

3QFY16 Results PresentationFor Financial Period Ended 31 March 2016

12 May 2016





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9M FY16 Highlights

Key Financial Highlights	9M FY16	9M FY15
Revenue (\$ million)	88.5	85.1
NPATNCI (\$ million)	5.8	4.7
NPATNCI exclude Specific items (refer to slide 7 for details of Specific Items or SI) (\$ million)	4.3	5.0
Basic & Diluted EPS (cents)	3.45	2.83
NAV per share (cents)	73.61	72.84
Current ratio (times)	3.1	2.6
Debt / equity ratio (%)	4%	7%

- Revenue improved by 4% helped largely by the strong revenue from Probe Card solutions (PCS) in Q3 partially offset by 8% decrease in revenue from Distribution and Services solutions (DSS).
- 9MFY16 NPATNCI was at \$5.8 million, an improvement of 23% from the same period a year ago.



9M FY2016 Financial Performance



ellipsiz 9M FY16 Results Summary

Results highlights		Year on Year		
S\$'million	9M FY16	9M FY15	Change	
Revenue	88.5	85.1	4%	
Gross Profit	30.6	30.5	0%	
Gross Profit Margin	35%	36%	(1 ppt)	
Net Profit after Tax & NCI	5.8	4.7	23%	
Net Profit after Tax & NCI Margin	7%	6%	1 ppt	
Basic EPS (cts)	3.45	2.83	22%	
Diluted EPS (cts)	3.45	2.83	22%	
Shareholders' equity	123.0	120.8	2%	
NAV per share (cts)	73.61	72.84	1%	

[#] Earnings per ordinary share and Net Asset Value per share for the corresponding periods were adjusted retrospectively as a result of the share consolidation exercise completed on 30 October 2015.

^{*}Included in the net profits for 9M FY16 and 9M FY15 were some Specific Items (SI). Please refer to slide 7 for details.



9M FY16 Results Summary

Deculte biobliobte		Year on Year		
Results highlights S\$'million	9M FY16 (excl SI)	9M FY15 (excl SI)	Change	
Revenue	88.5	85.1	4%	
Gross Profit	30.6	30.5	0%	
Gross Profit Margin	35%	36%	(1 ppt)	
Net Profit after Tax & NCI	4.4	5.0	(14%)	
Net Profit after Tax & NCI Margin	5%	6%	(1 ppt)	
Basic EPS (cts)	2.57	3.03	(15%)	
Diluted EPS (cts)	2.57	3.03	(15%)	
Shareholders' equity	123.0	120.8	2%	
NAV per share (cts)	73.61	72.84	1%	

[#] Earnings per ordinary share and Net Asset Value per share for the corresponding periods were adjusted retrospectively as a result of the share consolidation exercise completed on 30 October 2015.

^{*}Specific Items (SI) were listed in slide 7.



ellipsiz 9M FY16 Results Summary

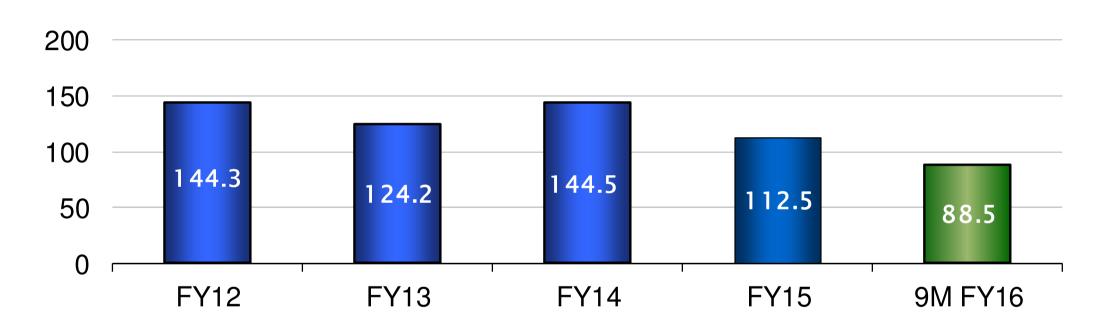
Specific Items (S\$ million)	9M FY16	9M FY15
Recovery from bad debts	(1.4)	-
Taxation on bad debts recovered	0.2	-
Dividend income from financial assets ⁽¹⁾	(0.6)	-
Impairment of investment on other financial assets	0.4	-
Loss on disposal of investment in an associate	-	0.3
Total	(1.4)	0.3

⁽¹⁾ One of the quoted shares that the Company invested in, had delisted its shares in the financial quarter and proceeded with the voluntary liquidation process. The income received was the first dividend distribution during the liquidation process.



Revenue Trends

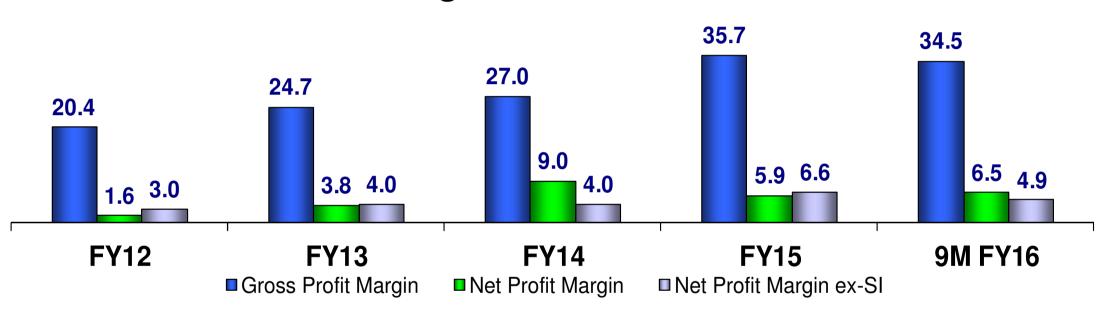
Revenue (S\$m)





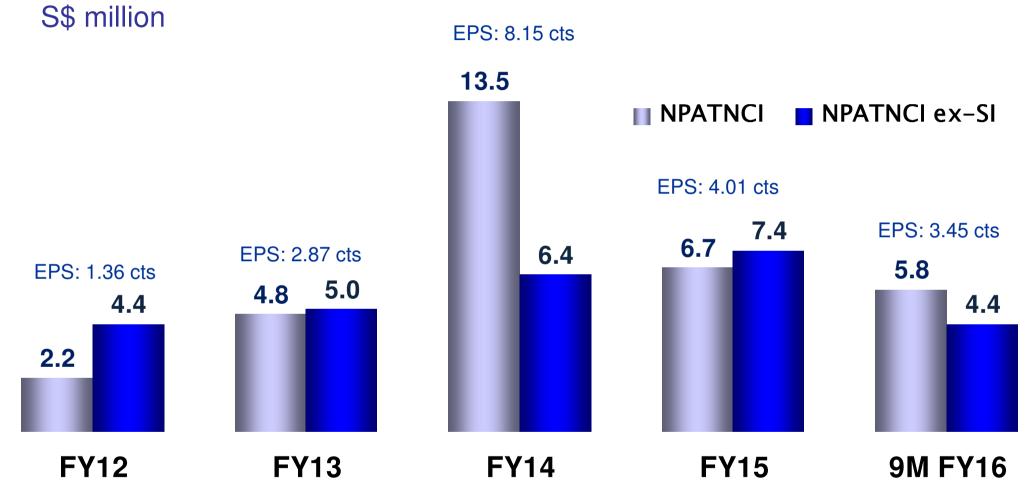
Margin Trends

Margin as % of Revenue





NPATNCI Trends

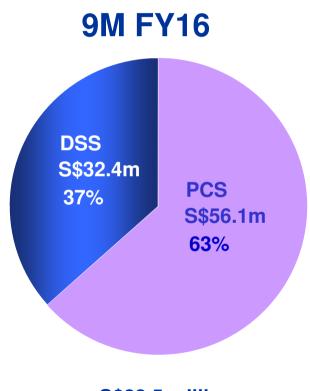


^{* 9}M FY16 & FY15 EPS based on weighted average of approximately 167 million and 166 million shares, respectively.



Revenue Mix

Revenue (S\$m)

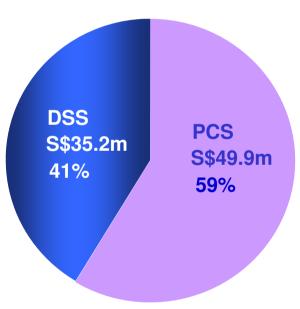


S\$88.5 million

DSS: Distribution and Services solutions

PCS: Probe Card solutions





S\$85.1 million



Segment Performance

		Year on Year			
Revenue (S\$m)	9M FY16	9M FY15	Change		
Probe Card solutions	56.1	49.9	12%		
Distribution & Services solutions	32.4	35.2	(8%)		
Total	88.5	85.1	(4%)		



3QFY2016Financial Performance



3QFY16 Results Summary

Results highlights		Year on Year		Seque	ential
S\$'million	3QFY16	3QFY15	Change	2QFY16	Change
Revenue	30.9	25.6	21%	32.3	(4%)
Gross Profit	11.2	9.5	18%	10.5	7%
Gross Profit Margin	36%	37%	(1 ppt)	33%	3 ppts
Net Profit after Tax & NCI	2.2	1.2	78%	1.3	68%
Net Profit after Tax & NCI Margin	7%	5%	2 ppts	4%	3 ppts
Basic EPS (cts)	1.32	0.74	78%	0.78	69%
Diluted EPS (cts)	1.32	0.74	78%	0.78	69%
Shareholders' equity	123.0	120.8	2%	124.1	(1%)
NAV per share (cts)	73.61	72.84	1%	74.26	(1%)

[#] Earnings per ordinary share and Net Asset Value per share for the corresponding periods were adjusted retrospectively as a result of the share consolidation exercise completed on 30 October 2015.

^{*}Included in the net profits for 3QFY16, 3QFY15 and 2QFY16 were some Specific Items (SI). Please refer to slide 16 for details.



3QFY16 Results Summary

Deculte biobliobte		Year on Year		Sequential	
Results highlights S\$'million	3QFY16	3QFY15		2QFY16	
	(excl SI)	(excl SI)	Change	(excl SI)	Change
Revenue	30.9	25.6	21%	32.3	(4%)
Gross Profit	11.2	9.5	18%	10.5	7%
Gross Profit Margin	36%	37%	(1 ppt)	33%	3 ppts
Net Profit after Tax & NCI	1.6	1.2	26%	1.7	(9%)
Net Profit after Tax & NCI Margin	5%	5%	0 ppt	5%	(0 ppt)
Basic EPS (cts)	0.93	0.74	26%	1.02	(9%)
Diluted EPS (cts)	0.93	0.74	26%	1.02	(9%)
Shareholders' equity	123.0	120.8	2%	124.1	(1%)
NAV per share (cts)	73.61	72.84	1%	74.26	(1%)

[#] Earnings per ordinary share and Net Asset Value per share for the corresponding periods were adjusted retrospectively as a result of the share consolidation exercise completed on 30 October 2015.

Specific Items (SI) were listed in slide 16.



3QFY16 Results Summary

Specific Items (S\$ million)	3QFY16	3QFY15	2QFY16
Dividend income from financial assets ⁽¹⁾	(0.6)	-	-
Impairment of investment on other financial assets	-	-	0.4
Total	(0.6)	-	0.4

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⁽¹⁾ One of the quoted shares that the Company invested in, had delisted its shares in the financial quarter and proceeded with the voluntary liquidation process. The income received was the first dividend distribution during the liquidation process.



Segment Performance

		Year or	n Year	Sequential	
Revenue (S\$m)	3QFY16	3QFY15	Change	2QFY16	Change
Probe Card solutions	20.2	15.7	29%	19.7	2%
Distribution & Services solutions	10.7	9.9	8%	12.6	(15%)
Total	30.9	25.6	21%	32.3	(4%)

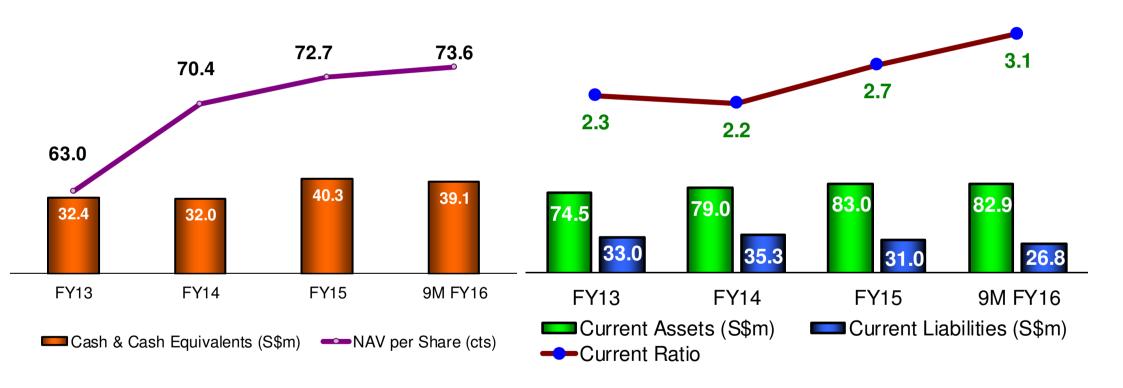


Balance Sheet Highlights



Balance Sheet Highlights

Maintaining healthy balance sheet

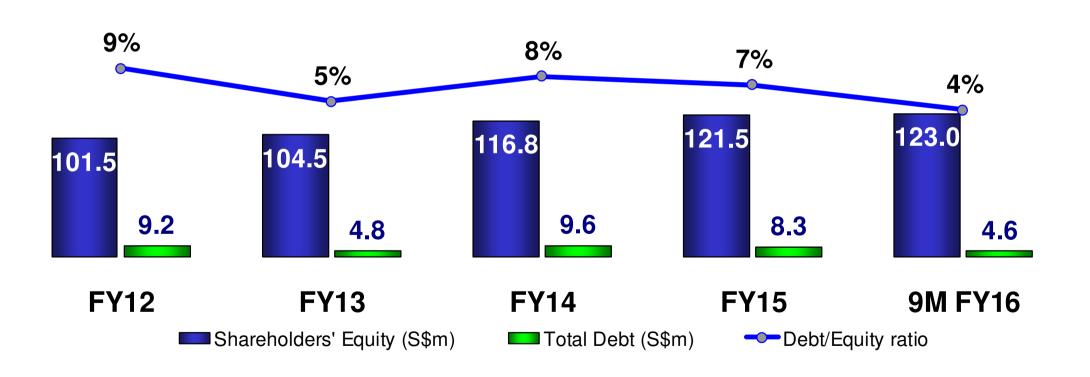


^{*} Net Asset Value per share for the corresponding periods were adjusted retrospectively as a result of the share consolidation exercise completed on 30 October 2015.



Balance Sheet Highlights

Debt to equity ratio

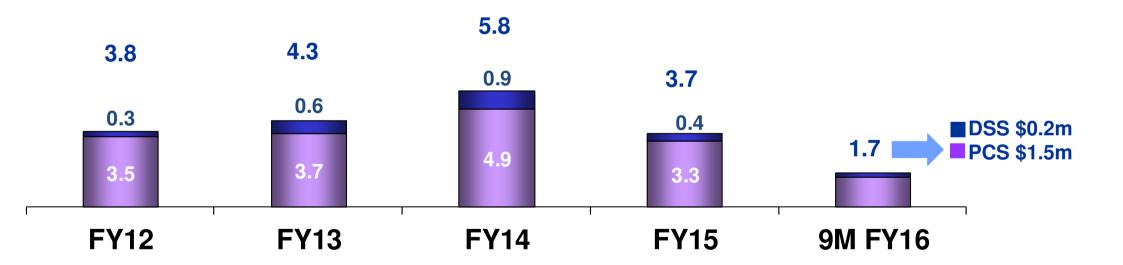




Capital Expenditure

Capital Expenditure (S\$m)

Distribution & Services SolutionsProbe Card Solutions





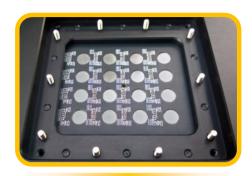
3QFY16
Business Updates
&
Outlook



3QFY16 Business Updates

Probe Card Solutions

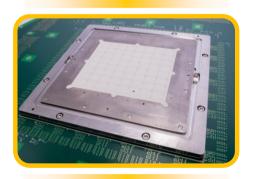
- Achieved 3Q revenues of approximately \$14.3M, a 2% increase when compared to 2Q.
- Bookings jumped in 3Q, with an increase of 38% QoQ.
- CMOS Image Sensor (CIS) orders continue to be strong, with revenues up 26% from 2Q.
- Advanced probe card revenues increased 9.6% over 2Q; driven by strong demand for vertical products using our MST space transformer technology.
 - Received a large order booking for TrioTM vertical products from a new customer, demonstrating the successful penetration of this product in the market.



CIS Probe Card



Trio™ Vertical with MST™



X64 DUT Large Array Advanced Trio™ Vertical



3QFY16 Business Updates

Distribution & Services Solutions

 3Q sales increased by 8% year-on-year but declined by 15% compared to 2Q. DSS accounted for about 35% of the Group's total revenue during 3Q.

- The decline in sequential quarters revenue of DSS was a result of a slowdown in equipment and tools sales.
- Continued with collaborative efforts across products, markets and business partners to grow recurring sales and seek new growth opportunities.

Consumable Specialties & Equipment/Tools Solutions



Industry Outlook

We are cautious of our business and financial prospects for the quarter ending on 30 June 2016.

- Global economic headwinds such as the slowdown in China and in developed countries to impact demand for PCs, smartphones and tablets, in turn, affect capital/equipment spending at our customers, hence, the demand for our products and services.
- Major industry players remain cautious and equipment spending at our customers is expected to be controlled and selective.
- End-market demand in major segments of data processing and consumer electronics remained anaemic.
- In view of the cautious business environment, we remains focused on scaling our success factors and pruning inefficiencies to sustain future growth.



Thank you! www.ellipsiz.com

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