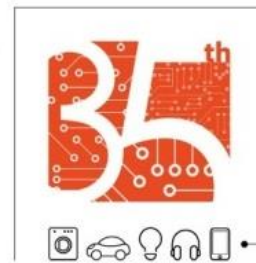


**WILLAS-ARRAY™**  
Willas-Array Electronics (Holdings) Limited  
威雅利電子(集團)有限公司



**Interim Results Briefing  
for the first 6 months  
ended 30 Sep 2017**

**Date: 16 Nov 2017**

# Contents



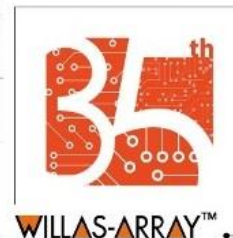
- Results Highlights
- Business Review & Corporate Update

**WILLAS-ARRAY™**  
Willas-Array Electronics (Holdings) Limited  
威雅利電子(集團)有限公司



# Results Highlights

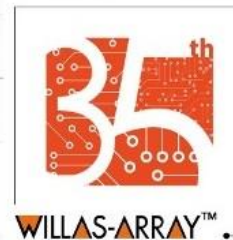
# Profit And Loss



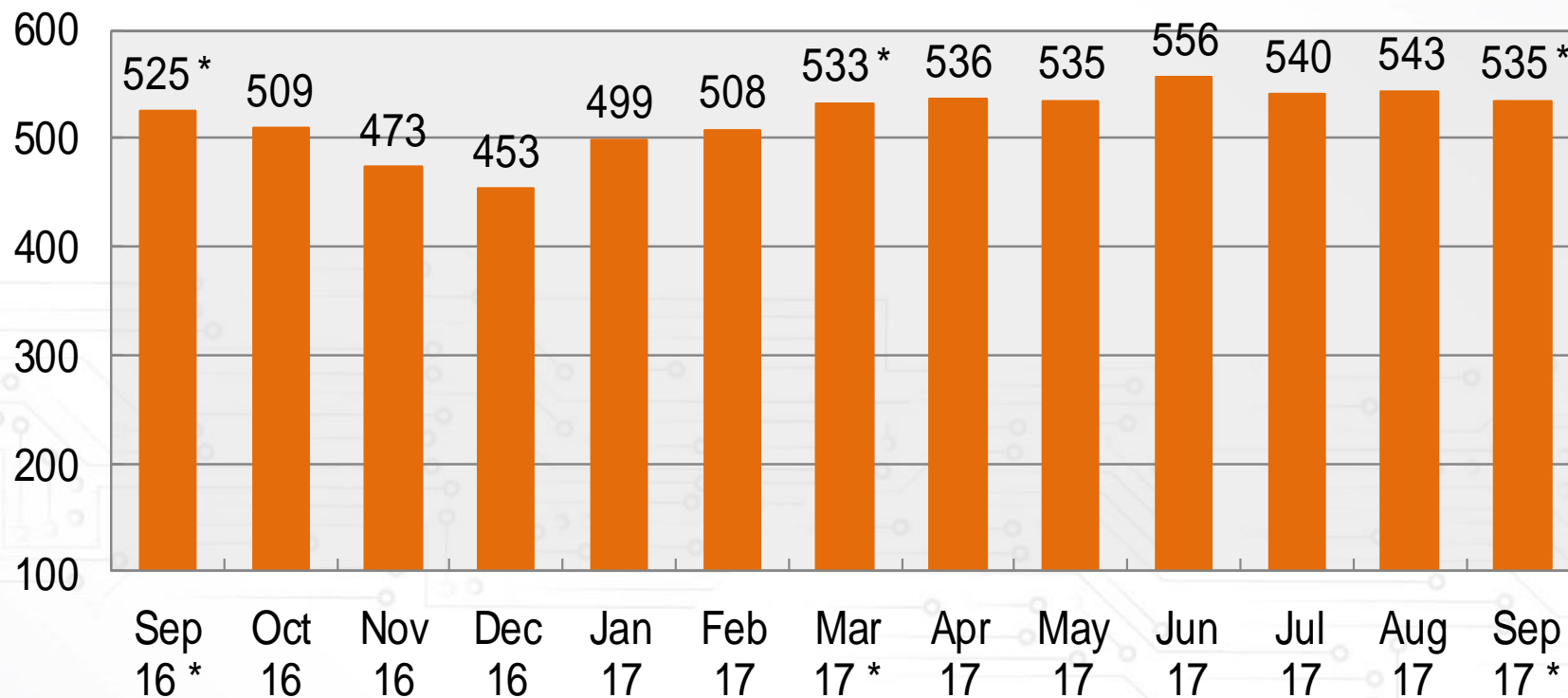
	1H FY 18 HK\$'M	1H FY 17 HK\$'M	Difference HK\$'M	% Change %
<b>Continuing operations</b>				
Turnover	2,354.8	2,069.9	284.9	13.8%
<b>EBITDA</b>	88.7	38.8	49.9	128.8%
Depreciation & Amortization	(5.4)	(6.3)	0.9	-14.7%
Finance costs	(13.9)	(11.6)	(2.3)	20.0%
<b>Profit before tax</b>	69.4	20.9	48.5	232.5%
Income tax expenses	(9.2)	(5.0)	(4.2)	85.9%
<b>Profit after tax from continuing operations</b>	60.2	15.9	44.3	278.3%
<b>Discontinued operations</b>				
Loss after tax from discontinued operations	–	(1.8)	1.8	NM
<b>Profit after tax</b>	60.2	14.1	46.1	327.9%
Non-controlling interests	–	0.5	(0.5)	NM
<b>Profit attributable to shareholders</b>	60.2	14.6	45.6	312.8%
EPS (HK cents)	79.21	19.30	59.91	310.4%

NM : Not meaningful

# Inventory Level



In HK\$'M

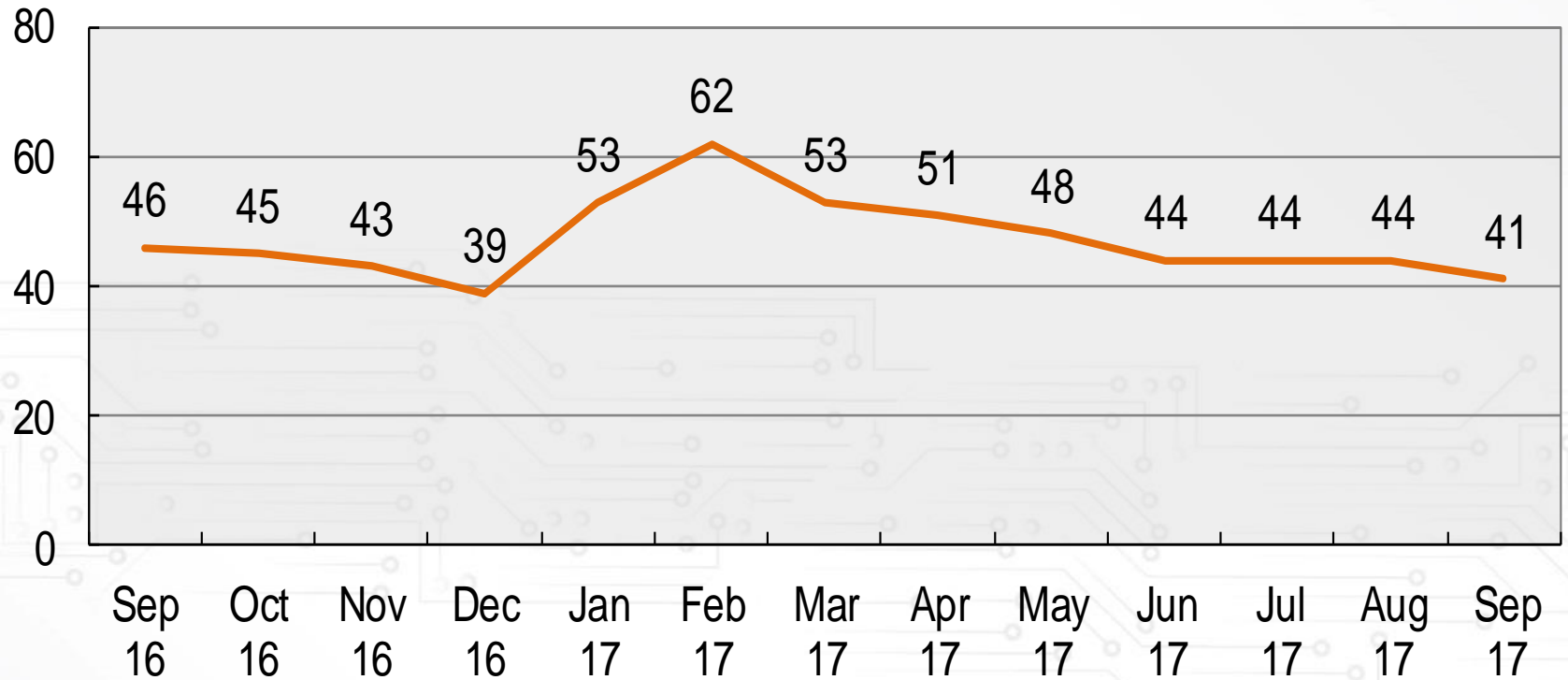


\* Excluding Goods-in-Transit

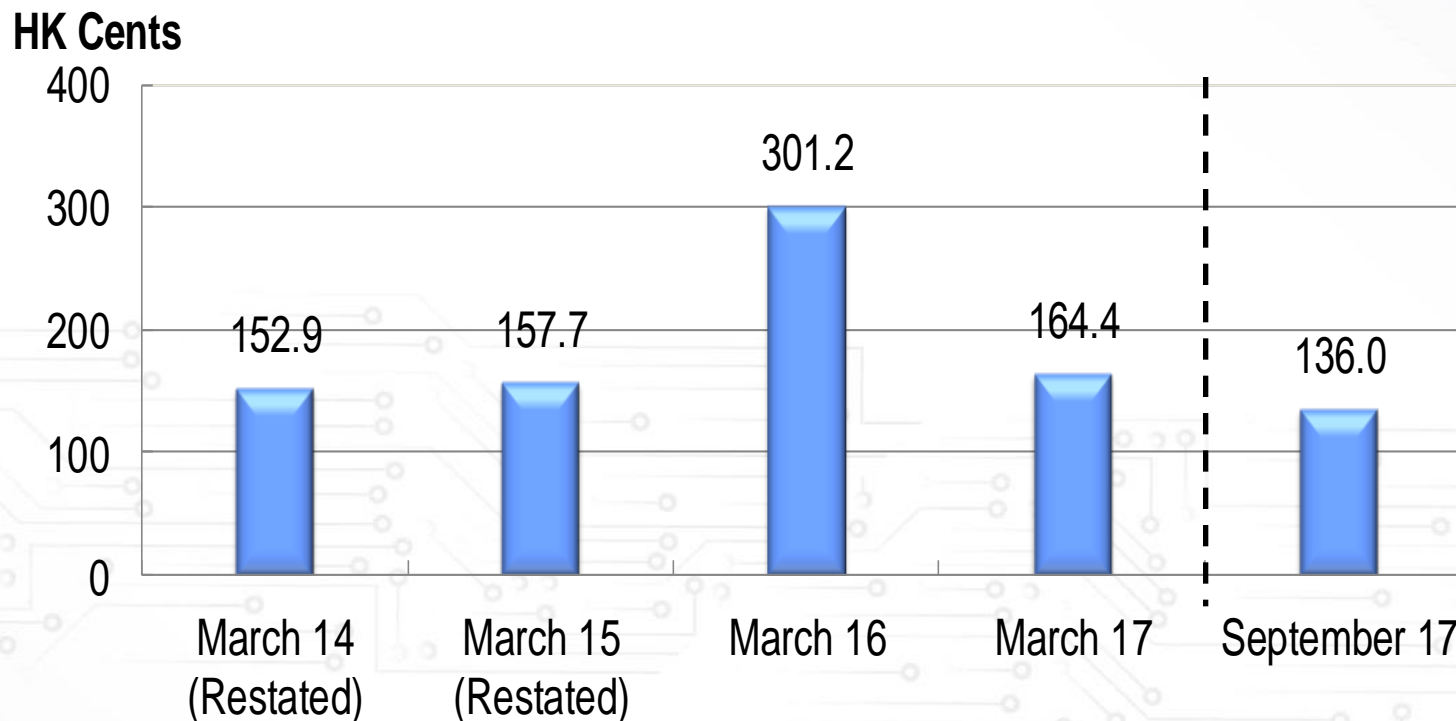
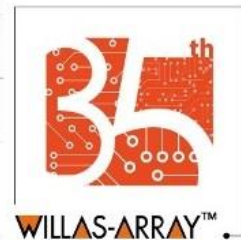
# Inventory Turnover Ratio



No. of days



# Net Cash Per Share



Net Cash: Cash and bank balances less bank borrowings

March 14 and March 15 figures are restated after taking the effect of 5-for-1 share consolidation effective on August 17, 2015.



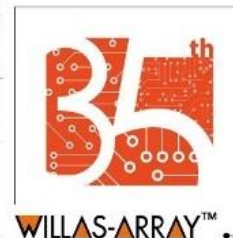
**WILLAS-ARRAY™**  
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威雅利電子(集團)有限公司



# Business Review & Corporate Update



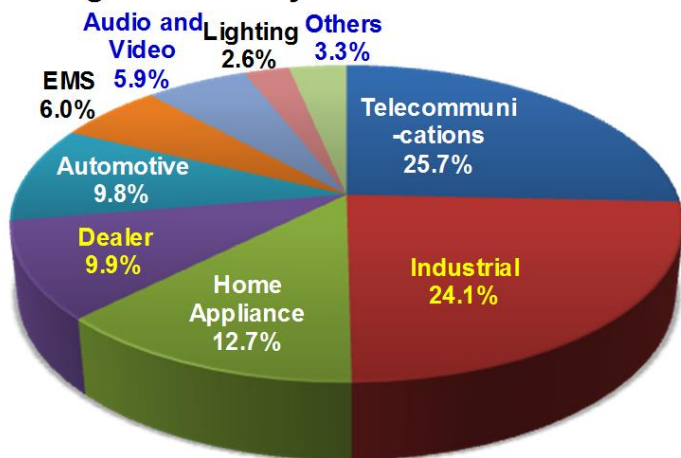
# Business Segment Review



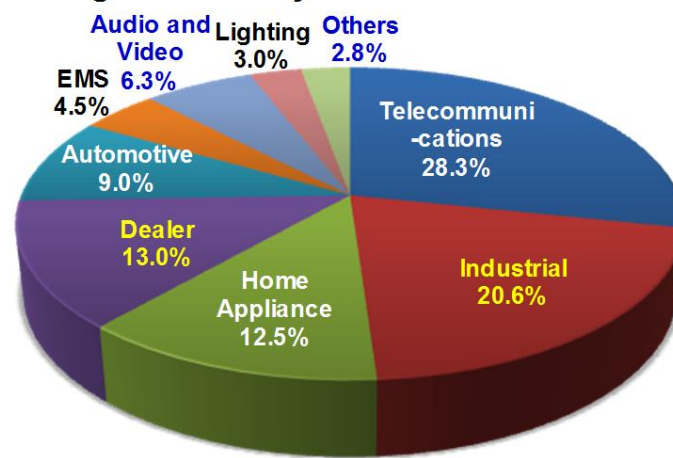
(in HK\$'000)

	1H FY2018		1H FY2017		Increase (Decrease)	
		%		%		%
<b>Turnover</b>						
Telecommunications	604,410	25.7%	586,061	28.3%	18,349	3.1%
Industrial	567,429	24.1%	426,648	20.6%	140,781	33.0%
Home Appliance	300,266	12.7%	258,848	12.5%	41,418	16.0%
Dealer	232,770	9.9%	269,925	13.0%	(37,155)	(13.8%)
Automotive	230,301	9.8%	185,143	9.0%	45,158	24.4%
EMS	140,824	6.0%	92,216	4.5%	48,608	52.7%
Audio and Video	140,468	5.9%	130,786	6.3%	9,682	7.4%
Lighting	61,126	2.6%	61,905	3.0%	(779)	(1.3%)
Others	77,158	3.3%	58,405	2.8%	18,753	32.1%
	<b>2,354,752</b>	<b>100.0%</b>	<b>2,069,937</b>	<b>100.0%</b>	<b>284,815</b>	<b>13.8%</b>

Segmental Analysis 1H FY2018



Segmental Analysis 1H FY2017



**WILLAS-ARRAY™**  
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# Corporate Update

# Milestones



2017

Established Product Technical Support & Services in major cities in China. Created a win-win situation with customer via innovative solutions

Listed on the Main Board of the Stock Exchange of Hong Kong

2013

Setup the headquarters offices of Southern and Northern China respectively in the company owned premises in Shenzhen and Shanghai.

2008-2010

Business expanded rapidly in the Greater China Area and established the Taiwan Office.

2005

Willas-Array established subsidiaries in Shanghai and Shenzhen. Also established a Bonded Warehouse in Waigaoqiao Free Trade Zone.

2002-2003

Listed on the Main Board of the Singapore Exchange. Willas-Array built the Application & Design Division in Hong Kong and China

2001

Group restructured and formed Willas-Array Electronics (Holdings) Limited. Hong Kong Corporate Headquarters focus to improve management efficiency. Business footprint extended to major cities in China.

1994-2000

Established Singapore office for Southeast-Asia market development

1993

Established Array Electronics (China) Limited for China market development

1990

Established Willas Company Limited and Array Electronics Limited, distributing reputable brands of electronic components

1981-1982

# 销售网络图

## Sales & Network Map

- ★ **Headquarters**
- **Sales Office: 11**
- ▲ **NAC Technical Support : 8**
- ▲ **SAC Technical Support : 2**





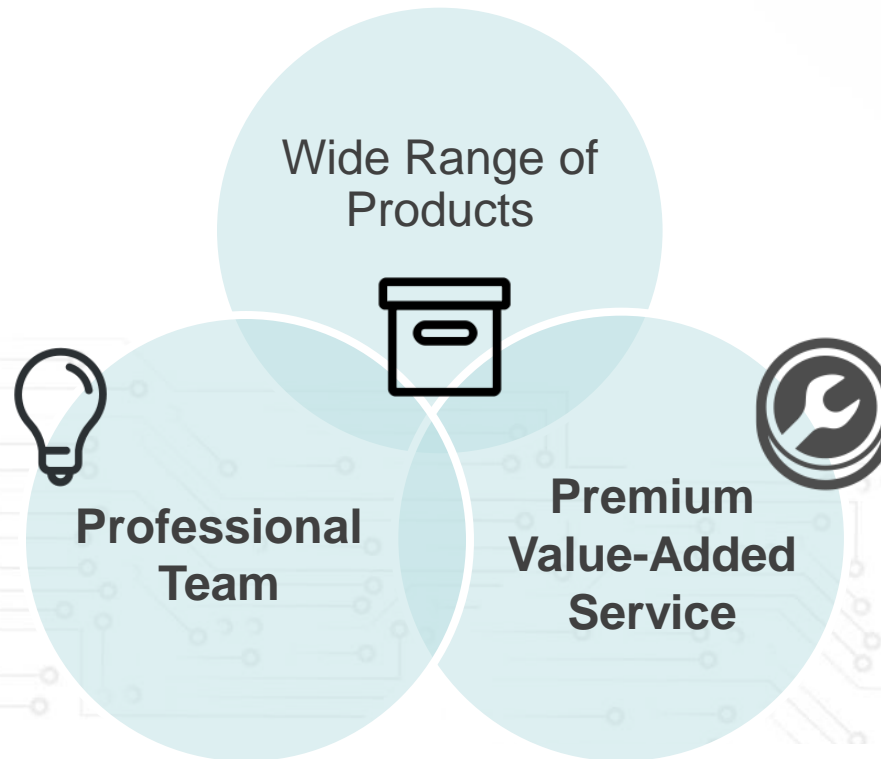
# Products and Services



## Suppliers



# Business Scope



## Our Vision 抱负

Convert Tomorrow's Innovation into Today's Opportunity  
创新潜能拓展未来 • 瞻望中华掌握先机

**WILLAS-ARRAY™**  
Willas-Array Electronics (Holdings) Limited  
威雅利電子(集團)有限公司



**Strengthen Our Position in  
China Distribution Market**



# Distribution Model



## Distributor

## Customers



- Coverage
- Connection
- Local Market Knowledge
- Product Bundle
- Technical Support
- Finance
- Logistic & IT
- Stock & Buffer

## Suppliers



# Distribution Model - Differentiate



**Distributor**

**Customers**

**Suppliers**



**Value-added Supply Chain**

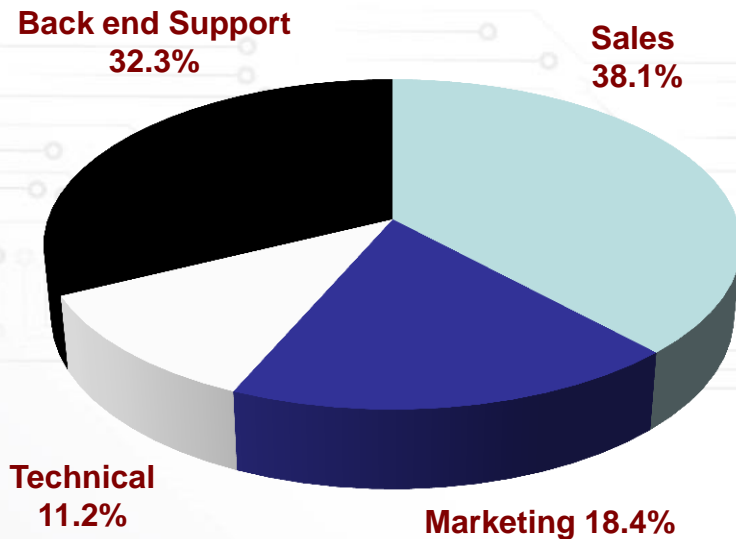


# Strengthen Our Position in China Distribution Market

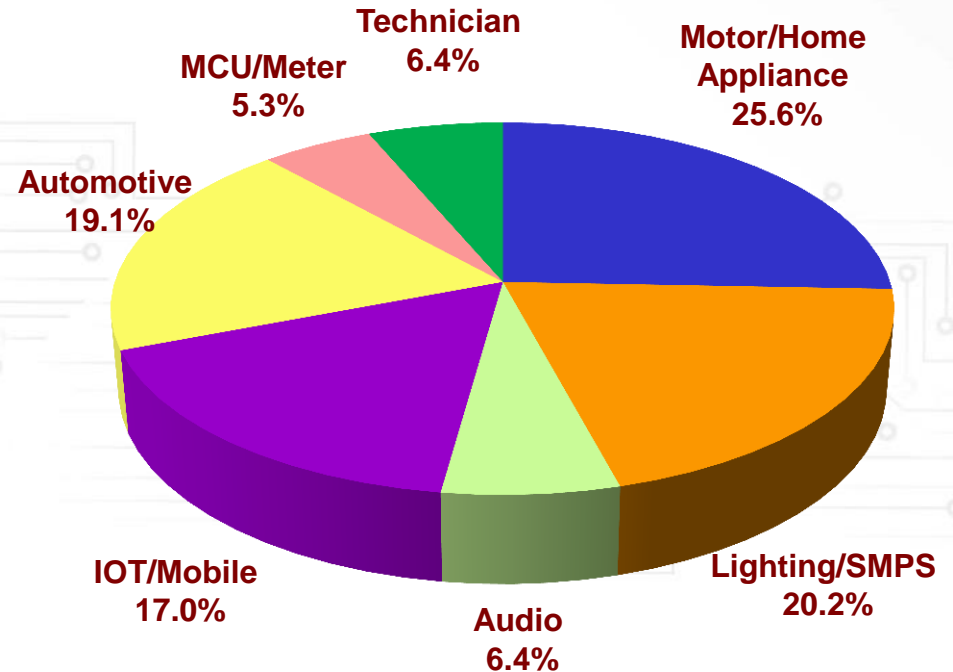


## 2. People

**Total Staff**



**Total Technical Staff**



**Focus on high value-added  
Mid – Long term project**



# Strengthen Our Position in China Distribution Market



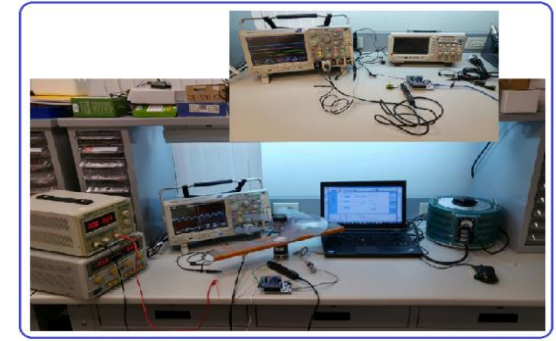
## 3. Engineering Facility



**Shenzhen Laboratory**



**Shanghai Laboratory**



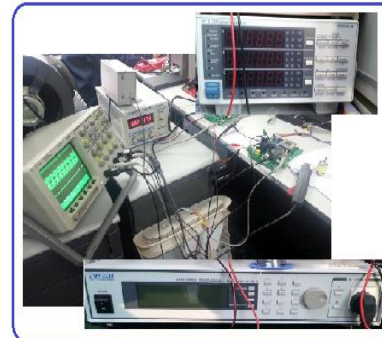
**Taiwan Laboratory**



**EMI Testing  
Equipment**



**Loading Machines  
And Analyzer**

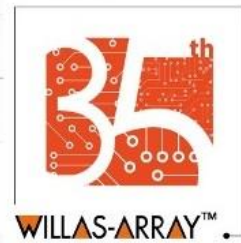


**High Volt. DC Power  
Supply Oscilloscope  
& Current Probe**



**Audio Testing Room  
& Equipment**

# Strengthen Our Position in China Distribution Market



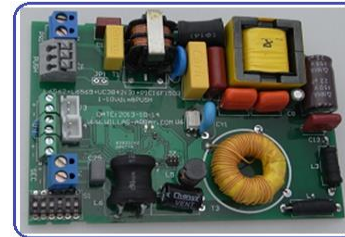
## 4. Production Ready Solution



**E Scooter**



**50W LED Driver**



**50W Multi-function LED Driver**



**Home Appliances**



**Consumer Products**



**Hi-end Audio**



**90W / 120W LED Driver**

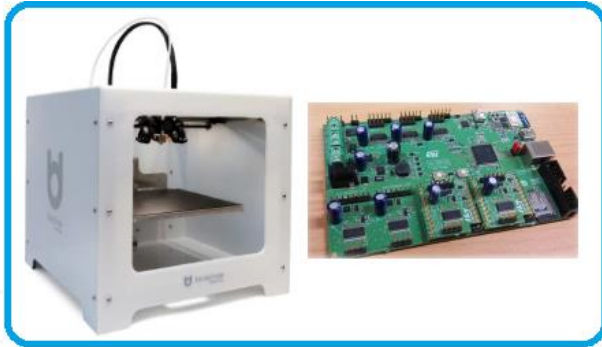


**Wireless Charging**

# Strengthen Our Position in China Distribution Market



## 4. Production Ready Solution



**3D Printing**



**EV Charger**



**Terminal SMPS**



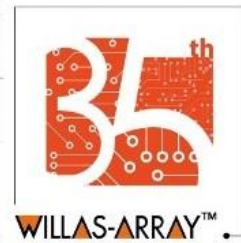
**Industrials**



**Industrial Pump**



# Strengthen Our Position in China Distribution Market

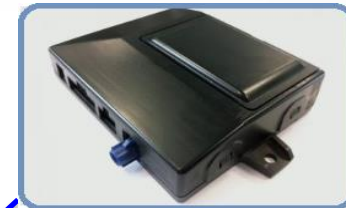


## 4. Production Ready Solution

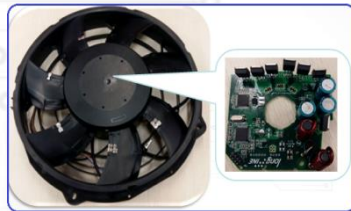
Infotainment



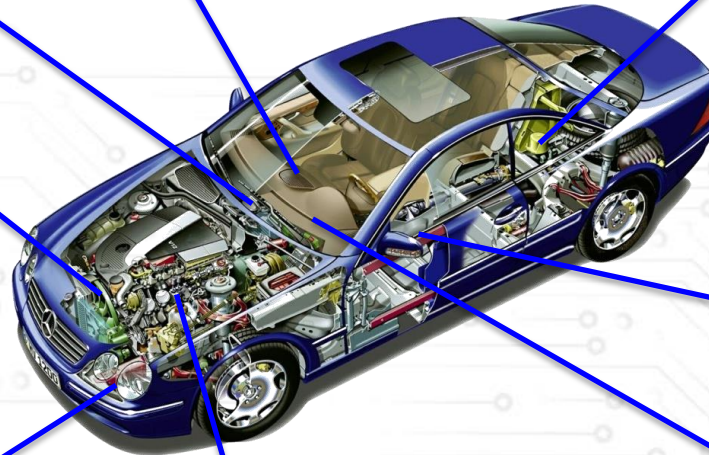
HVAC Stepper



T-Box



BLDC for Cooling Fan



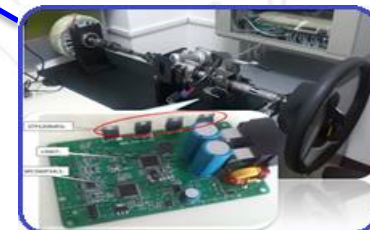
Side Rear View Mirror



LED Head Lamp



BLDC Water Pump



EPS

# Target



- Differentiate ourselves to be an Engineering Professional Distributor
- Raise our Value in the Supply Chain
- Develop High value-added business
- Improve the Investment Return for our Investors



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Creative Solutions 』

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**Thank You !**