0</b>       | <b>15.6</b>     |
| <b>&gt; &gt; including Cash &amp; ST Investment</b> | <b>35.8</b>        | <b>25.0</b>        | <b>43.2</b>     |
| <b>Current Liabilities</b>                          | <b>134.6</b>       | <b>119.2</b>       | <b>12.9</b>     |
| <b>Net Working Capital</b>                          | <b>30.7</b>        | <b>23.8</b>        | <b>29.0</b>     |
| <b>Non-Current Assets</b>                           | <b>61.7</b>        | <b>76.9</b>        | <b>(19.8)</b>   |
| <b>Non-Current Liabilities</b>                      | <b>16.1</b>        | <b>14.3</b>        | <b>12.6</b>     |
| <b>Total Assets</b>                                 | <b>227.1</b>       | <b>219.9</b>       | <b>3.3</b>      |
| <b>Total Liabilities</b>                            | <b>150.6</b>       | <b>133.5</b>       | <b>12.8</b>     |
| <b>Shareholders' Equity</b>                         | <b>76.4</b>        | <b>86.4</b>        | <b>(11.6)</b>   |

# KEY INDICATORS

|                                    | 30 Sep 2015 | 31 Dec 2014 | change         |
|------------------------------------|-------------|-------------|----------------|
| <b>Debtors (S\$'m)</b>             | <b>71.2</b> | <b>65.2</b> | <b>9.2%</b>    |
| <b>Debtor Turnover (Days)</b>      | <b>70</b>   | <b>69</b>   | <b>1 Days</b>  |
| <b>Creditors (S\$'m)</b>           | <b>63.3</b> | <b>54.2</b> | <b>16.8%</b>   |
| <b>Creditor Turnover (Days)</b>    | <b>78</b>   | <b>58</b>   | <b>20 Days</b> |
| <b>Inventory (S\$'m)</b>           | <b>40.6</b> | <b>48.4</b> | <b>(16.1%)</b> |
| <b>Inventory Turnover (Days)</b>   | <b>61</b>   | <b>59</b>   | <b>2 Days</b>  |
| <b>Capital Expenditure (S\$'m)</b> | <b>6.5</b>  | <b>17.0</b> | <b>(61.8%)</b> |
| <b>Current Ratio (x)</b>           | <b>1.23</b> | <b>1.20</b> | <b>2.5%</b>    |
| <b>Quick Ratio (x)</b>             | <b>0.9</b>  | <b>0.8</b>  | <b>12.5%</b>   |
| <b>Gearing Ratio (x)</b>           | <b>0.6</b>  | <b>0.6</b>  | <b>-</b>       |

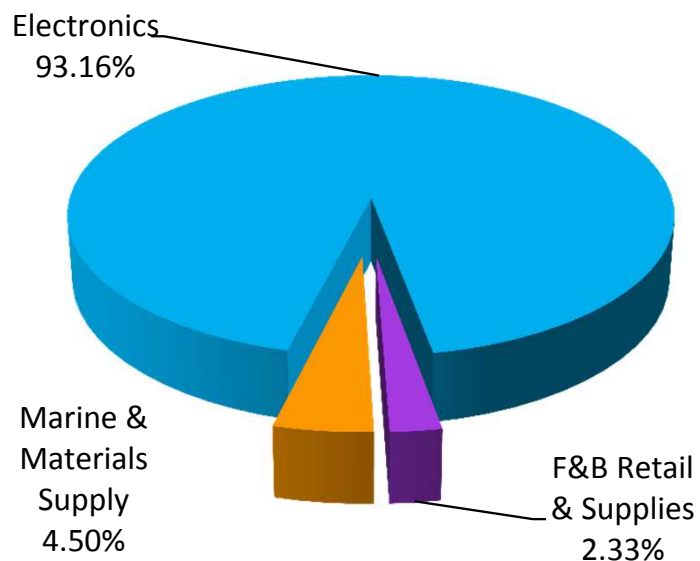
# OPERATING CASH FLOW SUMMARY

| <b>S\$'m</b>                                                   | <b>9M 2015</b> | <b>9M 2014</b> | <b>% change</b> |
|----------------------------------------------------------------|----------------|----------------|-----------------|
| <b>Profit before Income Tax</b>                                | <b>(6.8)</b>   | <b>6.5</b>     | <b>n.m.</b>     |
| <b>Depreciation &amp; Amortisation</b>                         | <b>9.0</b>     | <b>6.3</b>     | <b>42.9</b>     |
| <b>Other Non Cash-Flow Adjustments</b>                         | <b>9.2</b>     | <b>0.4</b>     | <b>n.m.</b>     |
| <b>Operating Cash Flows before Movement in Working Capital</b> | <b>11.4</b>    | <b>13.2</b>    | <b>(13.6)</b>   |
| <b>Changes in Working Capital</b>                              | <b>7.1</b>     | <b>(10.6)</b>  | <b>n.m.</b>     |
| <b>Interest &amp; Income Tax Paid</b>                          | <b>(1.9)</b>   | <b>(1.4)</b>   | <b>35.7</b>     |
| <b>Net Cash from Operating Activities</b>                      | <b>16.5</b>    | <b>1.2</b>     | <b>n.m.</b>     |

n.m. - not meaningful

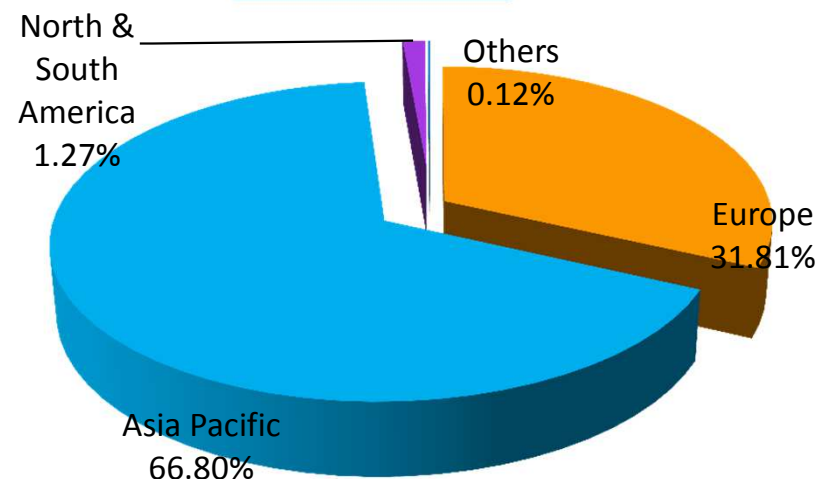
# 9M2015 TURNOVER

## By Business Segment



| Business Segment          | S\$'m | %     |
|---------------------------|-------|-------|
| Electronics               | 227.6 | 93.2  |
| Marine & Materials Supply | 11.0  | 4.5   |
| F&B Retail & Supplies     | 5.7   | 2.3   |
| Total                     | 244.3 | 100.0 |

## By Region



| Region                | S\$'m | %     |
|-----------------------|-------|-------|
| Asia Pacific          | 163.2 | 66.8  |
| Europe                | 77.7  | 31.8  |
| North & South America | 3.1   | 1.3   |
| Others                | 0.3   | 0.1   |
| Total                 | 244.3 | 100.0 |



# Aztech

ELECTRONICS

## Operational Update

- Electronics Sales in 9months :- \$227.6M
- Expanded range of Aztech HOME products with Infra-Red Cooker and 16" Standing Fans etc.
- Introduced networking products – Aztech WIPC410HD Enhanced IP Camera etc.

## Moving Forward

- Continue to promote Aztech as the leading broadband and networking brand
- Continue to innovate on faster speed Wireless Fibre Gateway
- Expand Aztech HOME range of home appliances

# AZTECH NETWORKING PRODUCTS

## Powerline Networking

1200  
Mbps



**HL129EP**  
HomePlug AV2  
1200Mbps Gigabit  
Ethernet Adapter with  
Smart Link

600  
Mbps



**HL119EP**  
HomePlug AV2 600Mbps  
Gigabit Ethernet  
Adapter with Smart Link

500  
Mbps



**HL115EP**  
HomePlug AV  
500Mbps  
Gigabit Ethernet  
Adapter with AC  
Pass Through



**HL125G**  
HomePlug AV  
500Mbps  
4-port Gigabit  
Switch



**HL117EP**  
HomePlug AV  
500Mbps Ethernet  
Adapter with AC  
Pass Through



**HL117E**  
HomePlug  
AV 500Mbps  
Fast Ethernet  
Adapter

200  
Mbps



**HL113EP**  
HomePlug AV  
200Mbps Ethernet  
Adapter with  
AC Pass Through



**HL113E**  
HomePlug AV  
200Mbps Mini  
Ethernet Adapter

Wireless



**HL129EW**  
HomePlug AV  
1200Mbps with  
1200Mbps  
Wireless-AC Wi-Fi  
Extender



**HL117EW**  
HomePlug AV  
500Mbps with  
300Mbps Dual-band  
Wi-Fi Extender



**HL110EW**  
HomePlug AV  
200Mbps  
With 300Mbps  
Wi-Fi Extender



**HL113EW**  
HomePlug AV  
200Mbps with  
150Mbps Wi-Fi  
Extender

# AZTECH NETWORKING PRODUCTS

## Repeater (Wireless)

300  
Mbps



### **WL590E**

Aztech Wall-Plugged 750Mbps Dual Band Concurrent Wireless-AC Repeater



### **WL580E**

Dual Band 300Mbps Wireless-N Extender



### **WL559E**

Wall-Plugged 300Mbps Wireless-N Range Extender

300  
Mbps



### **WL576E**

Wall-plugged 300Mbps High-Speed Wireless-N Access Point

## IP Camera (Wired/Wireless)

1.3  
MP



### **WIPC410HD**

Enhanced HD Wireless-N IP Camera with Pan/Tilt

1.0  
MP



### **WIPC409E HD**

HD Wireless -N IP Camera with Pan/Tilt

## IP Camera (HomePlug)

0.3  
MP



### **HIPC700**

HomePlug IP Camera

# AZTECH NETWORKING PRODUCTS

## Fibre Gateway



### **FG7008GR(AC)**

Dual Band Wireless-AC  
2400Mbps MU-MIMO  
Gigabit Router



### **FG8800GR**

4-Port Gigabit Dual-  
Frequency Wireless-N  
Fibre Gateway



### **FG7003GRV**

4-Port Gigabit Dual-  
Frequency Wireless-  
AC Fibre Gateway  
with Voice Over IP

## ADSL / VDSL

### **DSL5028EN(1T1R)**

4-Port ADSL2/2+  
150Mbps Wireless-N  
Modem Router with  
USB Host



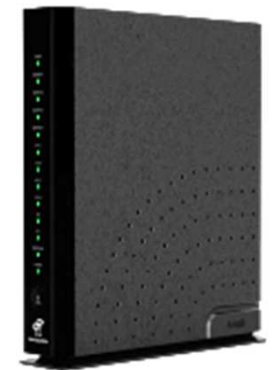
### **DSL5028EN(2T2R)**

4-Port ADSL2/2+ 300Mbps  
Wireless-N Modem  
Router with USB host



### **VDSL5038GRV**

4-Port VDSL2 300Mbps  
Wireless-N Gateway with  
USB 2.0 Host



# AZTECH HOME APPLIANCES



Home  
@  
Living

Home  
Appliances

Simplify Your Life  
[aztech.com](http://aztech.com)

# AZ e-lite

LED LIGHTING



# AZ e-lite LED LIGHTING BUSINESS

## Operational Update

- New initiative in LED lighting through collaborative joint development programme
- Expanded factory capacity in China to cater for manufacturing of LED lighting
- New products – DBL200 table lamp with wireless Qi compatible charging base.



## Moving Forward

- Expand product offerings for retail market, zigbee downlight, 2-in-1 night light and torchlight and Smart lighting technologies.
- Continue to expand sales efforts in retail and project sales in Singapore.

# AZ e-lite LED LIGHTING BUSINESS



AZEL MONO LED LAMP

**AZEL**<sup>TM</sup>  
by AZ e-lite



Black



Blue



Red



White



Yellow

## ENTER A NEW ERA OF ILLUMINATION



AZEL MOON Nite Lite



**Aztech**

# LED LIGHTING PRODUCTS



**AZCESS LF Batten Fitting**



**AZCESS LFE Batten Fitting**



**AZPAND LFC T5 Fitting**



**AZCEL LT8 series LED Tubes**



# LED LIGHTING PRODUCTS



**AZPRESS LCR LED Ceiling Light / AZPLORE LBHR LED Bulkhead**



**AZSENCE LDR / LDS / LDRA / LDSA LED Downlights**



# AZ e-lite LED LIGHTING BUSINESS

## AZSENCE

by AZ e-lite



## THE AMBIENCE YOU DESIRE

*ZDR series*  
4-inch Zigbee LED Downlight



# MARINE & MATERIALS SUPPLY

**Az Marine** **Az United**

# MARINE & MATERIALS SUPPLY BUSINESS

## Operational Update

- Contributed \$11.0 M to Group Turnover for 9months 2015
- Completion of infrastructure materials project
- Major sand importer with multiple sourcing capabilities, supported by sizable fleet of marine vessels

## Moving Forward

- Continue to explore new business opportunities and expand service offerings
- Provide full-fledged marine transportation & offshore services



# MARINE & MATERIALS SUPPLY BUSINESS

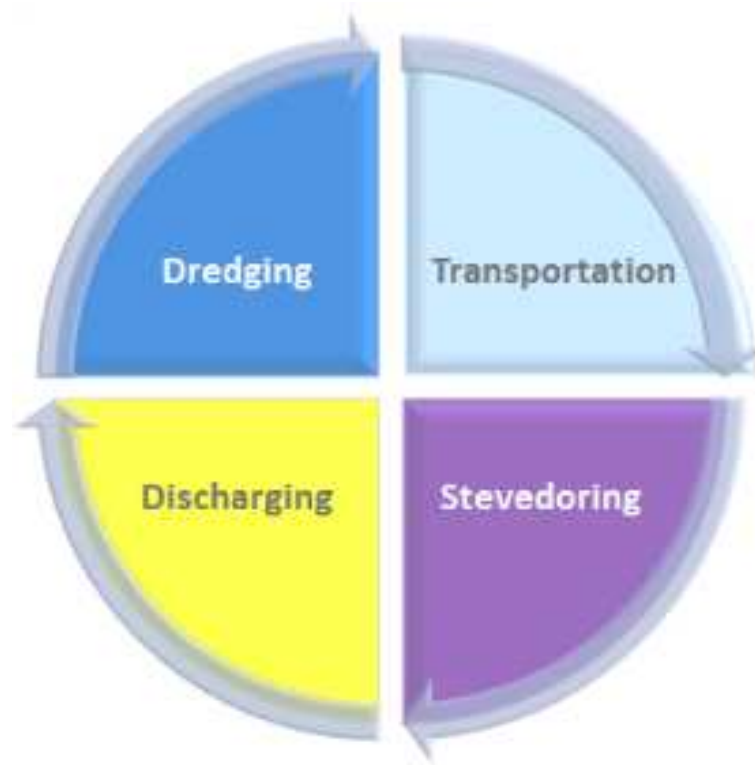
## Services

- One-stop centre with vertically integrated system
- Bulk import of construction materials
- Bulk sand supply to reclamation projects
- Material supply chain management
- Comprehensive maritime logistics and husbanding support
- Ship repair and maintenance
- Customised fabrication works for oil & gas and offshore sector
- Provision of tugs and barges



# MARINE & MATERIALS SUPPLY BUSINESS

## Supply Chain Management



# MARINE & MATERIALS SUPPLY BUSINESS

## Marine Fleet

### 11 Tugboats

- Az Rose
- Az Sakura
- Az Orchid
- Az Lily
- Az Sunflower
- Az Tulip
- Az Peony
- Az Lavender
- Az Carnation
- Az Iris
- Az Marigold

### 7 Barges

- Az Guangzhou
- Az Tianjin
- Az Dalian
- Az Shanghai
- Az Changi 9
- Az Nusa 14
- Az CHT

### 2 Conveyor Barges

- Aiden
- Biden

### 2 Mooring Boats

- Az Xavier
- Az Zoey

### 1 Launch Boat

- Ciden

### 3 Ferry Boats

- Az Jupiter
- Az Mars
- Az Pluto



AZ Tug



AZ Barge



AZ Conveyor Barge



# Shiro

FOOD AND SUPPLY

**Shiro**  
simply delectable

# F&B RETAIL & SUPPLIES

## Operational Update

- Purveyor of premium frozen food products and wine
- Distribution for brands such as Gourmet Chef Packers, Aux Champs d'Élisé and Junta
- Set up Shiro Kitchen to expand into catering business
- Obtained Halal certification

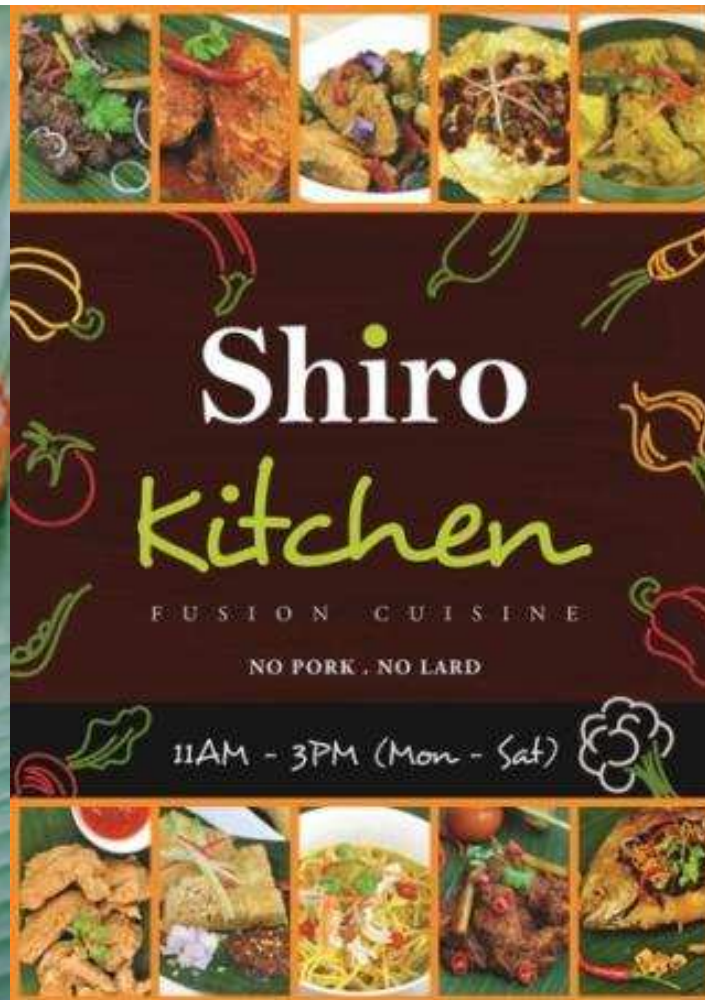
## Moving Forward

- Continue to widen product offerings and distribution services
- Focus on promoting product range to food services and retail market in Singapore
- Together with Kay Lee, to expand and drive revenue growth for the Group's F&B Division



# SHIRO KITCHEN

## Fusion Cuisine



# F&B RETAIL & SUPPLIES

## Distributor of Premium Food Products



**F&B  
RETAIL & SUPPLY**



## Operational Update

- Five outlets at Upper Paya Lebar, Suntec City, Ubi, Tanjong Katong and Singtel Comcenter.
- Offers a variety of roast meat and other food items (soup, noodles, congee, breakfast, dim sum, finger food etc)
- Central Kitchen in Senoko for roast meat preparation – ensures food hygiene, quality and enhances productivity

## Moving Forward

- Continue to expand outlet presence in strategic location in Singapore
- Focus on enhancing Kay Lee brand name

# KAY LEE OUTLETS

## Upper Paya Lebar

125 Upper Paya Lebar Road  
Singapore 534838



Kay Lee Upper Paya Lebar

## Suntec City

3 Temasek Boulevard, #02-609/610  
Singapore 038983



Kay Lee Suntec

## Ubi

31 Ubi Road 1, #01-06  
Singapore 408694



Kay Lee Ubi

## Tanjong Katong

283 Tanjong Katong Road  
Singapore 437066

## Comcenter

31 Exeter Road, #B1-03  
Singapore 239732

## Central Kitchen

1 Senoko Avenue, #03-06/07,  
FoodAxis, Singapore 758297

# KAY LEE FOOD ITEMS

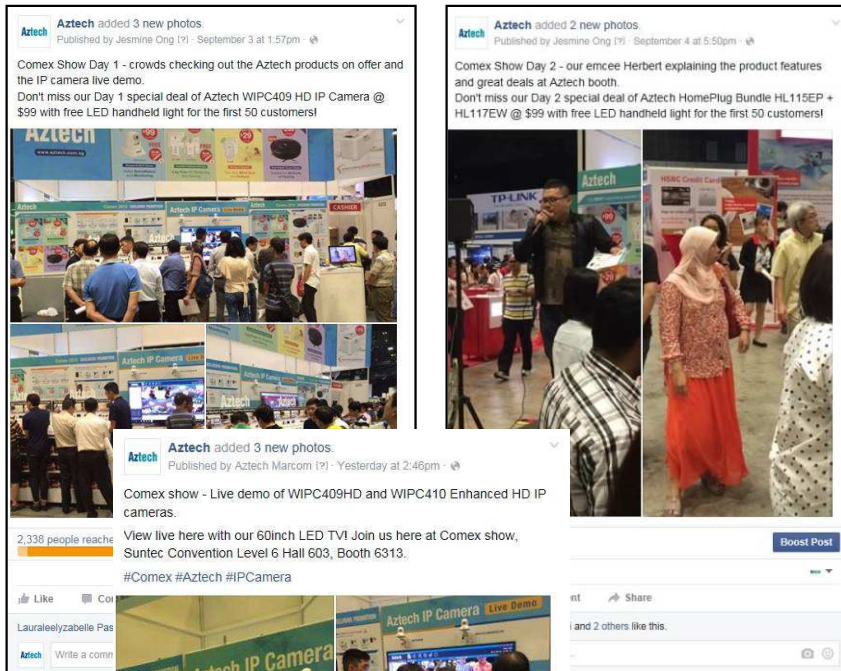


# KAY LEE CENTRAL KITCHEN



# EVENTS & EXHIBITIONS

## Comex Show 2015



## Aztech Warehouse Sales



# CSR ACTIVITIES

## Walk for Our Children 2015 – Sept 2015



# DISCLAIMER

*This presentation should be read in conjunction with Aztech Group's Results for the period ended 30 September 2015 in the SGXNET announcement.*

*This presentation may contain certain forward-looking statements which are based on Aztech Group's current views, intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside Aztech Group's control and that could cause actual results, performance or achievements for the Group to differ materially from such statements. Such risks and uncertainties include industry and economic conditions, competition, and legal, governmental and regulatory changes.*

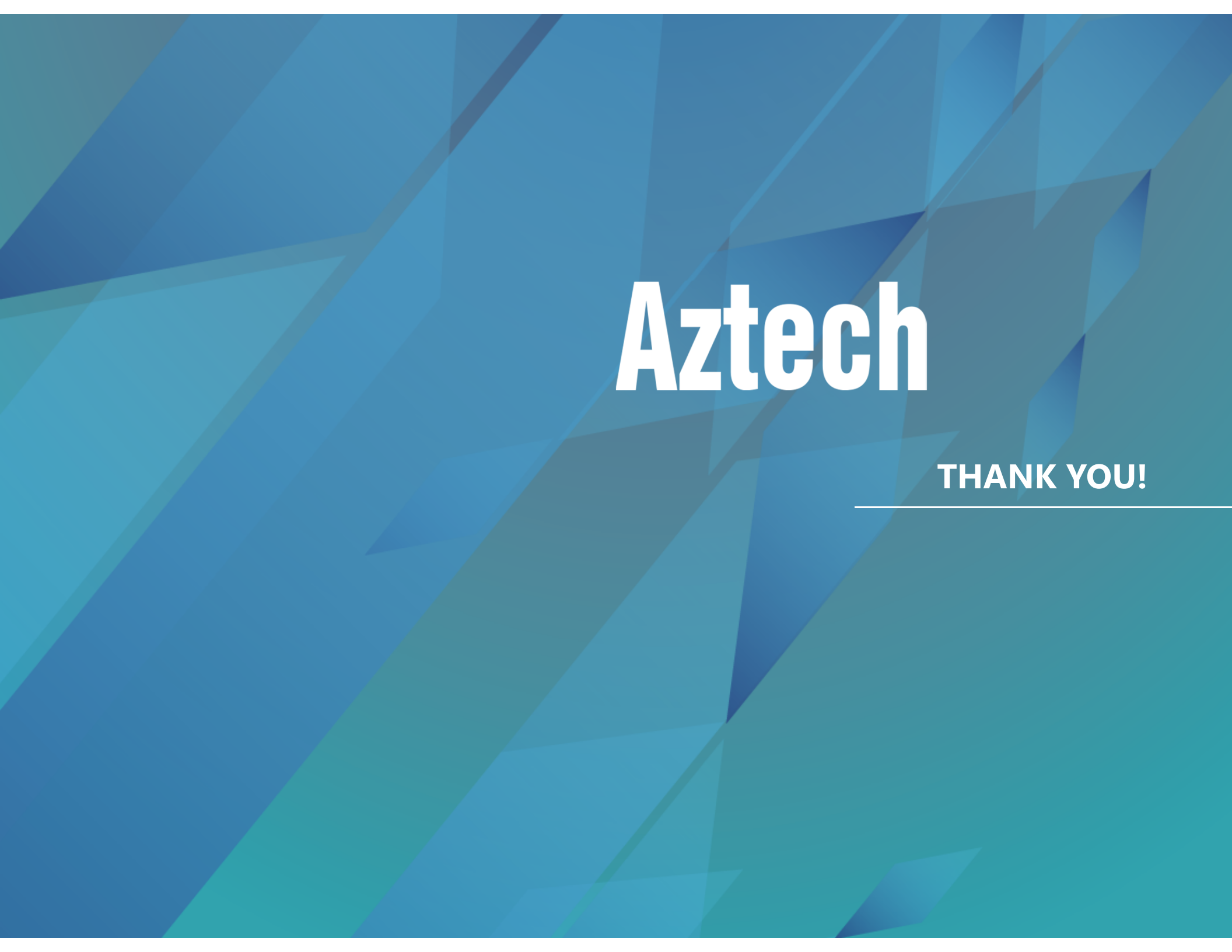
*Consequently, readers are cautioned not to place undue reliance on any forward-looking statements.*

**For more information, please visit [www.aztech-group.com](http://www.aztech-group.com)**

**Corporate Communications:**

**Desmond Low, email to [desmond.low@aztech.com](mailto:desmond.low@aztech.com)**

**DID: +65 65942279**

The background is an abstract composition of various shades of blue and teal, featuring sharp, angular geometric shapes and lines that create a sense of depth and movement.

# Aztech

**THANK YOU!**

---