



万德国际集团



Presentation at Annual General Meeting

27 April 2017





Disclaimer

This presentation prepared by Memtech International Ltd. (the "Company") does not constitute, or form part of, an offer to sell or the solicitation of an offer to subscribe for or buy any securities, nor the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issue or transfer of the securities referred to in this presentation in any jurisdiction in contravention of applicable law. Persons requiring advice should consult their stockbroker, bank manager, solicitor, accountant or other independent financial consultant.

This document is confidential and has been made available in confidence. It may not be reproduced, disclosed to third parties or made public in any way or used for any purpose other than in connection with the proposed investment opportunity without the express written permission of the Company.

This presentation should not be relied upon as a representation of any matter that an advisor or potential investor should consider in evaluating the Company. The Company and its related bodies corporate or any of its directors, agents, officers or employees do not make any representation or warranty, express or implied, as to the accuracy or completeness of any information, statements or representations contained in this presentation, and they do not accept any liability whatsoever (including in negligence) for any information, representation or statement made in or omitted from this presentation.

This document contains certain forward looking statements which involve known and unknown risks, delays and uncertainties not under the Company's control which may cause actual results, performance or achievements of the Company to be materially different from the results, performance or expectations implied by these forward looking statements. The Company makes no representation or warranty, express or implied, as to or endorsement of the accuracy or completeness of any information, statements or representations contained in this presentation with respect to the Company.

It is acknowledged that the Company will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.

For Investor Relations related matters:


Cogent Communications Pte Ltd

Gerald Woon | Email: woon@cogentcomms.com | Tel: 6704 9268 | Mobile: 9694 8364

Contents



Overview

A white outline of a person's head and shoulders, centered within a dark blue hexagon.

Financial Review

A white magnifying glass icon, centered within a dark blue hexagon.

Challenges & Opportunities

A white line graph icon showing an upward trend, centered within a dark blue hexagon.



Overview



Products Application



Automotive

Climate & Audio Controller



Key Fobs



Other Plastic Parts



Products Application

Consumer Electronics

Computer Keyboard



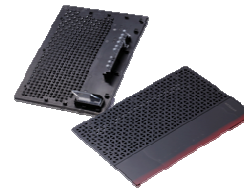
Infrared (IR) Guide Light



Speakers & Headphones



Router & Digital Box Housing



Remote Control



Streaming Devices



Gaming Devices



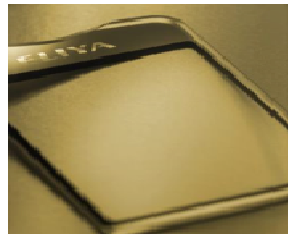
Products Application

Telecommunications

Keypads



Window & Anti-Reflective Lens



Waterproof Housing



Casing



Products Application

Industrial & Medical

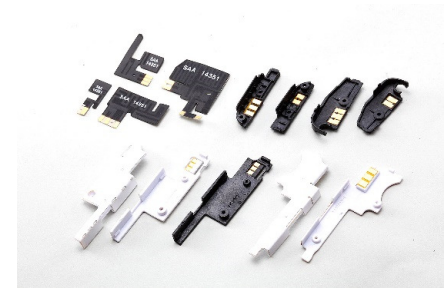
Bar Code Scanner



Medical



Others





Financial Review





FY2016 Financial Highlights

(US\$'m)	FY2016	FY2015	Change
Revenue	159.0	142.2	11.8%
Gross Profit	25.4	24.8	2.3%
Profit From Continuing Operations	6.4	8.2	-21.8%
Profit Attributable to Owners	6.3	8.1	-22.8%
EPS (US cents)*	4.5	5.8	-22.8%

* Earnings per share is based on weighted average no. of shares of 140,880,878 (2015: 140,880,878).



FY2016 Financial Highlights

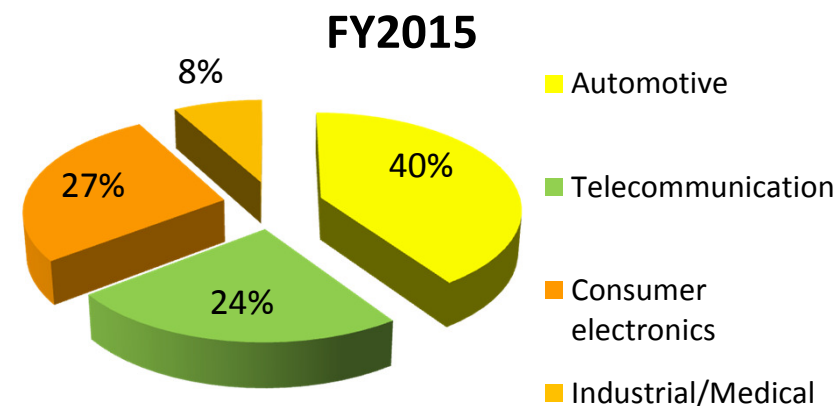
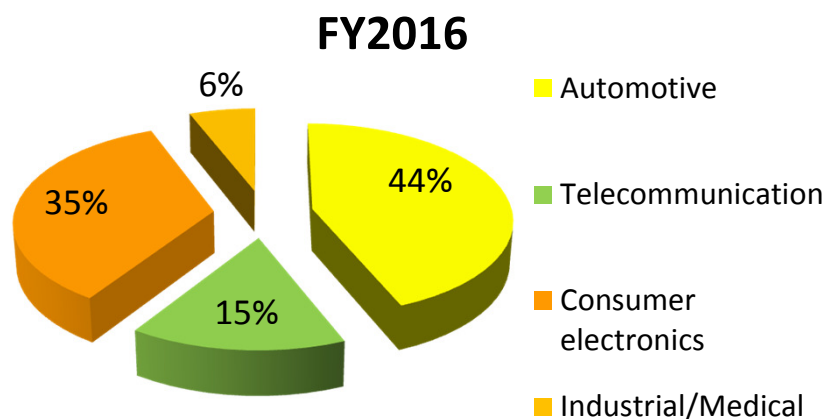
- Revenue increased 11.8% to US\$159.0 million
 - Despite the turbulent year in 2016, we accomplished positive growth thanks to our successful transition to the automotive sector and to our stable and solid client base
- Gross profit increased to US\$25.4 million
 - We have maintained our full year gross profit margin at 16.0%
 - This was despite a delay in orders by major customers which resulted a loss in the first half of year, and despite a strong recovery in the second half, gross margin was still down by 1.5% points



FY2016 Financial Highlights

- Net Profit of US\$6.3 million
 - The core earnings net profit of US\$6.3 million was 22.8% less compared to US\$8.1 million last year
- Proposed dividend of 2.5 Singapore cents per share
 - Dividend payout of S\$3.5million (2015 : S\$4.6 million)

Revenue by Business Segment

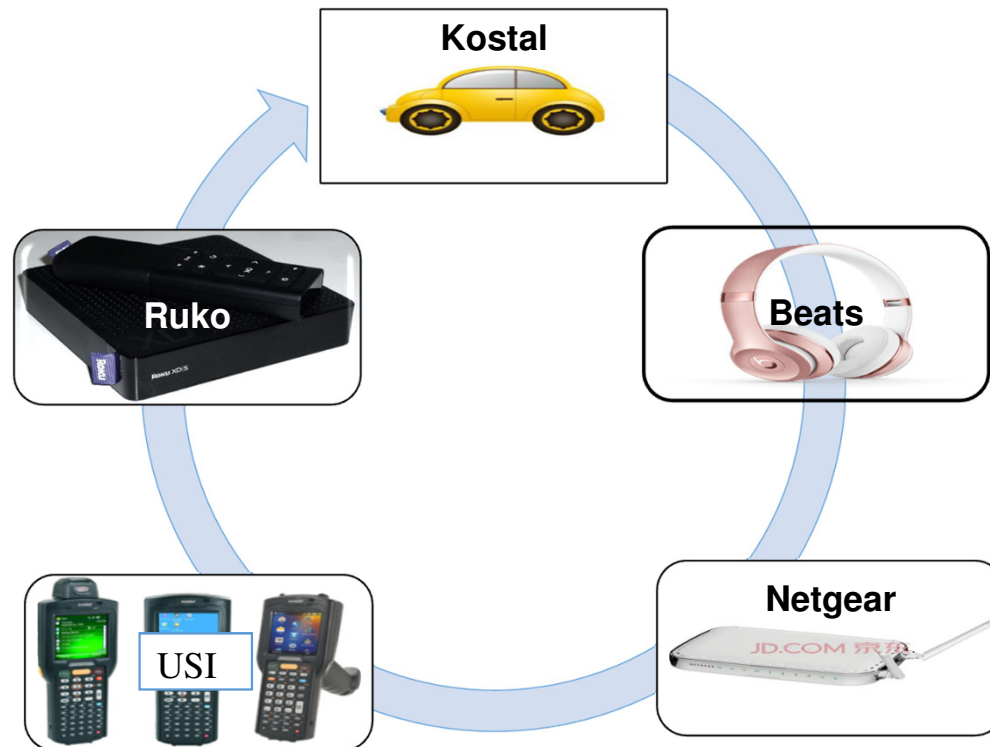


Business segment	2016	
	(US\$m)	%
Automotive	69.7	44%
Telecommunication	24.5	15%
Consumer electronics	55.3	35%
Industrial/Medical	9.5	6%
Total	159.0	

Business segment	2015	
	(US\$m)	%
Automotive	56.9	40%
Telecommunication	34.2	24%
Consumer electronics	39.1	27%
Industrial/Medical	12.0	8%
Total	142.2	

Revenue Contribution

Top 5 customers in 2016



Selected Balance Sheet Highlights

31 December	2016 (US\$'m)	2015 (US\$'m)	Variance
Shareholders' equity	110.8	112.3	-1.3%
Property, plant and equipment	39.8	41.7	-4.4%
Net current assets	78.3	74.5	5.1%
Trade Receivables	62.4	51.0	22.3%
Cash & cash equivalent	27.4	26.8	2.2%
Trade Payables	35.8	26.4	36.0%
Total assets	165.5	151.4	9.3%
Total liabilities	54.7	39.1	39.9%
NAV per share (US cents)*	78.7	79.7	-1.3%
Cash per share (US cents)*	19.4	19.0	2.1%

* NAV per share is based on issued share capital of 140,880,878 (2015: 140,880,878) shares at the end of the financial year.



Cashflow Highlights

	2016 (US\$'m)	2015 (US\$'m)
Operating activities	14.4	8.6
Investing activities	(11.0)	(7.3)
Financing activities	(1.2)	(5.1)
Net cashflows	2.3	(3.8)



Dividend

Proposes first & final cash dividend of

2.5 Singapore cents

per ordinary share



Challenges & Opportunities





Challenges & Opportunities

- Insecure geopolitical environment – tensions between countries
- Automotive ecosystem – boundaries between T1 and T2 suppliers blurring
- Consumer Electronics – continue to identify good customer projects with better margins
- Co-opetition – Compete + Cooperate with customer
- Redefine our role in the value-chain
- Tapping on the growth of/with key customers
- Continue to be prudent and cautious in investment spending



Thank you.

