



Hi-P INTERNATIONAL LIMITED

Bringing value to our customers through quality & technology

www.hi-p.com

3Q2017 Results Briefing

The Integrated

Electro-Mechanics

Solution Provider



3Q2017 Overview

Mr. Yao Hsiao Tung
Executive Chairman & CEO

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Key Financial Highlights



(S\$m)	3Q17	3Q16	YOY % Chg
Revenue	411.3	387.3	6.2
Gross Profit	68.1	54.6	24.7
Gross Profit Margin (%)	16.5	14.1	2.4 pts
Profit After Tax	38.4	30.7	24.9
Earnings per Share (Sing Cents)	4.76	3.76	26.6
Net Asset Value per Share (Sing Cents)	59.68	67.41	(11.5)

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Key Financial Highlights (YOY)



3Q2017 vs. 3Q2016

Gross profit margin expands 2.4 pts to 16.5% due to:

- Better capacity utilisation
- Manufacturing yield improvement
- Effective cost controls

Net profit increased 24.9% yoy to S\$38.4 million

Board of Directors recommends an interim dividend of 2.0 Sing cents (3Q2016: Interim dividend of 0.4 Sing cents)

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Capex Update



- ❑ For 3Q2017, CAPEX amounted to S\$4.6 million

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Net Cash Position



Category	30 Sep 17 S\$ m	31 Dec 16 S\$ m
Cash and Cash Equivalents & Bank Deposits	296.9	120.7
Borrowings	(259.9)	(93.4)
Finance Lease	(0.1)	(2.2)
Net Cash*	36.9	25.1

Note *: After paying dividend of S\$153.3 million in Sep 2017

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Business Updates

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Business Situation Update



- ❑ Successful ramp-up phase for 3Q2017 will continue into 4Q2017
- ❑ Core business generated strong positive operating cash flow of S\$192.8 million for the nine months ended 30 September 2017
- ❑ Appointment of Mr. Yong Inn Nam as Chief Operating Officer
- ❑ Moving forward, we will explore growth opportunities that are synergistic to the Group's operations

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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 higher revenue and profit for 4Q2017 as compared to 4Q2016
- ❑ The Group expects higher revenue and profit for 4Q2017 as compared to 3Q2017
- ❑ The Group expects higher revenue and profit for 2H2017 as compared to 1H2017
- ❑ The Group expects higher revenue and profit for FY2017 as compared to FY2016

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Thank You

Q & A

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Succeed Together...*